



The Minnesota Cattlemans

The Official Newspaper of the Minnesota State Cattlemen's Association®

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Volume 24 | Edition 9 | October, 2021

Summer Drought Work

It is with no surprise, the drought that Minnesota has experienced and continues to deal with has devastated many beef operations across our state. Therefore, it has also consumed the time of our staff and board members this summer, taking calls from producers, visiting with legislators, agencies, and staffers both on the state and national level.

The Minnesota State Cattlemen's work on drought issues started with writing a letter to USDA Secretary Tom Vilsack, in conjunction with Minnesota Farm Bureau and signed by Minnesota livestock and crop associations, to open all

Conservation Reserve Program (CRP) acres for haying and grazing in counties of a D2 or greater drought designation. This letter was followed by very similar letters from Governor Walz and Minnesota Legislators with similar requests.

Although despite these letters, numerous conversations between Governor Walz and Secretary Vilsack, pressure from MN legislators, in person request to the Secretary from MSCA President Grant Breitreutz and countless conversations staff and President Breitreutz had with legislators, Minnesota Department of Ag-

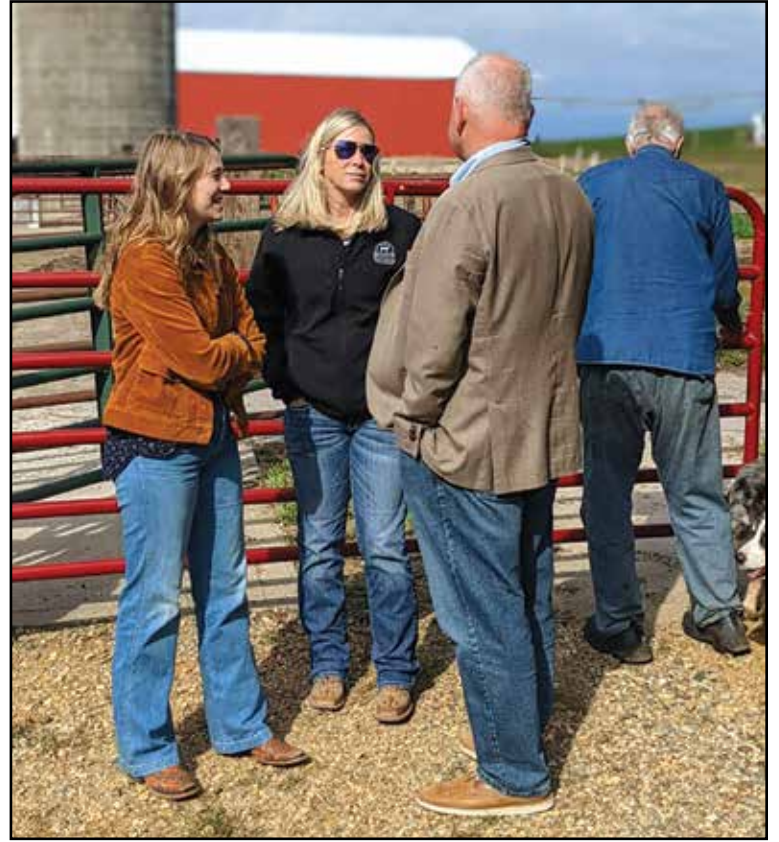
riculture, FSA Administrator Zach Ducheneaux and other officials we were unsuccessful at opening all CRP acres and for early haying and grazing. However, through these and many conversations, our Association did achieve some 'wins' through these efforts.

The roadblock that stopped much of our efforts regarding opening CRP acres was language in the 2018 Farm Bill 'tying the secretary's hands.' Our work to understand this hiccup brought President Breitreutz and Staff to have conversations with the Honorable Collin Peterson, past Agriculture Committee staffers who aided in writing the Farm Bill, countless conversations with Representative such as Angie Craig and her staffers, NCBA governmental affairs team members, and many others took place over this late summer.

Based on these conversations, our staff is working with Minnesota Legislators and NCBA on language for the next Farm Bill which will be released in 2023 that will allow the Secretary of Agriculture the freedom to grant access to state owned land and other resources needed during droughts and natural disasters to allow timely relief for producers.

On the state level, Governor Walz signed an Executive Order in late June to wave hauling regulations in regard to hay and forage. In August that order was extended for another 30 days but was expanded to include water, livestock, and all feed commodities. The MSCA was in direct contact with the Department of Agriculture and Department of Transportation regarding the need's association with these Executive Orders. Additionally, the Governor announced at the end of September, a drought package to aid livestock producers who have been affected by the drought.

This \$10 million dollar pro-



MSCA Region Director Amanda Armstrong and Executive Director Allison VanDerWal Speak with Governor Walz at the press conference about the relief still needed for our members.



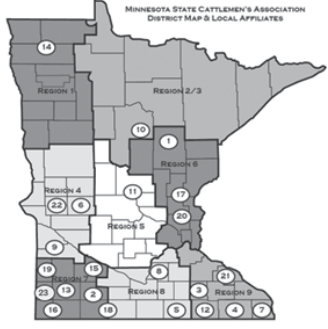
Past MSCA board member Ted Reichmann and Joe Wagner with Governor Walz at Executive order announcement waving regulations regarding hauling forage.



MSCA President Grant Breitreutz and past president Ted Reichmann speak with Governor Walz at Farmfest regarding issues associated with haying and grazing public lands.

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 ASSOCIATION
DISTRICT MAP & LOCAL AFFILIATES

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

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>

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NEWS - TIME SENSITIVE MATERIAL

Drought...
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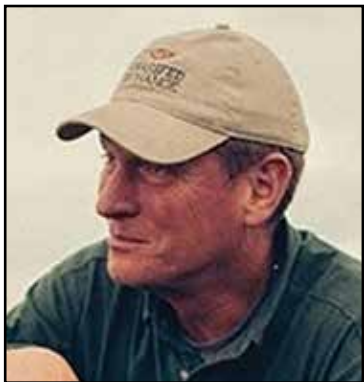
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October is here which means my favorite month and season. Cool evenings and warm days accompanied with harvest, balling calves and fall goodies! As much as we think fall can be the end of a season as it related to crops, it is also a beginning with time to plan for the coming year. Whether you are a cow-calf operator or own a feedlot, I encourage you to

take some time this fall while harvesting to think about what you can do this year to advance your operation. Maybe this is a new marketing strategy or utilizing insurance on your calves to better ride out these more common black swan events. Maybe it is keeping more accurate records regarding feed inventory, treatments, and vaccinations. Or, maybe it is as simple as getting more involved in your State Cattlemen's Association! Now let's be clear, getting involved doesn't mean just being on the Board. Volunteering to help at Convention, Farmfest, or Grilling at the Capital. Maybe it is attending a quarterly meeting or even our annual meeting to see what our association has been working on over the past year. If you wanted my opinion, one of the easiest and most effective ways to get involved in our association is being involved in the resolutions process. Over the past year and a half, I have had the chance to travel to many of your local association meetings and talk with members across the state. From these travels, I

know for a fact that you all have opinions on issues affecting your operations! I know this can be a daunting task, but I am here to break this process down to hopefully give you the confidence to submit resolutions this year. Merriam-Webster defines a resolution as 'the act or process of resolving: such as a complex notion into simpler ones.' Let's look at an example: as alternative protein sources or meatless meat options have been growing in production and interest in the marketplace, producers started to worry about how much of the protein share these alternatives are going to take up. One way to counter these is to ensure they are defined correctly. Think in the Milk, dairy is still fighting the definition of Milk so it cannot be used in alternative sources like almond, soy, and other grain options. Therefore, the Definition of Meat resolution was submitted to the resolutions committee and was passed by the

Vanderwal ...
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GRANT BREITKREUTZ
President

Greetings from a much greener southwest Minnesota.

Summer has passed and fall harvest is in full gear as the drought has moved everything up by a month or more. We are currently combining corn and it is dry

enough to put directly in the bins without the need to run through the dryer. We caught enough moisture to get the cover crops off to a great start and have moved cattle to those fields for fall and winter grazing.

Minnesota is a very diverse state and the MSCA works very hard to represent every cattle producer in every region of the state. If you see something that needs our attention, please contact us and let us know. Time is drawing near to get resolutions ready for the annual meeting. This is the best way for the membership to keep

Breitkreutz ...
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JENNIFER SCHIEFELBEIN
CattleWomen President

As I write this we are moving into the fall season. Beautiful colors and I hope everyone has a harvest better than they expected. Fall is also the time of year to renew my due to American National Cattlewomen (ANCW). Now more than ever we need to stick together as women in agri-

cultural to ensure our voices are heard. I love the mission statement ANCW has – "ANCW is a voice for women who share a passion for the beef community with a focus on Beef Promotion, Education and Legislation." ANCW has strong programs such as Ag in the Classroom, the Collegiate Beef Advocacy Program. ANCW also help us fight the Legislative battles that support our way of life.

Once again MN Cattlewomen stepped up for another great programming opportunity with The Butcher and The Chef. I was unable to attend but wish I could have

Schiefelbein ...
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RACHEL GRAY
Cow/Calf Council Chair

Hello from Northern Minnesota. The temperature is finally cooling off and it feels like fall is fast approaching. We have gotten a bit of rain up here and while we are still in drought conditions, a bit of green grass has offered some relief. We are greener right now than we have been since the end of June. We are still in a D3 drought in my area.

I believe that the drought has taught us many things. One thing I think we can all agree on is that being prepared is key. We should be making plans now for spring grazing. Many people have been using a no-till drill to inter-seed pastures with things like winter rye or winter triticale. We have done this here in hopes that in the spring we will have some early grazing. Also, the timing and amount of fertilizer you apply is important. Take time to get soil samples of your grazing areas to see what you should apply to get the best growth next spring. I am hearing and reading that fertilizer prices are going to be high, so that might be an input to prepurchase if you can. Many cattle produc-

Gray ...
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ANGIE FORD
Feeder Council Chair

The days are hot and nights are cool, it must be fall in Minnesota. Nothing better than a 40 degree temp swing to make weaning calves even more stressful! As we dive head first into the busy fall harvest time, here are a few other items to keep an eye on.

LMR, Livestock Mandatory Reporting, was set to be reauthorized on Sept 30th, 2020 but

received a 1 year extension in the COVID-19 relief bill. That deadline is quickly approaching and we are at a crossroads of potential paths this could go. Several senators wanted to amend LMR, to align with the cattle market transparency bills that have been introduced, but with the threat of government shut down and also a push for this infrastructure bill, it's not likely the full congress will have time to debate. Best guess is they will reauthorize as is, for anywhere from 3 months to a year, and kick the can down the road again. By the time this goes to print, we should all know!

Federal Tax Policy: The Biden administrations infrastructure bill has over a tril-

Ford ...
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Minnesota Cattleman
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Post Master Send Address Corrections to:
Minnesota Cattleman Publications
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Schiefelbein . . . continued from page 2

been there. Our next step is the MN Beef Expo where we will host the Beef Ambassador Competition. Then it will be time for our annual meeting on Dec. 4th in Hinkley. It is time for us to move this organization forward. We have spent a year providing unique programming and opportunities. It is time for you to

step forward to help move this organization along with more programming and opportunities that fit our membership. I can't wait to see you there.

Please feel free to contact me at jschiefel@meltel.net, if you have any thoughts, concerns or questions. And please visit our website for updates on all upcoming events.

Thank you, 2021 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 2021. If you are interested in learning more about the Beef Alliance program, contact Allison VanDerWal at 763-479-1011 or allison@mnsca.org.

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Merck Animal Health*
Minnesota Beef Council
Minnesota Corn Growers Association*

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Elanco
Roto Mix
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Select

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* Indicates giving above base level for that category!

**CHECK US OUT
ON THE WEB AT
WWW.MNSCA.ORG**

Upcoming Events/Important Dates:
For more details on events listed below, visit www.mnsca.org.
Minnesota Cattle Industry Convention December 2nd – 4th

Delivering Results for Members in Washington, D.C.

When you switch on cable news or talk radio, it can feel as though there is a fresh crisis in Washington, D.C., every day. This perpetual sense of urgency is often mismatched to reality. Soundbites might take only minutes to go viral but real, meaningful changes happen at a slow and steady pace.

“When you look at important NCBA victories like repealing the 2015 ‘Waters of the United States’ rule, delisting the gray wolf, or preserving the step-up in basis for farmers and ranchers, none of those happened overnight,” said NCBA Vice President of Government Affairs Ethan Lane. “Fending off disastrous policy changes and securing wins that have a tangible impact on our members takes weeks, months or even years of work on the part of our team in Washington.”

How does NCBA carve out a path to success for our members, especially when the terrain and end point are far from certain? Engaging proactively and regularly with decisionmakers is critical to NCBA's ability to deliver concrete wins.

“The constant dialogue with members of Congress, leaders in the administration and policymakers at agencies like USDA and EPA is why our team does the work that we do, and why NCBA is better-represented in the policy conversation in Washington than any other association in agriculture. We take the

directions that we're given by our members through the grassroots policy process, and then we move the ball the forward – yard by yard – until we are where we need to be,” Lane said.

One issue that exemplifies this slow-but-steady march toward results is NCBA's work on taxes.

For months, lawmakers have been determining where to get the funding for the Biden administration's massive “Build Back Better” spending plans, and tax hikes on family agricultural operations are on the short list. In mid-September the U.S. House Committee on Ways & Means considered legislation proposing roughly \$2 trillion worth of tax increases as part of a budget reconciliation bill. Eliminating stepped-up basis would be a major revenue raiser and as such, has been one of the main provisions of the tax code on the chopping block. After months of NCBA-led pushback, the House Ways & Means Committee ultimately preserved stepped-up basis in their bill, a significant first victory for cattle farmers and ranchers.

Stepped up basis comes into play during the generational transfer of family farms and ranches. When an operation is passed on to an heir, stepped up basis essentially resets the basis of the asset's value to the current fair market value at the time of the owner's death. This matters because farms and ranches typically stay with one owner for

decades; during that time, the value of land often grows exponentially. Treating that appreciation in value as a taxable event – paired with the estate tax – hits heirs twice with an enormous tax burden.

The House package now being debated in Congress also includes an expansion of the Section 2032A Special Use Valuation, for which NCBA has long advocated. The 2032A provision allows producers to elect to value their land based on its actual use or productive value in agriculture, not on the price tag it would fetch if sold to a developer. That lower figure is then used to calculate the family's estate tax burden.

The budget reconciliation bill has a long road ahead before becoming law, and the Senate may still revisit misguided proposals the House failed to consider. NCBA knows that preserving stepped up basis and expanding 2032A will ultimately help more farmers and ranchers stay in business and will be fighting for producers every step of the way.

Another steady drumbeat in Washington has been a focus on climate and environmental issues. President Biden made clear before taking office that addressing climate change would be a keystone issue of his administration – and from day one of the transition, NCBA was at the table to make cattle producers' voices heard.

“Our approach to these kinds

of issues has to be twofold. We are pushing for priorities that have been outlined by our members, and we're also spending a lot of time defending wins that were secured during the previous administration. That second piece is often overlooked, but it's vital to hold the line for our members – and we'll go to court to accomplish that, if necessary,” Lane said.

NCBA is involved in litigation to defend the delisting of the fully recovered gray wolf and to fight for much-needed reforms to the “Waters of the United States” rule. We are leading the industry by setting voluntary, member-driven sustainability goals. We are also working to shut down insidious legislation in Congress that is designed to regulate animal agriculture out of existence. We are directing and redirecting the administration constantly to make sure that the implementation of the “America the Beautiful” or 30x30 plan prioritizes the needs of our members – and doesn't infringe on their private property rights.

This multifaceted strategy has yielded real results. The cattle industry is the loudest — and sometimes the only — voice from agriculture represented in many of the key discussions happening at USDA and EPA on all these issues and more.

Sometimes the most tangible wins we deliver for our members don't cover new territory. Every month since the begin-

ning of the pandemic, NCBA has successfully fought to secure an extension of the exemption from hours of service (HOS) regulations for livestock haulers.

Transporting live cattle in a manner that is humane, safe and efficient is a top priority for our members and livestock haulers. Transportation directly impacts animal safety and well-being, as well as the security of a reliable, efficient beef supply chain.

The existing HOS regulations for livestock haulers limit on-duty time to 14 hours, with a maximum drive time of 11 consecutive hours. The driver must then rest for 10 consecutive hours before returning to duty. For the great majority of trips made by our livestock haulers, this is simply not enough drive time to accommodate the realities of hauling live animals across the country. NCBA is working hard to ensure federal regulations are flexible enough to allow our drivers to do their jobs safely and humanely, while keeping grocery store shelves stocked with beef.

“Many other trade associations would not put in the hours, over and over, to secure this exemption for well over a year now,” Lane said. “This is a perfect example of an issue that's not very flashy, but NCBA's persistence has made a real difference to the bottom line of many of our producers. That consistent groundwork is what sets us apart.”



2021 Minnesota State Fair

The Great Minnesota Get-Back-Together was a success! The Minnesota Beef Council enjoyed 12 days of educating consumers while having fun in their booth. Our theme this year was beef nutrition to fuel yourself for the Farm to Gym workout. Many of our workers for the state fair booth this year were Top of Class alumni and members of the current Top of Class group. It is always great to have producers in our booth talking to the consumers who are buying their product.

We had fair goers spin the wheel to see which Farm to Gym exercise they would do. Once the wheel landed on a workout, we showed them what to do. The workout was designed to have the consumer learn about some of the activities a beef producer would do on the farm or ranch. One of the workouts was the Feed Sack Carry and we had a sack weighing 40 lbs. that they would have to carry across our booth and back. It was amazing how many people hoped they could do that exercise and encouraged others in their group to give it a spin and do one of the exercises. As a prize for doing the workout, we gave them a Beef It's What's for Dinner exercise band or a Beef slap bracelet.

Our CEO, Kelly Schmidt also helped grill up the steaks served at the 4-H purple auction during 4-H weekend.



Twin Cities Live

It's time for tailgating, gathering or just having friends over. We have tasty beef recipes to share! On our monthly segment of Twin Cities Live, our CEO Kelly Schmidt was on in July and August. In July, we featured unique beef recipes using the flank steak, flat iron steak, and tri-tip; one of the recipes was the Sesame Flat Iron Steak with Wonton Crisps. In August, we showed fan favorite beef recipes to

impress at your next gathering and some great tailgating recipes. Featured recipes were Easy Roast Beef Potluck Rolls and Beer Braised Spicy Beef Tacos that are perfect for tailgating or just a great weeknight dinner. All these recipes can be found on the Minnesota Beef website. Air fryers are very popular now days, so we also featured a great air fryer steak bite recipe from Mason-Fit.com.

Minnesota Beef Council Events

- October 21-24 – MN Beef Expo Minnesota State Fairgrounds
- October 27-28 – MN Top of Class
- November 15 – Minnesota Beef Council Board of Directors Meeting, Maple Plain, MN
- December 2-4 – Minnesota Cattle Industry Convention, Hinkley, MN

MBC Board Meeting

The next Minnesota Beef Council Board of Directors Meeting is scheduled for Monday, November 15 in Maple Plain, MN.

8 Facts About the Beef Checkoff: Is Your Information Correct?

The Beef Checkoff is a complex program with multiple efforts, committees and contractors spread across numerous focus areas, including promotion, research, foreign marketing, industry information, consumer information and producer communications. With 12 contractors and subcontractors, six program committees, 101 Cattlemen's Beef Board (CBB) producer leaders and countless new and ongoing Beef Checkoff-funded programs, the Beef Checkoff's roles and responsibilities can be difficult to fully understand.

The Beef Checkoff believes in honesty and transparency in all communications. Below are clear answers to some of producers' top questions about the Checkoff.

1 Does the CBB take a stance on governmental or regulatory policy issues?

No. According to the Beef Promotion and Research Act, Beef Checkoff and the Beef Promotion and Research Order, the Beef Checkoff is a national, producer-funded program, and as such, its funds cannot be used to influence or lobby for government policy or action. There are Beef Checkoff contractors that have legislative branches or policy-focused areas within their overall organizations. However, Beef Checkoff dollars cannot and are not shared with that sector of those organizations. By law, Beef Checkoff dollars are only utilized for promotion, advertising, research, foreign marketing and education.

2 Who oversees the Beef Checkoff program?

The Cattlemen's Beef Board facilitates the Beef Checkoff program. There are 101 CBB members who are appointed by the Secretary of Agriculture and represent nearly every state across the country. Along with importers, these dedicated cattlemen and women take time away from their own cattle operations to voluntarily serve on the board and make informed decisions on behalf of the Beef Checkoff and producers who fund it. There are no packer representatives on the CBB. Meet the CBB members in your state and learn about their industry involvement here: Beefboard.org/Members

3 Does the CBB have annually audited financials? Can I see them?

Yes. Every fall, an independent, outside auditing firm thoroughly reviews all CBB and Beef Checkoff financials. The contract for this firm is renewed each year, voted on by producers on the Budget and Audit committee. The CBB's audited financials are public and can be found here: BeefBoard.org/Beef-Checkoff-Funds

4 What is the Beef Checkoff doing to dispel notions that beef is bad for the environment?

The Beef Checkoff invests producer dollars into the Beef Sustainability Research Program to learn, understand and strategically communicate beef's place in a sustainable food system. The Beef Sustainability Research program provides consumers worldwide with proof of beef producers' commitment to responsibly raised beef. This research provides a basis for most Beef Checkoff-funded advertising campaigns and other initiatives. The Beef Checkoff communicates beef's sustainability message to many audiences, including consumers, nutritionists, registered dietitians, the scientific community, influencers, chefs and international audiences through a fully integrated marketing approach.

5 What's the deal with NCBA? Do they run the Beef Checkoff?

No. The National Cattlemen's Beef Association (NCBA) is solely a contractor to the Beef Checkoff. Contractors to the Beef Checkoff are reimbursed for their work on a cost-recovery basis after the CBB reviews their expenses through its internal financial controls. By law, Beef Checkoff funds cannot be used to influence government policy or action. Therefore, Beef Checkoff dollars cannot and are not used in NCBA's Policy Division for lobbying or any political issue or policy interest. NCBA's Checkoff Division carries out beef promotion through management of the Beef Checkoff brand Beef. It's What's For Dinner., research, issues management, producer education and information like the Beef Quality Assurance (BQA) program.

6 Why are importers involved in the Beef Checkoff?

By law, beef importers also pay into the Beef Checkoff – approximately \$7 million annually. Therefore, the Secretary of Agriculture appoints a proportionate number of importers to the Cattlemen's Beef Board.

7 Can I see how Beef Checkoff dollars are spent on programs?

Yes. Everything from CBB's annual audited financials, contractors' yearly authorization requests and monthly Beef Checkoff program updates are available on DrivingDemand-ForBeef.com. CBB meetings are also open to every producer who pays into the Beef Checkoff. While some meetings involve the entire 101-member board, other meetings consist of smaller committees and groups, and every beef producer is welcome to participate in the proceedings. Also, producers can sign up for The Drive print or e-newsletter to see monthly updates on different Beef Checkoff programs and projects currently funded by producer dollars.

8 Can the Beef Checkoff do anything for low cattle prices?

The Beef Checkoff implements beef promotion, advertising, research, foreign marketing, and education to drive demand for beef because demand is the foundation of a healthy beef industry. However, the Beef Checkoff cannot control or affect short-term prices or ensure individual operation profitability. It cannot single handedly turn around a down market. Instead, the Beef Checkoff promotes beef on national and international levels and finds new market opportunities to grow demand for beef. Through consumer advertising, marketing partnerships, public relations, education, research and new product development, the Beef Checkoff is designed to stimulate others to sell more beef and encourage consumers to buy more beef.

Can't find an answer to your question? Visit our Frequently Asked Questions (FAQs) at Beefboard.org/FAQ to learn more or contact CBB staff directly at BeefBoard.org/Contact



MNBC Fall Favorite Recipe

Feel that chill in the air? Craving beef stew and cider? Try this recipe with both. Tender beef and tangy cider make this a family-friendly and flavorful meal this fall.

AUTUMN BEEF AND CIDER STEW

INGREDIENTS:

- 2 pounds beef Stew Meat, cut into 1 to 1-1/2-inch pieces
- 2 slices bacon, cut into 1/2-inch pieces
- 1 teaspoon salt
- 1/2 teaspoon pepper
- 1 can (10-1/2 ounces) condensed French onion soup
- 1 cup apple cider
- 1 pound sweet potatoes, peeled, cut into 1-inch pieces (about 3 cups)
- 1/3 cup unsweetened dried cranberries

COOKING:

Cook bacon in stockpot over medium heat until crisp; remove with slotted spoon to paper-towel-lined plate. Brown 1/2 of Beef Stew Meat in bacon drippings over medium heat; remove from stockpot. Repeat with remaining beef; season with salt and pepper.

Return beef and bacon to stockpot. Add soup and cider; bring to a boil. Reduce heat; cover tightly and simmer 1-1/2 hours.

Add sweet potatoes and cranberries to stockpot; bring to a boil. Reduce heat; continue simmering, covered, 20 to 30 minutes or until beef and potatoes are fork-tender.

Nutrition information per serving: 432 Calories; 108 Calories from fat; 12g Total Fat (5 g Saturated Fat; 5 g Monounsaturated Fat;) 98 mg Cholesterol; 1384 mg Sodium; 43 g Total Carbohydrate; 4.6 g Dietary Fiber; 36 g Protein; 4 mg Iron; 5.2 mg NE Niacin; 0.6 mg Vitamin B6; 2.9 mcg Vitamin B12; 7.7 mg Zinc; 25.3 mcg Selenium.

This recipe is an excellent source of Protein, Iron, Niacin, Vitamin B6, Vitamin B12, Zinc, and Selenium; and a good source of Dietary Fiber.

Current State with Tax Policy

What's the latest?

The House Ways and Means Committee recently considered revenue raising legislation which would increase taxes to pay for the budget reconciliation bill. NCBA was pleased to see those changes to stepped-up basis, Section 1031 like-kind exchanges, and federal estate tax rate hikes were not included in the legislation. While the bill does attempt to eliminate estate tax valuation discounts and would expedite the sunset date on the Tax Cuts & Jobs Act's expanded estate tax exclusion limits, a provision to expand 2032A special use valuations was included in an effort to provide agricultural producers further relief from the Death Tax. This reduction allows decedents who own real property used in a farm or business to value a portion of their property at its actual, or agricultural, use rather than fair market value or highest and best use when filing a federal estate tax return. This provision increases the allowable reduction from \$750,000 to

\$11.7 million and is consistent with the Preserving Family Farms Act – a proposal NCBA has long advocated for.

What's the deal with changes to valuations?

The proposal changes the valuation rules to ignore discounts from partial ownership or lack of control of an asset in determining its value. This rule applies only to assets that are not used in a business, so these discounts are still permitted for family farms and businesses in the same way as current law. However, as written the "protections" intended for agriculture may not fully cover passive land holding agriculture entities.

What about estate tax exemptions?

The TCJA doubled the estate and gift tax exemption to \$10 million per individual – or, indexed for inflation, a basic exclusion amount of \$11.7 million per person. The provision is currently scheduled to expire on December 31, 2025.

The current House proposal moves the expiration date up to December 31, 2021, meaning the estate tax exclusion limits would be \$5 million per individual (indexed for inflation).

Won't 2032A protect producers from the decrease in exclusion limits?

The short answer is – it could. If a section 2032A election is what works best for your operation, this proposal could be an important tool. However, there are a number of parameters around this specific provision that need to be taken into consideration when using it as a generational transfer planning tool. We are supportive of 2032A modernization and the House proposal as an important first step in that regard, but absent full, permanent repeal, we still believe that current estate tax exclusion limits under the TCJA should be made permanent.

Is the fight over?

No! While we are relieved to see that stepped-up basis,

Section 1031 like-kind exchanges and federal estate tax rates were not included in a House bill, we are concerned that these provisions may still be in play should the Senate Finance Committee decide to consider their own revenue-raising bill under the budget resolution or move forward amending the House proposal. Additionally, while the House bill is a drastic improvement from some previously discussed proposals, there is still a chance that harmful amendments could be slipped back into the bill via Rules Committee consideration. More work is needed to fully protect cattle producers from massive tax hikes on an annual basis and at the time of generational transfer.

What's next?

A vote on the bipartisan infrastructure bill is expected next week, but it is unclear how Congress will move forward with budget reconciliation as key members of the Democratic Party have signaled

that they are not aligned with spending proposals from other members of their party. **At this point we are focused on putting pressure on members of the Senate to ensure the perseverance of long-standing tax provisions that support generational transfer.**

What can I do?

We are encouraging producers to contact their elected officials to educate them on how federal tax policy directly correlates to the next generation's ability to take over the operation. NCBA has updated their letter campaign and are encouraging folks to **send another letter** to their elected officials, especially those who have Democratic Senators.

Want more Tax information?

Walk through this issue with NCBA's Danielle Beck on Washington Week in Review: Sept. 16, 2021: NCBA's Danielle Beck reconciliation bill tax language on YouTube!

Delivering Results for Members in Washington, D.C.

When you switch on cable news or talk radio, it can feel as though there is a fresh crisis in Washington, D.C., every day. This perpetual sense of urgency is often mismatched to reality. Soundbites might take only minutes to go viral but real, meaningful changes happen at a slow and steady pace.

"When you look at important NCBA victories like repealing the 2015 'Waters of the United States' rule, delisting the gray wolf, or preserving the step-up in basis for farmers and ranchers, none of those happened overnight," said NCBA Vice President of Government Affairs Ethan Lane. "Fending off disastrous policy changes and securing wins that have a tangible impact on our members takes weeks, months or even years of work on the part of our team in Washington."

How does NCBA carve out a path to success for our members, especially when the terrain and end point are far from certain? Engaging proactively and regularly with decision-makers is critical to NCBA's ability to deliver concrete wins.

"The constant dialogue with members of Congress, lead-

ers in the administration and policymakers at agencies like USDA and EPA is why our team does the work that we do, and why NCBA is better-represented in the policy conversation in Washington than any other association in agriculture. We take the directions that we're given by our members through the grassroots policy process, and then we move the ball the forward – yard by yard – until we are where we need to be," Lane said.

One issue that exemplifies this slow-but-steady march toward results is NCBA's work on taxes.

For months, lawmakers have been determining where to get the funding for the Biden administration's massive "Build Back Better" spending plans, and tax hikes on family agricultural operations are on the short list. In mid-September the U.S. House Committee on Ways & Means considered legislation proposing roughly \$2 trillion worth of tax increases as part of a budget reconciliation bill. Eliminating stepped-up basis would be a major revenue raiser and as such, has been one of the main pro-

visions of the tax code on the chopping block. After months of NCBA-led pushback, the House Ways & Means Committee ultimately preserved stepped-up basis in their bill, a significant first victory for cattle farmers and ranchers.

Stepped up basis comes into play during the generational transfer of family farms and ranches. When an operation is passed on to an heir, stepped up basis essentially resets the basis of the asset's value to the current fair market value at the time of the owner's death. This matters because farms and ranches typically stay with one owner for decades; during that time, the value of land often grows exponentially. Treating that appreciation in value as a taxable event – paired with the estate tax – hits heirs twice with an enormous tax burden.

The House package now being debated in Congress also includes an expansion of the Section 2032A Special Use Valuation, for which NCBA has long advocated. The 2032A provision allows producers to elect to value their land based on its actual use or productive value in agriculture, not on the

price tag it would fetch if sold to a developer. That lower figure is then used to calculate the family's estate tax burden.

The budget reconciliation bill has a long road ahead before becoming law, and the Senate may still revisit misguided proposals the House failed to consider. NCBA knows that preserving stepped up basis and expanding 2032A will ultimately help more farmers and ranchers stay in business and will be fighting for producers every step of the way.

Another steady drumbeat in Washington has been a focus

on climate and environmental issues. President Biden made clear before taking office that addressing climate change would be a keystone issue of his administration – and from day one of the transition, NCBA was at the table to make cattle producers' voices heard.

"Our approach to these kinds of issues has to be twofold. We are pushing for priorities that have been outlined by our members, and we're also spending a lot of time defending wins that were secured

Results...
continued on page 13



Member Highlight

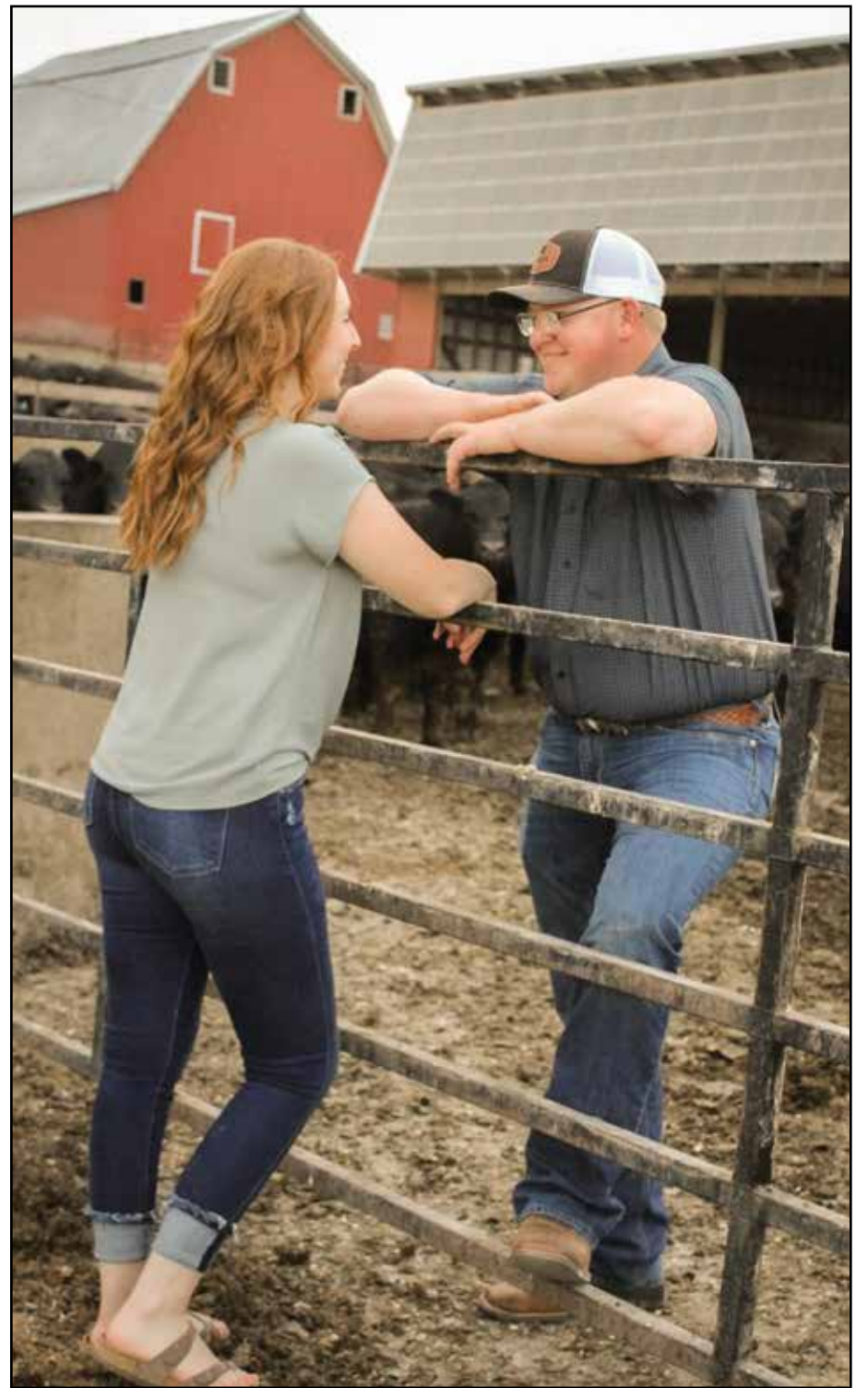
Ryan Vos of Hadley, Minnesota is a member of the Murry County Cattlemen and Minnesota State Cattlemen's Association (MSCA). Farming with his father, Dale and Brother Kyle, they own and operate Vos farms which has been passed down through generations for over 135 years. Within this operation, each of the three men have separate entities that make up Vos Farms. Along with cropland, Ryan's portion consists of feeding cattle and finishing hogs.

When it comes to the farm, Ryan is partial to feeding cattle and is working on growing his feeding operation to 1,000 head with cropland to support it. Ryan knows, a key part in ensuring he is able to grow his feeding operation is being involved in the local and state cattlemen's association. Ryan shares he got involved with his local association through a family friend that was on the board of the Murry County Cattlemen's Association. When sharing his frustrations surrounding the beef industry one evening, this acquaintance made him aware that there are associations working on his behalf on the state and local level to ensure a favorable political climate for beef and agriculture production in Minnesota. Currently, Ryan is a board member of the Murry County Cattlemen's Association, and his involvement has made him more aware and involved with the State Association's efforts. Ryan feels his work on the local board is very relevant to his operation and that his involvement has a direct effect on the local community as well.

When it comes to beef advocacy, Ryan

takes every opportunity he can to promote beef. Along with working on his family's and his operation, Ryan also works as a morning radio announcer for K-JOE radio out of Slayton, MN. In this roll, Ryan regularly interviews local Murry County Board members, Minnesota State Cattlemen's Association board members and Minnesota Beef Council board members and staff to educate his local communities on policy happenings on the state and national level as well as promoting beef to his local community. In addition to his radio promotion, Ryan also takes opportunities to speak to local schools and organizations about beef production.

When it comes to the value Ryan sees in his local and state membership, the promotion of beef, though MSCA's support of the check off, policy that promotes the success of beef production and the impact these two topics bring back to his local community is the most important. Ryan shared his biggest eye-opening experience regarding consumers misunderstanding of agricultural production was when he listened to an interview of a woman who 'didn't understand why there was a need to support farmers when people can just go to the grocery store to purchase their food.' Ryan encourages consumers to take opportunities to ask farmers a question and that as farmers, we need to want to answer these questions and have these conversations. He shares he understands his fortune to be involved in an operation that allows him to get away to promote and advocate beef and looks forward to continuing his efforts in years to come.



Drought . . . continued from page 1

posal contains \$5 million in rapid response grant available for producers impacted by severe drought with eligible costs including but not limited to water handling equipment such as water tanks, irrigation and well equipment, water wagons and hauling water. This proposal also includes \$5 million for the Rural Finance Authority's Disaster Recovery Loan program. The proposal is a starting point for the discussion regarding the drought assistance our members need. The legislature will take up this package for discussion and amendments.



MSCA president Grant Breikreutz and Legislative Chair Krist Wollum speak with Representative Michelle Fischbach regarding the drought and other issues affecting producers this summer.



Above: MSCA Vice President Jake Thompson speaks with Commissioner Thom Peterson regarding the lack of resources available to producers in his area due to the drought.



Left: MSCA President Grant Breikreutz speaks with USDA Secretary Tom Vilsack, Senators Amy Klobuchar and Tina Smith and Representative Angie Craig on issues MN producers were facing regarding haying and grazing CRP lands this summer.

MINNESOTA CATTLE INDUSTRY CONVENTION *December* 2021

Grand Casino - Hinkley

**3
DEC**

9:30AM-10:15AM- COW/CALF COUNCIL MEETING
10:15AM-10:30AM- REGIONAL CAUCUS MEETINGS FOR NEW
DIRECTOR NOMINATIONS. (2/4/6/8)

10:45AM-11:30AM- FEEDER COUNCIL MEETING
NOON-1:00PM- LUNCH AND KEYNOTE ADDRESS
1:30PM-2:00PM- TAX PROPOSALS AFFECTING MN
AGRICULTURE

2:15PM-2:45PM- CARBON AND SUSTAINABILITY GOALS -
WHAT DOES THAT MEAN FOR PRODUCTION
AGRICULTURE?

3:00PM-4:00PM- CATTLE MARKETING 101: THE INS AND OUTS
OF MARKETING FEEDER AND FED CATTLE
TODAY

3:30PM-5:00PM- TRADE SHOW & NETWORKING
5:00PM-5:30PM- PRESIDENT'S SOCIAL IN THE TRADE SHOW
5:30PM-8:20PM- BEST OF BEEF BANQUET: DINNER,
CEREMONIES AND AUCTION

8:30PM-10:30PM- ENTERTAINMENT

**4
DEC**

7:30AM-9:00AM- BREAKFAST POLICY BRIEFING: STATE AND NATIONAL
9:00AM-10:30AM- MSCA QUARTERLY AND ANNUAL MEETING
9:30AM-NOON- MINNESOTA CATTLEMEN ANNUAL MEETING
NOON-1:30PM- LUNCH AND KEYNOTE SPEAKER

Event by



Minnesota Cattle Industry Convention in person in 2021!

After year off from in-person meetings, the Minnesota State Cattlemen's Association is excited to announce the Minnesota Cattle Industry Convention is back in person for 2021! Every year, the cattlemen and women come together to this premier networking, policy, and education event. From educational speakers to an industry leading tradeshow, this event provides cattlemen and women the knowledge to flourish in the coming year.

This event allows industry professionals to connect with producers from across the state at a time when they are preparing for the coming production year. Registration is now open for 2021 Minnesota Cattle Industry Convention Exhibitors! Service and Product exhibitors in the past have included:

- Animal Health Products
- Agricultural/Government Organizations
- Equipment/Trailers/Watering
- Feed/Feed Additives and Accessories
- Breeders/Ranches
- Buildings/Structural
- Recreation

By exhibiting at the trade show, businesses have an additional advertis-

ing opportunity to feature giveaways, products or service specials/promotions they are featuring at the convention in the November Minnesota Cattleman newspaper AND in the 2021 Minnesota Cattle Industry Convention catalog.

Exhibitor Information

Complete exhibitor registration and information for the convention can be found at mnsca.org/events/convention. Standard booth is 8' - 10' with bigger booth options available upon request. One complementary registration and electricity is included with booth fee. Please note on your registration if you need electricity access and if you will need additional registrations. Tradeshow set up will be from 8:00 am - 11:00 am on Friday morning with dedicated trade show times on Friday afternoon and Saturday morning.

Not able to exhibit at the tradeshow but still want to have a presence and support the Minnesota Cattle Industry? Sponsorship of a meal, tradeshow break, entertainment or speaker is another great way to highlight our business or organization during the event.

Sponsor Information

General Sponsorship (\$250) - Sponsorship helps cover advertising, venue costs and convention materials. Your business or organization name will be listed on signage during the entire Convention, in the convention materials and Trade Show thanking you for your support.

Trade Show Break Sponsorship (\$300) - Your business or organization name will be listed on signage during the event, in the convention materials and food items can be placed near your exhibit booth.

Friday afternoon and Saturday mid-morning

Educational Session Sponsorships (\$450) - Sponsorship helps cover speaking fees, travel & lodging.

Your business or organization will be listed on signage during the event and you will be provided time to introduce yourself and provide comments to the audience.

President's Social Sponsor (\$500) - Your business or organization will be listed on signage during the President's Social prior to the Best of Beef Banquet.

Meal/Keynote Sponsorship (\$500) - Sponsorship helps cover meal costs, speaking fees, travel & lodging. Your business or organization will be listed on signage during the meal.

Entertainment Sponsor (\$1,000) - Your business or organization will be listed as a sponsor with signage on stage during the event and recognition as a sponsor prior to the event.

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Tax talk on the Hill: What has changed for Agriculture?

What's the latest? The House Ways and Means Committee recently considered revenue raising legislation which would increase taxes to pay for the budget reconciliation bill. NCBA was pleased to see those changes to stepped-up basis, Section 1031 like-kind exchanges, and federal estate tax rate hikes were not included in the legislation. While the bill does attempt to eliminate estate tax valuation discounts and would expedite the sunset date on the Tax Cuts & Jobs Act's expanded estate tax exclusion limits, a provision to expand 2032A special use valuations was included in an effort to provide agricultural producers further relief from the Death Tax. This reduction allows decedents who own real property used in a farm or business to value a portion of their property at its actual, or agricultural, use rather than fair market value or highest and best use when filing a federal estate tax return. This provision increases the allowable reduction from \$750,000 to \$11.7 million and is consistent with the Preserving Family Farms Act – a proposal NCBA has long advocated for.

What's the deal with changes to valuations? The proposal changes the valuation rules to ignore dis-

counts from partial ownership or lack of control of an asset in determining its value. This rule applies only to assets that are not used in a business, so these discounts are still permitted for family farms and businesses in the same way as current law. However, as written the "protections" intended for agriculture may not fully cover passive land holding agriculture entities.

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fer planning tool. We are supportive of 2032A modernization and the House proposal as an important first step in that regard, but absent full, permanent repeal, we still believe that current estate tax exclusion limits under the TCJA should be made permanent.

Is the fight over? No! While we are relieved to see that stepped-up basis, Section 1031 like-kind exchanges and federal estate tax rates were not included in a House bill, we are concerned that these provisions may still be in play should the Senate Finance Committee decide to consider their own revenue-raising bill under the budget resolution

or move forward amending the House proposal. Additionally, while the House bill is a drastic improvement from some previously discussed proposals, there is still a chance that harmful amendments could be slipped back into the bill via Rules Committee consideration. More work is needed to fully protect cattle producers from massive tax hikes on an annual basis and at the time of generational transfer.

What's next? A vote on the bipartisan infrastructure bill is expected next week, but it is unclear how Con-

Tax talk. . . continued on page 13



We've built something worth passing on.

The next generation of farmers and ranchers want the chance to strengthen their local economies, invest in their communities, improve their environment, and feed our nation.

But for many, taxing the generational transfer of family farms and ranches puts those possibilities out of reach.



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The State of WOTUS

Waters of the United States (WOTUS) is the policy issue that never seems to go away. For decades, cattle producers have been seeking answers from the federal government on what counts as a “water of the United States.” We have endured years of litigation and policy rewrites, but now we are facing a new round of rulemaking led by the Biden administration.

Background

In 2015, the Environmental Protection Agency (EPA) and Army Corps of Engineers finalized the WOTUS rule, which significantly expanded federal jurisdiction. Under the 2015 rule, isolated bodies of water (like stock ponds and irrigation ditches) and temporary water features (like creeks that only flow after it rains) were subject to federal jurisdiction. This overreach negatively impacted many farmers and ranchers and agricultural groups banded together to oppose the 2015 rule.

In 2020, the Trump admin-

istration implemented the Navigable Waters Protection Rule (NWPR) to fix many of the issues with the 2015 WOTUS rule. The NWPR curtailed government overreach and limited federal authority to significant waterways (like bigger lakes and rivers).

Current Situation

NCBA supported the NWPR when it was first enacted and defended it against activist litigation in court. Unfortunately, at the end of August, a federal court in Arizona struck down the NWPR. EPA has interpreted this court decision to apply nationwide and has announced it is implementing the pre-2015 WOTUS definition and guidance. This means the 1986 definition of WOTUS is effective today and will remain in effect until the Biden administration crafts a new WOTUS definition, a process that will take months, if not a year. NCBA is in close contact with the EPA and Army Corps to make sure that cattle producers’ voices are heard.

Future Action

For policymakers in Washington who have never set foot on a farm or ranch, your real-world stories can make all the difference. When you share your story of how WOTUS impacted you, it informs rulemaking and helps government agencies craft policies with producers in mind. Please also remain engaged with your local elected officials and let your members of Congress know you support clean water and clear rules.

For more information on WOTUS, please contact Scott Yager (syager@beef.org) or Mary-Thomas Hart (mhart@beef.org).



Open your camera and scan this code to view and sign our WOTUS letter to the EPA!

Ford ... continued from page 2

lion dollar budget. We can not allow this bill to be funded on the backs of the cattle and farming community. We were relieved to see that the stepped up basis, Section 1031 like-kind exchanges and federal estate tax were not included in the House bill. There is still a concern that these provisions can still be in play if the Senate Finance Committee decides to do their own revenue raising bill under the budget resolution. There is always a chance that harmful amendments could be added back into the bill via the Rules Committee. What does all this mean and what can you do to protect your farm so it can be passed down without risk of your children having to sell everything to pay taxes? You can contact your elected officials and tell them personally how this federal tax policy directly affects your ability to pass down your farm to the next generation. Officials do listen, and when you can give them that personal story, it resonates with them. This issue is actually most important right now. At the end of the day, cattle markets, labeling and trade will not mat-

ter if the next generation can not continue to raise the cattle. We have a small window of time to make our voices heard, please call today! With a quick google search I found Senator Klobuchar 202-224-3244 and Senator Smith (202) 224-5641 office numbers. You will get a staffer or answering machine, be sure to leave your name and number. (If you’re not sure who your US House Rep is, google will tell you)

With harvest in full swing, please keep safety your top priority. Take that extra 5 seconds to look twice and slow down. Don’t let yourself become a statistic, as I want everyone to be able to attend the Annual Convention in December this year. Why is convention important? Other than the obvious reasons that there is a fantastic trade show, meals and speakers, you also get to vote on policy, new directors and the executive committee that will direct the association. An association is only as good as its participating members, so become that member and come experience convention Dec 2-4th in Hinckley MN.



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Ruminating on That - Commentary from Dr. Joe Armstrong

Get the most out of your hay this winter



Joe Armstrong DVM | Cattle Production Systems | University of Minnesota Extension

Whether there is an excess of hay or a shortage in your system (like everyone is dealing with this year), efficiently feeding your hay can drastically impact the success of your operation. Hay is expensive, even if you make your own. Avoiding waste can mean you don't have to buy hay or could mean you have excess hay you can sell. Either way, using your hay efficiently results in more money in the long run.

Hay storage

Storing hay indoors is the best option for avoiding spoilage. However, it is unrealistic to assume all producers can store hay inside. Most producers cannot keep all of their hay inside, but other strategies can also help reduce spoilage. It is critical to remember that the outer portion of a bale contains a large proportion of the total hay in the bale.

- Reducing spoilage reduces waste.
- The outer six inches of a six-foot round bale contains 25% of the hay in the bale.
- The outer six inches of a five-foot round bale contains 35% of the hay in the bale.
- Net wrap can help shed more water compared to twine or plastics

string.

- B-wrap® can reduce spoilage and help maintain quality for outside storage, but requires specialized equipment.
- Stacking hay can help protect bales from water.
- Plan so you can feed your outside stored hay first.
- If you have to buy hay, ask if the seller can store the hay inside until you need it.

Limit access time to round bale feeders

When given free choice access, cattle waste a significant amount of the hay available. Round bale feeders are a staple of feeding hay, but producers should consider limiting access to the feeders to reduce waste.

- In general, cattle waste (remove but do not consume) about 25% of each bale fed in a round bale feeder.
- Limiting cattle to 8-12 hours of access to the round bale feeder in a 24-hour window can reduce waste to only 10%.
- Ideally, create enough space for all cattle to eat at the same time.

- Limiting access is dependent on reliably keeping cattle away from the round bale feeders.

Limit-feed in a bunk or on frozen ground

Limiting feed on a per head basis is best done with the help of a nutritionist to ensure your cattle maintain the proper body condition and meet their nutrient requirements. Success with limit-feeding is entirely dependent on having adequate bunk space.

- For mature cows, provide two linear feet per head to minimize competition at the bunk and create a uniform group.
- When feeding mature cows on frozen ground, distribute feed to provide at least two linear feet per head of space.
- Processing or grinding hay is the most efficient method for limit-feeding, but rolling out bales on frozen ground is also an option.
- Monitor body condition scores and adjust feed accordingly to maintain cows at a body condition of 5/9 and heifers at a body condition of 6/9.
- Match feed quality and amount

to the gestation period of each group as nutrient requirements change.

Test your hay

Measuring your forage quality allows you to target nutritional goals more effectively by matching forages to animal requirements. This targeted approach improves efficiency and gives insight into the need for supplementation. Work with your nutritionist to develop the most efficient plan.

Worst case scenario

The worst case scenario for hay is with moderate to severe amounts of spoilage from hay being stored outside and then feeding that same hay in a free-choice round bale feeder. If your operation was using 6-foot round bales in this situation and the outer six inches spoiled, you would have 25% waste from spoilage and 25% waste from the cattle. Essentially, you would waste half of your hay. Given current prices, my back of the napkin math shows a quick turnaround on a break-even to improve your hay storage or hay feeding methods if the cash-flow is available.

Results . . . continued from page 6

during the previous administration. That second piece is often overlooked, but it's vital to hold the line for our members – and we'll go to court to accomplish that, if necessary," Lane said.

NCBA is involved in litigation to defend the delisting of the fully recovered gray wolf and to fight for much-needed reforms to the "Waters of the United States" rule. We are leading the industry by setting voluntary, member-driven sustainability goals. We are also working to shut down insidious legislation in Congress that is designed to regulate animal agriculture out of existence. We are directing and redirecting the administration constantly to make sure that the implementation of the "America the Beautiful" or 30x30 plan prioritizes the needs of our members – and doesn't infringe on their private property rights.

This multifaceted strategy has

yielded real results. The cattle industry is the loudest — and sometimes the only — voice from agriculture represented in many of the key discussions happening at USDA and EPA on all these issues and more.

Sometimes the most tangible wins we deliver for our members don't cover new territory. Every month since the beginning of the pandemic, NCBA has successfully fought to secure an extension of the exemption from hours of service (HOS) regulations for livestock haulers.

Transporting live cattle in a manner that is humane, safe and efficient is a top priority for our members and livestock haulers. Transportation directly impacts animal safety and well-being, as well as the security of a reliable, efficient beef supply chain.

The existing HOS regulations for livestock haulers limit on-duty

time to 14 hours, with a maximum drive time of 11 consecutive hours. The driver must then rest for 10 consecutive hours before returning to duty. For the great majority of trips made by our livestock haulers, this is simply not enough drive time to accommodate the realities of hauling live animals across the country. NCBA is working hard to ensure federal regulations are flexible enough to allow our drivers to do their jobs safely and humanely, while keeping grocery store shelves stocked with beef.

"Many other trade associations would not put in the hours, over and over, to secure this exemption for well over a year now," Lane said. "This is a perfect example of an issue that's not very flashy, but NCBA's persistence has made a real difference to the bottom line of many of our producers. That consistent groundwork is what sets us apart."

Tax talk . . . continued from page 10

gress will move forward with budget reconciliation as key members of the Democratic Party have signaled that they are not aligned with spending proposals from other members of their party. **At this point we are focused on putting pressure on members of the Senate to ensure the perseverance of long-standing tax provisions that support generational transfer.**

What can I do? We are encouraging producers to contact their elected officials to educate them on how federal tax policy directly correlates to the next generation's ability to take over the operation. NCBA has updated their letter campaign and are encouraging folks to **send another letter** to their elected officials, especially those who have Democratic Senators. To access this letter, please visit ncba.org/policy and select 'Support Sound Tax Policy Here'.

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Cattle Industry Commits to Climate Neutrality by 2040

The National Cattlemen's Beef Association solidified U.S. cattle ranchers' commitment to environmental, economic and social sustainability with the release of U.S. cattle industry sustainability goals during the 2021 Cattle Industry Convention & NCBA Trade Show on Aug. 12.

Beef producers in the United States are already the global leader in sustainable beef production. The setting of these goals will further enhance the sustainability of the U.S. system and set targets that demonstrate to the world that producers are committed to continued improvement. The goals for the U.S. cattle industry include:

- Demonstrate climate neutrality of U.S. cattle production by 2040.
- Create and enhance opportunities that result in a quantifiable increase in producer profitability and economic sustainability by 2025.
- Enhance trust in cattle producers as responsible stewards of their animals and resources by expanding educational opportunities in animal care and handling programs to further improve animal well-being.
- Continuously improve our industry's workforce safety and well-being.

"Cattlemen and women have demonstrated their commitment to sustainability for generations," said Marty Smith, a Florida cattleman

and NCBA past president.

"They work tirelessly to protect the land, water and air resources in their care. Through countless improvements in genetics, grazing management, manure handling and the adoption of many other technologies, this is just the next step on our industry's path. Producers deserve recognition for their use of cutting-edge practices and technologies that minimize environmental impact. By setting goals, we're publicly committing to continuous improvement and setting targets that allow us to measure and document those efforts."

"These goals are the culmination of a grassroots, rancher-led process. As part of its strategic plan, NCBA set up a task force on sustainability to counter news reports and messaging to consumers that the beef industry is responsible for greenhouse gas emissions. After questions from producers, NCBA leadership needed to step up to take the lead on the topic," Smith added.

The task force evaluated the current state of U.S. beef cattle sustainability to determine which improvements are most critical and help share the story of progress. Members of this working group – cattle farmers and ranchers from across the U.S. – led the process and made all decisions, including setting the sustainability goals.

"Sustainability is, and will continue to be, an incredibly important part of what we do, and I'm proud that my fellow leaders across the cattle indus-

try have taken these important steps," Smith said. "As our country and the world examine risks associated with climate change and other sustainability challenges, our commitment to sustainability positions us to play an even bigger role in mitigating these risks in the future."

The sustainability goals are built around "three pillars" that include environmental goals, economic goals and social goals.

Environmental Pillar

Environmentally, the goal is to "demonstrate the climate neutrality of U.S. cattle production by 2040". The U.S. already produces the most sustainable beef in the world through decades of improvement and innovation. In fact, beef production in the U.S. has a carbon footprint 10 to 50 times lower than other regions of the world, and according to the Environmental Protection Agency, greenhouse gas from beef cattle only represents 2 percent of emissions in the U.S.

"The focus here is demonstrating climate neutrality which means minimal or no effect on acceleration of warming in the atmosphere," said Jason Sawyer, an associate professor and researcher at the King Ranch Institute at Texas A&M.

"Managing methane along with ways ranchers can reduce emissions and sequester carbon become the priorities within the goal."

A point regarding the environmental goal that members

of the task force stressed is it's rooted in science and based, in part, on modeling conducted by Sawyer. The 2040 target is based on an annual methane reduction of 1.5 percent.

Sawyer noted that methane emissions from livestock cannot be completely eliminated, and cattle have an advantage over other proteins by taking forage and converting it into high-quality protein.

"Methane cannot go to zero without removing beef production totally," he said. "So, elimination of methane is not the goal; managing it is the goal."

While the metrics used to determine climate-neutrality are still being determined and there is still a need for research in this space, Sawyer said that current technologies producers employ like feed additives and improved genetics can mitigate methane emissions and advancements in these technologies will increase. Continued efforts to increase carbon sequestered over the landscape of grazing lands will also make a positive impact.

Economic Pillar

A second pillar of sustainability also relies on economic goals. NCBA is seeking to boost producer profitability and economic sustainability by 2025. NCBA leaders stressed the importance of producers being profitable, even in changing climate conditions.

Social Pillar

NCBA's third pillar focuses on social goals, which include increasing trust in cattle pro-

ducers as stewards. That means demonstrating strong animal welfare practices and expanding programs such as the Beef Quality Assurance (BQA). The industry also needs to show that the well-being of its workers is important.

U.S. cattle producers already grow bigger cattle that produce more meat, more humanely and more efficiently than anywhere else, said Mike Williams, a task force member and cattle producer from California.

"The goals show that U.S. cattle producers are committed and accountable," Williams said. "I am a BQA-certified producer and know that our responsibilities to the animals in our care is vital. BQA's guidelines, in combination with experience and environment-specific needs, help farmers and ranchers ensure animal welfare through daily husbandry and animal care. This is key for our first social sustainability goal."

An additional social sustainability goal was set that focuses on continuously improving the industry's workforce safety and well-being.

"The success of U.S. cattle production is largely dependent on our workforce – owners, ranch managers, livestock haulers, pen riders, veterinarians, animal handlers, and everyone who has a hand in the success of our industry. Making sure that we have a well-trained work force is the first step to ensuring that the well-being of our workforce can remain a priority," Williams added.

Vanderwal . . . continued from page 2

members at the following annual meeting.

Definition of Meat (2017):

WHEREAS, there is a new development of protein sources to substitute for meat,

THEREFORE BE IT RESOLVED, the MSAC Believes only protein derived from animals be classified as meat.

When letters, legislation or meetings surrounding these alternatives arise, our association speaks to agencies and

legislators with this opinion. Whether you are dealing with a local, state- or nation-wide issue, I invite you to submit your resolution or join the committee to discuss the submitted resolutions and those current policies that are expected to expire this year. If you have any questions regarding current policy, formatting or writing a resolution, please reach out to either myself or MSCA Legislative Chair Krist Wollum.

Breitkreutz . . . continued from page 2

the MSCA representing you as an individual producer or affiliated cattlemen's groups. Please get resolutions to Allison so they can be discussed and voted on by the resolutions committee. These resolutions guide us as we discuss issues with elected officials.

The Minnesota cattle industry convention will be here before we know it.

Please consider attending this event as it highlights the cattle industry and it's many great producers. The convention will host speakers addressing alternative drought ration balancing to current political policies and many other current hot topics. The convention will also include some much needed comedy from Tim (the dairy farmer) Moffet.

I would like to thank everyone who made the trip to help at Farmfest. We had another successful year at the beef barn with excellent weather and attendance. A special thank you to American Foods, we truly appreciate your support for this event.

Please remember farm safety at this busy and hectic time of the year.



Earning The Investment

By CEO Colin Woodall

Last month, NCBA went before the Beef Promotion Operating Committee, better known as the BPOC, to present our proposals on work we want to do as a contractor to the national Beef Checkoff. Contrary to popular belief, NCBA does not just “write a check” to itself with Checkoff dollars. As I mentioned in last month’s article, we are not the Checkoff; we must compete for every dollar awarded to us. Nothing is just given out, and as cattle producers who make the Checkoff investment, you should be proud of that.

The BPOC is made up of cattle producers just like you; the Checkoff was designed by producers and is run by producers. BPOC members are charged with evaluating proposals from different organizations that wish to do work on behalf of the Beef Checkoff. Each potential contractor submits a written proposal and then comes to the BPOC meeting every September to present their proposals. BPOC members evaluate these proposals on their merit, how they support the Beef Industry Long Range Plan and how they incorporate feedback from Checkoff committees.

The September BPOC meeting is long and intense, but the decisions made have long-lasting impacts on the beef industry. We competed against eight other organizations including the American Farm Bureau Foundation for Agriculture and the U.S. Meat Export Federation. The NCBA team demonstrated why our projects are a sound Checkoff investment. We led with our proposal to continue work in consumer information. NCBA’s Checkoff-funded projects have a clear track record of success. Just look at the work we have done to establish and develop relationships with food influencers. For those of you who are not as engaged in social media, an influencer is somebody who has a website, Instagram account, Facebook page or other social media platform where they post their thoughts on food, food production, recipes and other issues surrounding our diets. These individuals can be celebrity chefs, moms, restaurateurs and many others. In many cases, millions of individuals follow these influencers and make decisions based on what they say or do, hence the term “influencer.”

As part of our Checkoff-funded work, we educate these influencers on the facts surrounding cattle production, the truth behind beef’s

role in the diet and tips on how to prepare the perfect beef dish. This has been a very effective approach in reaching more consumers and clearly demonstrating the commitment we have to our animals, to our natural resources and to them as our ultimate customers. We take these influencers to cattle operations and give them first-hand experience to everything you do in raising cattle. We bring them to our Checkoff-funded culinary center to give them more tips, tricks and recipes for preparing beef. This prepares the influencers to promote our product. It also prepares them to defend our product. We saw the benefit of this program earlier this year when the foodie website Epicurious decided to stop sharing beef recipes because of their misinformed environmental perceptions around raising cattle.

I am sure Epicurious expected us to react because our job is to protect this industry, and that is exactly what we did through our Checkoff-funded efforts. What Epicurious did not expect was the backlash from our influencer friends. Celebrity chefs like Lamar Moore defended cattle and beef production and made it clear that Epicurious made a bad move. Many others joined in our defense, and therefore, the impact Epicurious hoped to make was dashed. That is your Checkoff at work. That is NCBA at work as a Checkoff contractor.

This is just one example of the many projects we presented to the BPOC. Others include e-commerce partnerships to sell more beef, continued exposure for the Beef. It’s What’s For Dinner. brand, more Beef Quality Assurance (BQA) training, crisis management and the world-class research we conduct. Our past performance as a contractor helped us achieve funding for the upcoming Fiscal Year, but we did not get every dollar we requested. This shows that the BPOC process works. There will be nine contractors doing Checkoff-funded work over the course of the next year.

Remember, Checkoff funds are not used for any of NCBA’s policy work. We have internal controls to prevent this, and our work is audited by the Cattlemen’s Beef Board and USDA. The firewall between policy and checkoff is one I will protect to the bitter end. We are proud of the work we do as a contractor to the Beef Checkoff, and we are committed to continually improving the work we do on its behalf.

Gray . . . continued from page 2

ers in my area are looking at changing what they grow. Typically, we have not grown corn on our farm as we were not set up to harvest and feed silage. That is changing as we move forward. We will be growing some corn and adding a mixer to our feeding plan.

As our cows go into winter let’s remember to look at their body condition. After being stressed from the drought we need to be especially careful to make sure that the cows we keep have a good body condition score. I have seen predictions that the winter may be especially cold. If that is the case, we will need to be ready with some extra feed. Of course, when we talk about feeding cows after a drought, we need to be sure to test our feed for nitrates. Testing the feed will help to ensure that the cattle stay healthy and carry their next calf crop to term.

With winter coming faster than we would like, now is the time to check waterers, make sure your wind protection is ready and prep for the cold days ahead. Around here, that mean blowing out water lines, double checking that we

have enough bedding and feed stockpiled and making sure that each waterer we use in the winter is ready. Nothing is worse than having frozen water on the first really cold winter morning because you forgot to plug in the heater.

Many people are preg checking cattle and culling hard after a stressful summer. We are also starting to see more calves come to market. It seems that the feeder market is down a bit around here. Hopefully, we will see prices steady to higher into the fall. As always buyers are looking for calves that are vaccinated and weaned.

The Minnesota Cattleman’s Association has working on bettering the states drought policy and I think that people in the legislature are hearing us. I hope that by the time this is published, the legislature in MN has come out with a drought plan to help livestock producers. Check with your local FSA office to get your pastures certified and make sure you are ready with documentation of added expenses due to the drought.

I hope that this fall you find some time to enjoy family and friends.

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



**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.**

Sign up today on our website!

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

www.mnsca.org



FARM TO GYM

20-MINUTE WORKOUT

Raising beef is no easy task. That's why farmers and ranchers utilize beef's nutrients as fuel to power through each day's tough workload. Here's a workout that mimics the physically demanding tasks that they do each and every day.

HAY THROW 5-10 Per Side		DODGE THE BULL 10 - 15 Each Leg	
	FARMER CARRIES 40 - 50 Steps		PULL STARTS 10 - 15 Each Arm
TAILGATE STEP UPS 10 - 15 Each Leg		FEED SACK CARRY 20 - 30 Steps	
	FENCE STRETCH 15 - 20 Reps		FENCE POST SLAMS 10 - 20 Reps

REST 1 MINUTE • REPEAT 3 TIMES

Suggested Equipment: kettle bells or dumb bells, box or bench, medicine ball, resistance band
For reference — on average a bale of hay weighs between 45-75lbs., and a feed sack 30-50lbs.

For more information on beef and wellness, visit
BeefItsWhatsForDinner.com/FarmtoGym

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102518-02



MN Beef Producers do these exercises every day and so did attendees that visited the Minnesota Beef Council Booth at the Minnesota State Fair!

Sign Up a New Member Today - Help MSCA Grow!

Minnesota State Cattlemen's Association/National Cattlemen's Beef Association

MSCA/NCBA Partnered Membership Application Form

Name _____ Phone _____ Email _____

YES I would like to receive the Policy Pen E-Bulletin

Address _____

City _____ State _____ Zip _____

Type Ops: Feeder Cow-Calf Seedstock Stocker Dairy Associate

Method of Payment: Check Credit Card Invoice Me

Credit Card Type: Master Card Visa Discover

Card # _____

Expiration Date ____/____/____ Signature _____

Make Checks Payable to: "MSCA" (No Cash Please)

Return Form & Payment To: MSCA Treasurer

PO Box 12, Maple Plain, MN 55359

Recruited By: _____

Questions Call: ☎ (763) 479-1011 or email: ✉ mnsca@mnsca.org

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

Local Cattleman Association Dues (Optional)

Local = _____ (Local Dues →) _____

NCBA Membership Dues (Optional)

(Select the appropriate classification and add to MN State Cattlemen dues)

1-100 - \$150 Stocker/feeder - \$150 + \$0.38/head

101-250 - \$300

251-500 - \$450

501-750 - \$650

751-1000 - \$900

1001 -1250 - \$1150

1251 - 1500 - \$1400

1501 - 1750 - \$1600

1751 - 2000 - \$1900

Associate Dues

Individual - \$150

Business - \$200

Student (24 or younger) - \$50

(NCBA Dues →) _____

Total Dues Enclosed This Membership _____