



# The Minnesota Cattlemans

The Official Newspaper of the Minnesota State Cattlemen's Association

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Volume 25 | Edition 2 | April, 2022

**UMN Andrew Boss Lab of Meat Science**

**UMN College of Veterinary Medicine**

**UMN Forage Research Plots**

**UMN AND MSCA SUMMER TOUR**

**JULY 12 2022**

MN ZOO | APPLE VALLEY, MN

Buses leave MN Zoo at 7 a.m.

Exclusive access to the entire MN Zoo from 4 p.m. to 8 p.m.

Lunch and supper provided

Register by visiting [z.umn.edu/MNSummerTour](http://z.umn.edu/MNSummerTour)

## The University of Minnesota Extension Beef Team and MN State Cattlemen's Association are teaming up to provide the 2022 MN Summer Beef Tour Tuesday, July 12, 2022

The University of Minnesota Extension Beef Team and the Minnesota State Cattlemen's Association have teamed up to host the 2022 MN Summer Beef Tour, a fun and educational event where attendees will have the opportunity to visit the UMN

St. Paul Campus and the MN Zoo. The event will take place on Tuesday, July 12, 2022.

Dr. Joe Armstrong, a veterinarian and member of the UMN Extension Beef Team had this to say, "We are excited to partner with the MN State Cattlemen's Association to host this event. We are going to showcase the

research, education and outreach work done at the University, all while having fun and providing a place for the MN cattle industry to gather."

Stops on the tour include the UMN Andrew Boss Laboratory of Meat Science, UMN College of Veterinary Medicine, and UMN Forage Research plots.

Important to note, the tour includes a visit to the MN Zoo where attendees will have exclusive access to the entire zoo from 4:00 p.m. until 8:00 p.m.

Dr. Joe Armstrong, "Farming is a family endeavor, and we want this event to be family-oriented. Our goal is to stay off the bus as much as possible, fill the morning and early afternoon with learning opportunities, and then end the day with something that is just fun and social."

At the MN Zoo, check-in opens at 6:00 a.m. and all buses will leave at 7:00 a.m. Buses are scheduled to return to the MN Zoo around 3:30 p.m.

Tickets can be purchased online for \$25 per person until June 15th by visiting [z.umn.edu/MN-SummerBeefTour](http://z.umn.edu/MN-SummerBeefTour). After June 15th, tickets may be purchased for \$30 online or at the door. Lunch and supper are included.

Sponsorship opportunities for the event are available, and inquiries should be directed to Dr. Joe Armstrong – [armst225@umn.edu](mailto:armst225@umn.edu).

PRESORTED STD  
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NEWS - TIME SENSITIVE MATERIAL

### MSCA

MSCA is a grassroots organization consisting of over 20 local cattlemen's groups, providing the greatest opportunity for producer input and policy recommendations

Minnesota State Cattlemen's members, did you know you can pay your local affiliate dues online? Use the link below to renew your membership for the state and local association!

<https://www.mnsca.org/become-a-member/membership-application>

- 1. Central Minnesota Cattlemen
- 2. Cottonwood Cattle Producers
- 3. Three Rivers Cattlemen
- 4. Fillmore County Cattlemen
- 5. Freeborn County Cattlemen
- 6. Glacial Ridge Cattlemen
- 7. Houston County Cattlemen
- 8. Le Sueur County Area Cattlemen
- 9. Midwest Cattlemen
- 10. Minnesota Cattlemen
- 11. Mississippi Valley Cattlemen
- 12. Mower County Cattlemen
- 13. Murray County Cattlemen
- 14. Northwestern Stockmen
- 15. Redwood Area Cattlemen
- 16. Rock-Ribbles Cattlemen
- 17. Snake River Cattlemen
- 18. South Central Cattlemen
- 19. Southwest Cattlemen
- 20. Tri-County Cattlemen
- 21. Wabasha County Cattlemen
- 22. West Central Cattlemen
- 23. Pipestone Cattlemen



**ALLISON VANDERWAL**  
Executive Director  
Allison@mnsca.org  
Office: 763-479-1011

As I sit down and write this article, the Minnesota State Cattlemen's Association is amid membership drive season. We are working on sending out our annual report, new membership letter, and our staff and

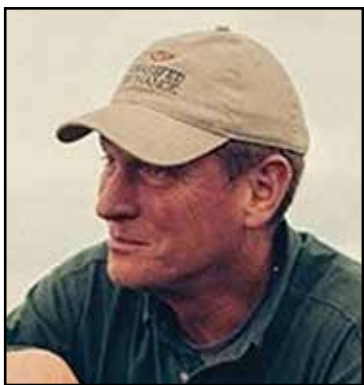
executive team is busy traveling and attending local affiliate meetings. It truly is an exciting time for our association. I want to thank you all for being a member of the MSCA.

The first quarter of the year has been very busy for the MSCA. Legislative session began in January and through our work with our legislative consultant Bruce Kleven, we have been sharing the concerns and support of the cattlemen in various committee hearings. Both our legislative Chair Krist Wollum and President Grant Breitreutz testified this year on behalf of our members.

Besides during Legislative Session, our executive team has been busy representing our members on other projects and working groups. Between the staff and executive committee, we are representing you on the Climate – smart natural

and working lands area of the Minnesota Climate Action Framework, Wolf Livestock Grants and State Wolf Management Plan, MPCA producer group meetings, Veterinary Diagnostic lab, Minnesota One Health Antibiotic Stewardship collaboration and serving on the search committee for the AGREET Beef Production Systems position to name a few. Additionally, we are being asked more and more to be involved in soil health/sustainability working groups. From partnerships with Ducks Unlimited to large grant projects on the state and national level, there is numerous projects being proposed and implemented. What do these all have in common? They all want cattle production involved! However, this can be extremely time consuming and challenging. We could spend all

**Vanderwal ...**  
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**GRANT BREITKREUTZ**  
President

Greetings,

The winter meeting season has wrapped up. I am thankful to all the local associations that invited the MSCA to be a guest at these meetings. Dawn and I put on a lot of miles trying to make to all the meetings we could. It is great to be meeting all of you in person again and on your home turf where you are the most comfortable talking about your farms and ranches. Many issues were brought to my attention and our executive team has acted on them or the issues have been

given to the proper authorities who deal with our concerns.

The legislative session is currently in progress, and we have Bruce Kleven watching and keeping us up to date on all the issues taking place in session. The MSCA has been called upon several times already to testify on behalf of the cattle producers in the state. Our elected officials are quick to ask for help when someone is needed to testify and we have covered many issues already this session, (drought relief, fencing material tax exemption, and soil health.) MSCA is also in constant communication with our national senators and representatives trying to get their policy to align with what the cattle producers in this state need and want.

MSCA will be holding a steak on a stick event at the capitol on April 21st. This was a huge success the last time in 2019 and many people in the

**Breitreutz ...**  
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**MICHELLE MOUSER**  
CattleWomen President

The word "grassroots" became real to me as I sat and listened to the Minnesota Cow-Belles first president, Irene Wishard, share her story. It wasn't a story driven by emotion. It wasn't a story driven by crisis. Hers was a story of necessity, forging a new life on new land, and going against the grain of tradition in northern Minnesota.

On January 26, 1968 the Wishard's, an experienced ranch family from South Dakota, moved to Trail, MN in search of land they could own. They knew the type of land it took to run cattle on and they were not

going to winter their cattle in a barn, a decision so unheard of in Northern Minnesota that financing became difficult. Irene said, "We would tell the realtors the land needed to have hills, draws, trees, and water." They branded their cattle and worked their cattle by horseback. They wore western clothes not for fashion but because it suited their life. Northern Minnesota wasn't quite ready for them but as with all change, it takes time. So, in time, the Wishard family carved their niche in the land and community. Their hard work, dedication, and care for neighbors and cattle rose above the novelty of their lifestyle. Once settled, Ralph "Bud" and Irene Wishard began seeking out other cattlemen and women.

The grass began to take root when they realized what needed to happen for beef ranchers in Minnesota. The state needed to join together and be a unified voice in legislation. The women

**Mouser ...**  
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**RACHEL GRAY**  
Cow/Calf Council Chair

Hello from northern Minnesota. Had I written this a week ago, I would have mentioned that spring was well under way, and we were starting to see muddy areas. Since then, we have been back to the deep

freeze and 5 inches of new snow. With the drought still so fresh in my mind, I certainly will not turn down the moisture. In most areas calving season is in full swing. I hope that your calves are doing well.

As the cow/calf chair I have been fortunate enough to attend some local meetings and visit with several producers. If you have a chance to attend a meeting in your area, take the time to attend and hear about what is happening in the industry. We have been working hard to get the drought leg-

**Gray ...**  
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**ANGIE FORD**  
Feeder Council Chair

It's not even the end of March, and some days have felt like summer. In this area, what little snow we did get is long melted and most of the ice is out on the lakes. Spring is a time of great optimism,

of what the year could bring. But with that comes the harsh reality of the times we are living in.

I could start by letting you know how the war and unrest in Ukraine has upended our February live cattle rally. But I think we all are aware of the current volatile markets and crazy rate of inflation. I think many had high hopes of seeing \$145+ cash prices by this time, since the numbers are tight until May. Between the higher inputs, corn soaring and let's not even start with the price of fuel, right now there isn't too

**Ford ...**  
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### Minnesota Cattleman

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**Vanderwal . . . continued from page 2**

our time on these groups so it is important we choose groups we think we will have the most impact. Additionally, many of these programs have traditionally focused on crop production. In the programs we are being involved in, we are working hard to ensure they are both impactful and beneficial to cattle production

of all stages. Your staff and executive committee can only be involved and represent cattle production on these and more committees if we have you as members. Thank you again for your membership and we look forward to working for you all in the year to come!

**Breitkreutz . . . continued from page 2**

capitol buildings are still talking about it. This event attracts as much or more attention from our elected officials than visiting them office by office.

The winter weather has recharged some areas of the state while other have not seen any recharge to speak of. We are

working with agencies on the state and national level to make sure their programs are of the greatest benefit to the beef producers in the state should the drought continue or worsen.

Wishing everyone a safe spring planting and calving season.

**Mouser . . . continued from page 2**

attended the meetings with the men and quickly created their own place. While the men worked diligently on legislation and production, the women worked in their communities and state to promote their product, beef. A “Steer is More Than a Steak,” was the first teaching lesson Pauline Purath developed to take into schools. Three women, Irene Wishard, Pauline Purath, and Rosie Kramer, set out for the Duluth schools in a truck bed camper; true pioneers of beef promotion and education. The CowBelles communicated by letter, phone, and drove thousands of miles every year. There were eleven local chapters in addition to the state officers. In 1987 they changed from CowBelles to CattleWomen. When the Beef Checkoff money began to come, the CattleWomen played a distinguished role in beef education and promotion across the state.

The CattleWomen programs funded by the Beef Checkoff were: Beef for Father’s Day, May is Beef Month, Beef Gift Certificates, Beef Queen program, and the Beef Cook-Off.

I am honored and in awe of the legacy of this organization. What a privilege for me to serve as president in this historic year. Meeting with Irene and wading through totes of history these past few months has only deepened my passion for cattle women all across Minnesota. We are not the same organization today but reflecting on our past has strengthened my resolve to see the Minnesota CattleWomen become a vibrant community of women who are passionate about the cattle they raise, the beef on their plate, and the people dependent on our livelihood.

Our first event, “A Taste of WIRED” along with our Region 3 & 7 meeting will be in Rochester April 28-30. Up next is our 50th Anniversary celebration on July 30 in Nevis, MN. We will be very busy at the MN Beef Expo and look forward to seeing you all in December at the annual convention. To every cattle woman reading this, consider yourself personally invited to all our events.

To keep up with all that is happening visit our website, [mncattlewomen.org](http://mncattlewomen.org) or follow us on Facebook and Instagram @MNCattleWomen.

**Thank you, 2022 Beef Alliance**

THANK-YOU to the following businesses that have committed to support members of the Minnesota State Cattlemen’s Association as a part of the Minnesota Beef Alliance Program for 2022. If you are interested in learning more about the Beef Alliance program, contact Allison VanDerWal at 763-479-1011 or [allison@mnsca.org](mailto:allison@mnsca.org).

**Prime**

- American Foods\*
- Merck Animal Health\*
- Minnesota Beef Council
- Minnesota Corn Growers Association\*

**Choice**

- Carlson Wholesale
- Elanco
- Roto-Mix
- Artex Manufacturing

**Select**

**Presidential**

- Phileo Lasaffre\*

\* Indicates giving above base level for that category!

**Upcoming Events/Important Dates:**

For more details on events listed below, visit [www.mnsca.org](http://www.mnsca.org).

- July 11th, 2022 – **MSCA Quarterly Board of Directors Meeting** – Rosemount, MN
- July 11th, 2022 – **MSCA PAC Fundraiser** – Rosemount, MN
- July 12th, 2022 – **MSCA Summer Beef Tour**, hosted by the University of Minnesota Beef Team – Rosemount, MN
- August 2-4th, 2022 – **FarmFest**, Gilfillan Estate - Redwood Falls, MN
- December 9-10th, 2022 – **2022 Minnesota Cattle Industry Convention** - Willmar, MN



Jocelyn Schlichting  
Member since 2019

Whether it's in your community or at the Capitol, the Minnesota Corn Growers Association is the essential advocate for corn farmers.

**We're stronger *with you.***

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[mncorn.org](http://mncorn.org) @mncorn 'Minnesota Corn' 'Minnesota Corn'



# MAMP Convention

The Minnesota Beef Council was back at the Minnesota Association of Meat Processors (MAMP) Annual Convention after a 2-year hiatus. On Friday, March 18, we hosted the Innovative Beef Contest at the MAMP Product Show. We have three categories that meat markets can compete in. The three categories are Lean Ground Beef (minimum of 85% of lean), Processed Beef (jerky, sausage, brats, etc.) and Steaks/Roasts (other than from the Rib/Lion). The entries are judged on appearance, edibility/texture and creativity/marketability.

- The winners were:**
- Lean Ground Beef:** Korean BBQ Meatballs by Grand Champion Meats Foley, MN
  - Processed Beef:** German Beer Sticks by McDonald's Meats, Clear Lake, MN
  - Steaks/Roasts:** Philly Steak Sandwich Kit by McDonald's Meats, Clear Lake, MN

Our overall "Best of Innovative Beef" Award went to McDonald's Meats of Clear Lake, MN with their Philly Steak

Sandwich Kit. During the trade show, the Minnesota Beef Council offered packs of 25 Confident Cooking booklets and packs of 50 Summer Grilling brochures in their booth for the meat markets to pick up and take home with them and offer them in their meat markets.



## MBC Board Meeting

The next Minnesota Beef Council Board of Directors Meeting is scheduled for Monday, July 11, 2022 in Maple Plain, MN

## Minnesota Beef Council Events

- April 22 – FACS (Family and Consumer Science) to the Max – University of Minnesota Mankato
- June 16 – MNFACS Conference – Shakopee High School, Shakopee, MN
- July 11 – MBC Board of Directors Meeting Maple Plain, MN
- July 12 – Cattlemen's Summer Tour – University of Minnesota St Paul Campus



## Minnesota Retail Beef Backer

The Minnesota Beef Council announced Dehmer's Meats of St. Michael, MN as the 2022 Retail Beef Backer at the Minnesota Association of Meat Processors. This meat market is a 3rd generation family-owned full service meat market offering a wide variety of home smoked meats as well as fresh cuts, ground beef and a full deli. They also offering catering and wild game processing. And have been in business since 1924. They have a full meat counter with a great selection of beef and a very knowledgeable staff. Tony Dehmer is currently serving as one of the board of directors

for the Minnesota Association of Meat Processors

This meat market is also very active in their community, and they feature beef frequently on their Facebook page. They featured a heart shaped beef ribeye for Valentine's Day, featured ground beef as their Black Friday special. They even have a new brat flavor, called Chloe's Cheeseburger Brat; it's an all-beef brat. They also feature Freezer Steak Specials periodically.

Congratulations to Dehmer's Meat Market!! Be sure to visit your local meat markets.



## MNBC GRILLING RECIPE BARBECUE CHIPOTLE BURGER

Whip up your own barbecue sauce then slater it on a perfectly prepared ground beef patty. Serve it all up in a "bun" of delicious Texas Toast.

### INGREDIENTS:

- 1 pound Ground Beef (93% lean or leaner)
- 1/2 cup beer
- 2 tablespoons brown sugar
- 2 tablespoons ketchup
- 1 tablespoon minced chipotle peppers in adobo sauce
- 1 tablespoon Worcestershire sauce
- 4 slices frozen Texas Toast
- 2 spears pickled okra, sliced

*Cook's Tip: Fresh Texas toast, buttered, may be used instead of frozen product.*

4. For each sandwich, spread 1 tablespoon barbecue sauce over one toast half. Top with burger, another tablespoon sauce and okra slices. Close sandwich.

*Cook's Tip: Dill pickle chips or pickled jalapeño peppers may be substituted for pickled okra.*

### COOKING:

1. To prepare barbecue sauce, combine beer, brown sugar, ketchup, chipotle peppers and Worcestershire sauce in saucepan; bring to a boil. Simmer 8 to 10 minutes until sauce is thickened; set aside.

2. Lightly shape Ground Beef into four 1/2-inch thick patties. Place patties on grid over medium, ash-covered coals. Grill, covered, 8 to 10 minutes (over medium heat on preheated gas grill, covered, 7 to 9 minutes) until instant-read thermometer inserted horizontally into center registers 160°F, turning occasionally.

*Cook's Tip: Cooking times are for fresh or thoroughly thawed ground beef. Ground beef should be cooked to an internal temperature of 160°F. Color is not a reliable indicator of ground beef doneness.*

3. Meanwhile, prepare Texas Toast according to package directions. Cut each piece of toast in half.

### Nutrition information per serving using 93% lean ground beef:

382 Calories; 144 Calories from fat; 16g Total Fat (6.3 g Saturated Fat; 0.1 g Trans Fat; 0.3 g Polyunsaturated Fat; 3.3 g Monounsaturated Fat;) 84 mg Cholesterol; 454 mg Sodium; 32 g Total Carbohydrate; 1 g Dietary Fiber; 10.2 g Total Sugars; 29 g Protein; 8.2 g Added Sugars; 33.4 mg Calcium; 3.9 mg Iron; 480 mg Potassium; 0 mcg Vitamin D; 0.2 mg Riboflavin; 6.6 mg NE Niacin; 0.4 mg Vitamin B6; 2.8 mcg Vitamin B12; 236 mg Phosphorus; 6.5 mg Zinc; 21.3 mcg Selenium; 99.8 mg Choline.

\* Based on a 2,000 calorie diet  
\*\* Percent Daily Values are based on a 2,000-calorie diet

This recipe is an excellent source of Protein, Iron, Niacin, Vitamin B6, Vitamin B12, Zinc, and Selenium; and a good source of Potassium, Riboflavin, Phosphorus, and Choline.

## Trailblazers Announces Inaugural Group of Beef Spokespeople

One of Minnesota's own beef producer's is part of the new Trailblazers program, developed by the National Cattlemen's Beef Association (NCBA), a contractor to the Beef Checkoff, takes advocacy to an unprecedented level by giving participants the tools and training they need to promote beef to new audiences while addressing and correcting myths. After a competitive application process, ten Trailblazers from six states have been selected for the program's first cohort of beef community spokespeople, including:

- Haley Ammann-Ekstrom, Minnesota
- Kacy Atkinson, Wyoming
- Jonathon Black, West Virginia
- Brianna Buseman, Nebraska
- Markie Hageman, California
- Marya Haverkamp, Kansas
- Natalie Jones, Nebraska
- Shaye Koester, Nebraska
- Sebastian Mejia Turcios, California
- Jaclyn Wilson, Nebraska

"We are excited to start this new program with such a strong group of experienced individuals," said Chandler Mulvaney, director of grassroots advocacy & spokesperson development at

NCBA. "Through extensive training, professional development, and equipping our Trailblazers with the tools needed, we are actively building a network of grassroots advocates across the country that will work together to find solutions to social and practical issues impacting the beef industry."

These new Trailblazers will receive training to become expert communicators, excel in media interviews and understand how to build confidence in beef related practices when talking to consumers. Throughout the year, Trailblazers will receive advanced training from subject matter experts, learning how to effectively engage on various social media platforms, interact with the media, and enhance public speaking skills.

Trailblazers will meet twice a month, both online and in-person to foster constant growth and refinement of skillsets when speaking about beef. Upon acceptance and completion of the program, Trailblazers will serve as industry spokespeople and inform beef advocates at the local and state levels on advocacy, media and spokesperson best practices. Every year new Trailblazers will be accepted into the program.

# Fighting For Regulatory Certainty Under the Endangered Species Act (ESA)

Regulatory uncertainty is one of the greatest threats to your operation. For decades, the regulatory whiplash caused by politically driven changes to protections for gray wolves under the Endangered Species Act (ESA) has made business decisions and planning for the future nearly impossible. Oregon cattleman and NCBA Region V Policy Vice President Skye Krebs is just one of many producers who face the consequences of regulatory decisions being made based on activism-driven politics instead of sound-science.

“We keep getting mixed messages on ESA goals,” Krebs said. “Constantly moving goal posts coupled with lack of agency consistency and enforcement standards have created immense frustration among producers and have negatively impacted the health and well-being of livestock throughout the United States.”

Since being listed under the ESA in 1974, the gray wolf population has seen tremendous recovery, exceeding recovery goals by 300%. It is critical to recognize that success, instead of using ESA as a permanent management tool — a purpose that is in direct conflict with the original intention of the Act.


“From the beginning, the livestock industry was willing to come to the table and work with agencies to minimize conflict between wolves and livestock. Even though we’ve exceeded the goals beyond expectations, federal politics have caused the rules to keep changing,” Krebs said.

NCBA has led the charge to fight for the use of science-based, data-driven decisions regarding gray wolf population recovery. We were supportive of the decision by the Trump administration in 2020 to delist the gray wolf and have since been defending that decision, despite attempts by activist groups to undermine one of the most successful ESA recovery stories in U.S. history.

Across the country, increased gray wolf attacks on livestock are threatening the viability of family-owned operations. With reinstated protections under the ESA, this situation will only continue to get worse. In the coming weeks, we are committed to pursuing every avenue — whether it be regulatory or legal — to ensure that ESA decisions are made based on fact and producers have the tools they need to protect their livestock and livelihoods.

**CHECK US OUT ON THE WEB AT [WWW.MNSCA.ORG](http://WWW.MNSCA.ORG)**

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**Cost**

\$1375.00 US Dollars  
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100 Industrial Drive  
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**Farm Host**

Stoney Creek Farm  
 Grant & Dawn Bretkreutz  
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The Minnesota State Cattlemen's Association  
**The Policy Pen**  
 MSCA E-BULLETIN

With the fast changing times, it's important to stay up to date on industry news.

The Policy Pen is the MSCA weekly email providing a round up of news and events that have happened around the state and country. The email is delivered directly to your inbox every Friday afternoon.

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<https://www.mnsca.org/news-events/the-policy-pen>



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# DISEASE TRACEABILITY: An Important Safeguard for the U.S. Cattle Industry

As the old adage goes, “when you know better, you should do better.” We know NCBA members understand the importance of continuous improvement and innovation, especially when it comes to animal health and food safety. To continue to capture consumer demand for beef and to maintain a healthy cattle herd, it is critical to ensure that we are focusing on reducing disease outbreak risks through animal disease traceability.

“While traceability does not prevent disease, it is an essential tool to provide information to producers, veterinarians and state and federal officials when responding rapidly to an animal disease outbreak,” said NCBA’s Director of Animal Health and Food Safety Policy Chase DeCoite.

## What is the regulatory history of traceability?

In January 2013, the Animal Disease Traceability (ADT) Rule was created to require animals to be identified and

accompanied by an Interstate Certificate of Veterinary Inspection (ICVI) or other movement document when crossing state lines. In September 2018, USDA published the APHIS Over-Arching Goals to Enhance Traceability, which includes electronic identification tags for some animals and increased data-sharing.

## What is NCBA’s stance?

It’s important to note that NCBA looks at this issue from an animal health perspective and we are committed to working with USDA to ensure that their long-term strategy can be implemented efficiently and without creating unnecessary or costly burdens for producers, which includes protecting cattle producers from liability once the animals have left their operations.

“We are working with producers as well as regulatory agencies, such as USDA, to ensure that traceability systems are realistic and allow farmers and ranchers to continue rais-

ing high-quality beef,” DeCoite said. “For traceability programs to be effective they must be modernized and have the ability to operate at the speed of commerce. It’s essential that traceability processes include data security tools that allow producers to maintain confidentiality of personal and proprietary information.”

## What USDA action do we anticipate?

Last spring, USDA announced their intent to pursue rulemaking on animal disease traceability using electronic identification (EID). This year, we expect that USDA will move forward with the publication of a proposed rule for mandatory electronic ID (EID). This technology will move the industry’s disease traceability efforts into the 21st century and reduce the amount of time it takes to conduct important disease tracebacks in the event of a foreign animal disease outbreak.

While we agree with this

path forward, we are also working to ensure this transition will be as cost-effective and convenient for cattle producers as possible.

“As USDA initiates a rule-making process to enhance traceability, we know that for this program to be effective, it has to be manageable for producers,” DeCoite said. “We will continue to work with USDA throughout the rule-making process to ensure that state and federal funds can be used for producers to purchase the required EID tags.”

In addition, the current ADT regulations do not apply to animals under 18 months of age, and we will continue to urge USDA to maintain this in their rulemaking process.

## How can producers voluntarily contribute to traceability efforts?

For producers who are interested in contributing to voluntary traceability efforts, NCBA member policy encourages partnership with

U.S. CattleTrace. This non-profit organization collects four data points — animal ID, date, time and GPS location of the readers — and securely manages this data for animal disease traceability.

The program began as a pilot project in Kansas and has since expanded to encompass regions across the U.S. As of December 2021, the secure database now holds over 2 million individual cattle reads for animal disease traceability. In order for the program to become nationally significant, more producers and entities need to participate.

“Without buy-in from all segments of the cattle industry, disease traceability will not be achievable. That is why we look forward to membership from each of our segments, including individual producers, industry stakeholders and more,” said Callahan Grund, executive director of U.S. CattleTrace.

To become a member, visit [uscattletrace.org](http://uscattletrace.org).

## Register Today for 2022 Stockmanship & Stewardship Events

Registration is now open for three Stockmanship & Stewardship regional events, with the first stop in Blacksburg, Va., in May. During each event producers can become BQA certified, network with fellow cattlemen and women, participate in hands-on demonstrations led by stockmanship experts including Curt Pate and Dr. Ron Gill, and learn cutting-edge operation techniques.

### 2022 Stockmanship & Stewardship events include:

- Virginia Tech, Blacksburg, Va., May 20-21
- Leavenworth, Kan., June 16-18
- Auburn University, Auburn, Ala., Aug. 12-13

“In today’s world, no matter the beef production system you are involved with, stockmanship and stewardship are more important than

ever,” said Curt Pate, Stockmanship & Stewardship clinician, and cattle handling expert. “This quality program combines age-old skills with modern practices to improve your bottom line and quality of life.”

Stockmanship & Stewardship is a unique educational experience for cattle producers featuring low-stress cattle handling demonstrations, Beef Quality Assurance (BQA) educational sessions, facility design sessions and industry updates that you won’t find anywhere else. The program is sponsored by the National Cattlemen’s Beef Association (NCBA), Merck Animal Health, and the Beef Checkoff-funded National Beef Quality Assurance program.

“Merck Animal Health is proud to have a long-standing partnership with NCBA in ensuring education and animal welfare training with

our sponsorship of Stockmanship and Stewardship,” said Kevin Mobley, executive director of sales and marketing for Merck Animal Health. “With products and technology designed to enhance animal health, productivity and traceability, combined with the expertise

of our people, Merck Animal Health is in a unique position to provide leadership and innovation in the area of sustainability.”

For more information about upcoming Stockmanship & Stewardship events and to register, visit [www.StockmanshipAndStewardship.org](http://www.StockmanshipAndStewardship.org).

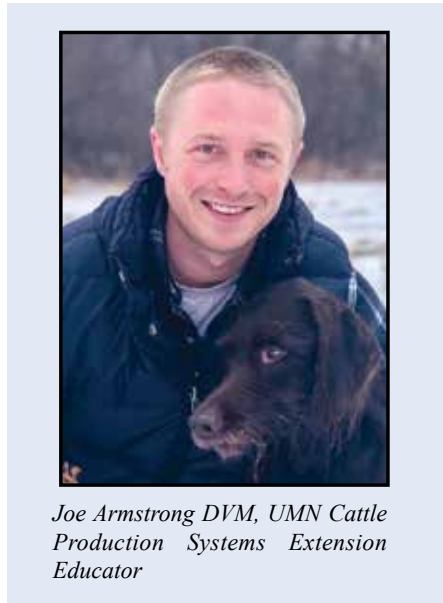
Cattle producers attending a Stockmanship & Stewardship event are eligible for reimbursement through the Rancher Resilience Grant. To apply for a grant to cover registration costs and two nights hotel, visit [www.ncba.org/producers/rancher-resilience-grant](http://www.ncba.org/producers/rancher-resilience-grant).



# THE MN BEEF REPORT – results from a survey of cow-calf and feedlot producers

By Joe Armstrong

In 2020 and 2021, we surveyed MN beef producers and collected responses from nearly 400 Minnesotans. Seventy-eight of the state's 87 counties were represented in the survey. With help from some of my colleagues at the UMN College of Veterinary Medicine and funding from the MN Beef Council, we have recently completed the report that details what we learned from this survey. The full report is available by visiting [z.umn.edu/MNBeefReport](http://z.umn.edu/MNBeefReport), and you can find a summary of the report at [z.umn.edu/MNBeefReportSum](http://z.umn.edu/MNBeefReportSum). The following article is a combination of a small sampling of the results from the survey and, unfortunately, soapbox points I got carried away on.



Joe Armstrong DVM, UMN Cattle Production Systems Extension Educator

## Soapbox warning: size of operations

According to our survey, most beef cattle are owned by a small number of large operations and this is what the general public usually focuses on: large operations with a large number of cattle. There is nothing wrong with large operations, but misinformation has allowed some of the general public to think there is. The bigger picture is that we miss the mark when telling our story. We love cows, and we want to talk about cows as much as possible, but we often forget to talk about people. Cow numbers have become central to all talks related to agriculture, but the cows don't run the operation; people do.

The majority of beef farmers still operate within a small farm model. Of the participants in the survey, 44% have less than 50 cows, and 77% have less than 100 cows, highlighting that small farms still play a significant role in Minnesota's beef industry. The majority of the people have small farms, even if they don't represent the majority of the cattle. The narrative is entirely different when we talk about the majority of the people. It changes the public's perspective when we say that small farms are still a significant piece of the MN beef industry and are still the majority of operations.

## Preconditioning practices – lower than surrounding states

63% of producers report preconditioning in some way. Using national data, this is low compared to other states in the region. Why are fewer of our producers preconditioning than surrounding states? – I don't know for sure. This is an area we need to explore more.

There are many reasons not to precondition cattle. First and foremost among them is seeing a return on investment from each practice. Suppose the next step in the chain does not compensate the cow-calf producer for the time, effort, and cost associated with a preconditioning practice. In that case, it is hard to blame the cow-calf producer for not preconditioning.

Another possible barrier to preconditioning is logistics. As noted in the survey, most cow-calf producers do not consider their cattle operation their primary source of income. Day jobs, crops, family activities, etc., could all take precedence over preconditioning practices. In short, it might just be a lack of time.

Facilities could also play a significant role as a barrier to preconditioning calves. Quality facilities and properly

set up facilities to allow for low-stress handling of cattle make working calves much more enjoyable and safe. Lack of facilities or improperly set up facilities can make working calves a hassle and sometimes dangerous.

## Auction markets still play a major role

74% of all cattle operations in our survey reported using an auction market in some way. 72% of cow-calf operations reported marketing their cull cows through an auction market. While I might be biased due to my previous job, I love auction markets. They provide many benefits to the cattle industry, both tangible and intangible. Price discovery, reliability of payment, and convenience, when combined with giving the cattle industry a vibrant place to gather, make auction markets a staple of the MN community. We should celebrate that auction markets are still a vital part of the MN beef industry. Research should focus on maximizing the benefits of an auction market while looking to mitigate the negatives that can be associated with auction markets in terms of cattle health and biosecurity.

## What do the results mean to UMN?

The majority of the owner/operators involved in the industry are represented by small operations, while large operations represent the majority of cattle. The support and programmatic needs of each operation size are often drastically

different. Finding a balance in providing support and educational programming and prioritizing needs for the entire industry could prove difficult given these distinct populations.

Prioritizing foundational knowledge of management and health care for cattle could improve the MN beef industry more than prioritizing programming that focuses on cutting-edge technology and practices. This strategy may also target the owners/operators of smaller operations, resulting in a larger audience. While large operations may benefit from foundational knowledge programming, many might consider reviewing rather than gaining new knowledge.

Applied research should continue to be the basis for programming and education for the entire beef industry. Finding a balance for applied research topics that will benefit both small and large operations could be difficult but is not impossible. Topics for applied research should be tailored to the needs of the industry through the engagement of the owners/operators of both large and small operations. Other variables influence the topic of research, including funding source, and may skew research to the investigation of advanced techniques or cutting-edge technology. The communication of current research results is key to programming and support for large operations and can also benefit small operations.

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# Standing Together for a Better Future

By Don Schiefelbein, NCBA President

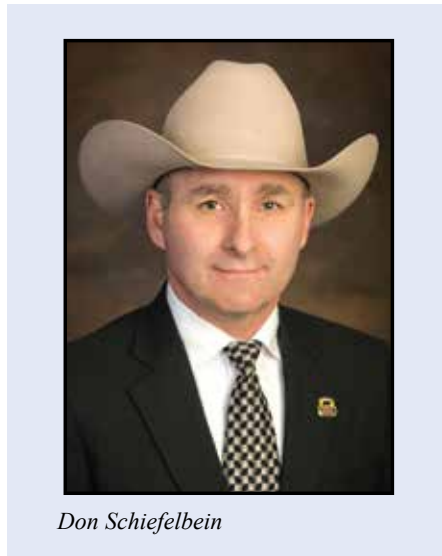
Growing up in a large family and now running the farm with more than 80 family members involved, I have learned a tremendous amount about what the word “family” truly means. To me, it means a group of people who — despite differing opinions, experiences and values — find common ground, support each other and ultimately work together for the betterment of each other and their goals.

When I think about our industry, I think of it as a family. As the nation’s oldest and largest cattle organization, it’s no surprise that we as individual members have our differences from time to time. From the type of businesses we operate to the past experiences we’ve had — each of us provides a perspective that ultimately drives our sector to learn from the past and be more prepared for the challenges we will face in the future. As I start my term as president, I am looking forward to using this opportunity to represent the variety of producers that make NCBA the outstanding association it is.

NCBA’s policy priorities for the year ahead focus on protecting and promoting the economic, environmental, and social sustainability of the U.S. cattle industry through four main priorities: improving market leverage and opportunities, securing the future of the beef industry, boosting the resiliency of the beef supply chain, and supporting commonsense 2023 Farm Bill priorities.

## Improving Market Leverage and Opportunities

Throughout the past year, NCBA worked diligently to secure USDA funding for increased processing capacity, specifically funding to support small and mid-size independent processing facilities. This year, it is critical that we continue to engage with USDA to ensure those funds are dispersed in the most effective and efficient way possible. It is im-



Don Schiefelbein

perative that we focus on using those funds to ensure that new and existing facilities can be profitable and sustainable for years to come.

In addition to increasing processing capacity, we must continue to ensure the availability of risk management tools that give producers the information they need to make informed decisions regarding the sale of cattle. Continuing to advocate for full authorization of Livestock Mandatory Reporting (LMR) and improving transparency within the markets will be essential steps as we work to return leverage to producers.

## Securing the Future of the Beef Industry

As many of you can relate, my ultimate goal is to pass down my family’s operation to the next generation. To do this, it is imperative that we have a business climate that supports the viability of our operations, allows us to raise animals safely and efficiently while conserving the land, and gives us the ability to capture high value for our product.

While this priority covers a wide array of goals, at the end of the day, I believe that one of the most important things that we as an industry can do is advocate for proper labeling of

our product. This year, we will continue to put pressure on USDA to repeal generic “Product of the USA” (POTUSA) labels and increase opportunities for producers to take advantage of source-verified labels that allow us to distinguish our product in the marketplace.

## Boost the Resiliency of the Beef Supply Chain

During the height of COVID-19 and supply chain challenges, NCBA secured multiple hours-of-service (HOS) extensions to ensure cattle could be safely transported and grocery store shelves could remain stocked with high-quality U.S. beef. This year, we’ll prioritize finding opportunities to maintain flexibility and secure permanent exemptions for burdensome regulations that prevent the ability for livestock haulers to safely do their jobs.

To boost the overall resiliency of the supply chain, we will focus on three other key areas. We will keep advocating for access to reliable, high-speed broadband in rural areas. We will also focus on increasing and diversifying hook space and ensuring that we have a reliable source of labor to keep those processing plants running efficiently.

## Support Commonsense 2023 Farm Bill Priorities

As we look toward a new Farm Bill, our team will focus on reauthorization of the animal health provisions in the 2018 Farm Bill and advocate for expanded funding of the National Animal Vaccine and Veterinary Countermeasures Bank (NAVVCB) to protect against Foot and Mouth Disease (FMD). These programs play an important role in emergency preparedness in potential cases of animal disease outbreak.

In addition, we will advocate for increased support of federal programs that benefit cattle and beef producers. We aim to expand the accessibility of risk management tools, such as Livestock Risk Protection (LRP), as well as disaster relief programs that are vital as producers across the country face adverse weather conditions and natural disasters.

I am committed to working diligently to ensure the success of our industry now and in the future. Our industry is strongest when we band together and fight collectively. This year, I am honored to lead that charge!

## Gray . . . continued from page 2

isolation passed in both the house and senate. We are optimistic that the bill will help with some of the added expenses that we all incurred due to the drought. Minnesota Cattlemen has also been learning about a new conservation pilot program that is in the works. We are keeping it on the radar and trying hard to bring the voice of cattle producers to the table.

I heard a great presentation by Eric Mousel, in which talked about the spring rains. He mentioned that the rains from May 15th until June 20th, will really set the tone for our grazing season. I am hopeful that we get those timely rains. If you have a chance to

attend any of the University of Minnesota events in your area, I encourage you to do so. There is always something new to learn.

Here, we are looking forward to breeding season. We are finishing up the pre-breeding exams on heifers and making sure we get soundness exams done on our bulls. We are looking forward to green grass, warmer temps and ample rain.

As we look forward to summer, be sure to put the beef tour on your schedule. This year it looks like there will be something for everyone including time at the Minnesota Zoo. I look forward to seeing you on the tour.

## Ford . . . continued from page 2

much to get excited about. But, let us not forget how lucky we all are to live in this great nation and have the safety and security that many in this world have been stripped of.

We have several priorities when it comes to policy that we are working on at the state and national level. One win for us at the local hardware store, fencing items will now be tax exempt in Minnesota. (It’s the little victories that help get us thru) Nationally, we are keeping Congress’ feet to the fire with hot topics like WOTUS and POTUSA. Truth in labeling can capture more of the market share and assure the consumer that they are buying the best beef in the world, born, raised and processed in the USA. Now is the time that cattle farmers and ranchers are busy calving and looking to

spring planting. Who has the time to keep up with all the politics that are making headlines? The great thing is, you don’t have to! That is what being a member of the MNSCA does on your behalf. We have the best people to look out for our interests, so you can keep doing what you do best, raising the best cattle in the world. There is strength in numbers, and we need to show the MN capital that MNSCA represents a LARGE portion of the producers. Numbers equals conversations, and with the upcoming election, we need to be sure we have as many ears willing to listen to our priorities as possible. Thank you for being a member, and if you are not, thank you in advance for joining. Stay safe and prayers for a successful calving and planting season.



# Disagreement Can Be A Powerful Tool

By Colin Woodall, NCBA CEO

As I sit down to write this month's column, I have just returned from attending the Louisiana Cattlemen's Association's annual convention. As always, the hospitality was first rate, and the beef jambalaya and black-eyed peas were culinary gems I am still thinking about. It was great to see old friends, meet new friends and talk about the work we do. One of the best parts of working for NCBA is the privilege to get out and visit with cattle producers across the country during meetings just like the one in Louisiana. While it is nice to have fun and catch up, these trips are even more important because they give me first-hand exposure to the issues and concerns on the minds of our members. This knowledge is critical in understanding the full scope of the state of our industry so we can incorporate that information into our planning, strategy, and execution. While we are all in the business of raising cattle, the experiences and challenges associated with our way of life differ dramatically depending on where you live. From alligators to grizzly bears, and everything in between, this is not an easy business.

Getting out to state and local meetings does more than just keep us informed, it also keeps us grounded. It is easy to get wrapped up in the heat of battle in Washington, D.C., or in developing the next advertising campaign. When we get the chance to talk directly to you, though, it puts all the



Colin Woodall

pieces together as to why we do what we do as a trade association. These local visits also remind me, however, of the challenges that come with being a national trade association, especially one that has members in almost every state. Chief among those challenges is the fact that there is no way that NCBA can be right in line with the policy from each of our state partner organizations. In short, we are never going to agree on every single issue that plagues cattle producers. While I would venture to guess that we agree on at least 85 to 90 percent of our policy, those policy areas where we diverge can sometimes take us to the brink.

Now, I am one that believes spirited debate and heated discussion are crucial to the effectiveness of an organi-

zation. Disagreements allow us to dig down to the very core of an issue in a way that we would not if everybody agreed. It allows each side of the debate to learn more about the opposing views, and even though they may not agree, they can still learn new details about the underlying topic. Debate causes all sides to evaluate their position to ensure they have not missed anything in their arguments. It is a time to tighten up and look for holes. It also provides a chance to evaluate the opposing views for fatal flaws and weaknesses. The information gleaned from this critical evaluation makes each side better prepared to find a resolution.

Resolution to our contested policy debates is not always easy to find. Many of the issues we deal with do not have a "silver bullet" fix associated with them. Our discussion on cattle markets is a great example of that, but the information we discover through the debate many times results in a path forward that would not have presented itself without the debate taking place. The resolution may still

not satisfy everybody involved, but I guarantee that all involved will be better educated. Many times, we see emotion creep into our debates. That is not altogether bad because it shows the passion we have for this industry and the importance of these issues to our future. The challenge is always to see if we can come back together after final resolution to work together on the next issue at hand. It is not always easy, especially if you are on the side that comes up short, but we cannot afford additional divisions among us. Since 1898, NCBA and our predecessor organizations have had heated debate on a host of issues. We should never do anything to squelch those debates because agreement on all issues leads to some complacency. When we debate and fight, we demonstrate the courage and grit that cattle producers are known for. We come out of the debate sharper and better prepared for the slew of outside groups that want to take us down. Bring on the debate, but when it is over, let us all be prepared to have each other's backs.

[www.mnsca.org](http://www.mnsca.org)

## Invest in something **real.**

We know you put in the **long hours** and hard work necessary to produce the **finest beef in the world**. Just like you invest in high quality cattle, invest in your future by joining NCBA. We are **leading the fight** against the celebrities and **fake meat companies** looking to put farmers and ranchers out of business. Help secure the **future of our industry** by recruiting your friends, family and neighbors to **join our fight**. Recruit new members and be rewarded for your support with special gifts and prize drawings!



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**Minnesota Cattle Women**  
2022 EVENTS

**"A TASTE OF WIRED"**  
APRIL 28-30 ROCHESTER, MN  
Breeding beef workshop/Region 3 & 7 Meeting

**"FROM COWBELLES TO CATTLEWOMEN:  
REFLECTING ON 50 YEARS"**  
JULY 30 NEVIS, MN

<b>MN BEEF EXPO</b> OCTOBER 20-23 ST. PAUL, MN	<b>ANNUAL MEETING</b> DECEMBER 9-10 WILLMAR, MN
------------------------------------------------------	-------------------------------------------------------

- Freezer Beef Workshop
- State Beef Ambassador Competition
- Hospitality Suite
- Meal with guest speaker
- Presidents Social

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**Upcoming Events/Important Dates:**

For more details on events listed below, visit [www.mnsca.org](http://www.mnsca.org)

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**JULY 11TH, 2022**  
MSCA Quarterly Board of Directors Meeting – Rosemount, MN

**JULY 11TH, 2022**  
MSCA PAC Fundraiser – Rosemount, MN

**JULY 12TH, 2022**  
MSCA Summer Beef Tour, hosted by the University of Minnesota Beef Team – Rosemount, MN

**AUGUST 2-4TH, 2022**  
FarmFest, Gilfillan Estate - Redwood Falls, MN

**DECEMBER 9-10TH, 2022**  
2022 Minnesota Cattle Industry Convention - Willmar, MN

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**MN State Cattlemen's Association Dues ..... \$50**  
**Junior Dues ..... \$25**

**Local Cattleman Association Dues (Optional)**  
 Local = \_\_\_\_\_ (Local Dues →) \_\_\_\_\_

**NCBA Membership Dues (Optional)**  
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101-250 - \$300	
251-500 - \$450	<b>Associate Dues</b>
501-750 - \$650	Individual - \$150 (NCBA Dues →) _____
751-1000 - \$900	Business - \$200
1001 -1250 - \$1150	Student (24 or younger) - \$50
1251 - 1500 - \$1400	
1501 - 1750 - \$1600	
1751 - 2000 - \$1900	

**Total Dues Enclosed This Membership** \_\_\_\_\_