



# The Minnesota Cattleman

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

## What's Inside

Nominate This Year's Prime Beef Promoter . . . . .	5
Member Spotlight . . . . .	9
Commentary from Dr. Joe . . . . .	13

Volume 21 | Edition 5 | October 2020

## 2020 Minnesota Cattle Industry Convention

**Minnesota Cattle Industry Convention to be held in Hutchinson Minnesota on December 3rd and 4th**

Like many events in 2020, the annual Minnesota Cattle Industry Convention will look a little different this year. With the adversity the beef industry has faced due to recent events, we find it important to hold an in-person business meeting to ensure the association is still representing its members as it should. First, it is important to note our convention has moved. The 2020 Minnesota Cattle Industry Convention will be held on December 3rd and 4th at the Hutchinson Event Center in Hutchinson, Minnesota with plans to return to Hinkley in 2021. Second, you will notice our agenda is shorter than years prior. Despite the shorter agenda, the MSCA staff and board of directors are working hard to ensure these two days have pertinent educational speakers and business meetings along with great networking opportunities. We encourage you to arrive Thursday to attend the resolutions meeting and learn about expiring, interim and proposed policy for MSCA. Following this meeting will be our educational series in both the

**Convention . . . continued on page 13**

### 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>

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NEWS - TIME SENSITIVE MATERIAL

## Additional Funding Available through round two of the Coronavirus Food Assistance Program

On September 18th, the U.S. Department of Agriculture announced the second round of COVID-19 assistance through the Coronavirus Food Assistance Program (CFAP).

### SIGNUPS

Signups began September 21st and run through December 11, 2020.

### PAYMENT RATES

The CFAP 2 payment rate for eligible beef cattle is \$55 per head. Payments will be based on the maximum owned inventory of eligible livestock, excluding breeding stock, on a date selected by the producer, between Apr. 16, 2020, and Aug. 31, 2020. Breeding stock as defined by CFAP are cows or heifers that have had a calf and bulls that have serviced an animal.

### ELIGIBILITY

There is a payment limitation of \$250,000 per person or entity for all commodities combined. Applicants who are corporations, limited liability companies, limited partnerships may qualify for additional payment limits when members actively provide personal labor or personal management for the farming operation. In addition, this special payment limitation provision has been expanded to include trusts and estates for both CFAP 1 and 2. Producers will also have to certify they meet the Adjusted Gross Income limitation of \$900,000 unless at least 75 percent or more of their income is derived from farming, ranching or forestry-related activities. Producers must also be in compliance with Highly Erodible Land and Wetland Conservation provisions.

### COMMONLY ASKED QUESTIONS

#### LIVESTOCK PAYMENTS

**Q:** How will CFAP 2 cattle assistance payments be calculated?

**A:** CFAP 2 cattle assistance payments are structured similarly to the CFAP 1, Part 2 Inventory payments, but at an increased rate of \$55 per head.

Payments can be calculated by multiplying the highest owned inventory of eligible livestock – on a date selected by the eligible producer from April 16, 2020, through August 31, 2020 – by the \$55/head payment rate.

**Q:** Should CFAP 1 payments be factored into CFAP 2's payment calculation?

**A:** No. USDA has determined that CFAP 1 and CFAP 2 are separate programs. CFAP 1 was designed to address disruptions that occurred by April 15, 2020, whereas CFAP 2 is intended to address disruptions from April 16, 2020 and on. As such, CFAP 1 payments have no bearing on how CFAP 2 payments will be calculated, and two separate payment limits will be in effect.

**Q:** If a producer received a CFAP 1 inventory payment on an animal retained during the April 16 – August 31 window, can that animal be included as part of the CFAP 2 calculation?

**A:** Yes.

**Q:** What animals are eligible for CFAP 2 cattle assistance payments?

**A:** All marketable animals are eligible for inclusion in inventory, including 2020 born calves and replacement stock intended for breeding, such as females that have not produced offspring and males who have not started breeding females.

**Q:** Are breeding stock eligible?

**A:** No. Breeding stock such as cows and bulls are not eligible for CFAP 2. Cull cows are also not eligible.

**Q:** Why aren't breeding stock eligible for CFAP 2?

**A:** The payments to livestock are focused on market inventory because there are limited funds available for CFAP 2 and the Commodity Credit Corporation (CCC) authority that fully funds the program is meant to assist with costs associated with market disruptions. Breeding stock are typically kept for many years and therefore their value is less likely to be impacted by temporary price impacts. Non-breeding animals are more likely to be sold and therefore

more likely impacted by market value changes.

### PAYMENT LIMITS

**Q:** The USDA website states CFAP 2 payments for livestock are equal to the highest inventory number "Multiplied by the number of payment limitations for the producer, multiplied by the payment rate of \$23 per head." What does this mean?

**A:** The cattle assistance calculation is simple: # of eligible head x \$55 = CFAP 2 payment. This is another way of saying CFAP 2 maintained CFAP 1's payment limits, meaning if a producer's eligible inventory number results in a calculation that exceeds the established limits, their payment will be capped.

**Q:** What are the payment limits for CFAP 2?

**A:** The total CFAP 2 payment that a person or legal entity may receive, directly through their application or indirectly through attribution of entity payments, is \$250,000. Again, this payment limitation is separate from the CFAP 1 payment limit. This limitation applies to the total amount of CFAP 2 payments made with respect to all eligible commodities.

The total amount of CFAP 2 payments made to a legal entity – such as to a corporation, limited liability corporation, limited partnership, trust, or estate – is \$250,000 except if:

two different members of the legal entity each provide at least 400 hours of active personal labor, active personal management, or combination thereof with respect to the production of 2020 commodities, then an entity may receive up to \$500,000.

three different members of the legal entity each provide at least 400 hours of active personal labor, active personal management, or combination thereof with respect to the production of 2020 commodities, then an entity may receive up to \$750,000.

**FUNDING. . . continued on page 11**



**ALLISON VANDERWAL**  
Executive Director

October is here, which means my favorite time of the year. Harvest is in full swing, the sound and smell of freshly weaned calves in our yards and of course, warm comfort food after a long day. As a kid, I could not wait to get home from school, grab an apple off of the tree and go ride in the combine or walk pens of new calves. Even now, I still cannot wait to get out of my office to go help on the farm. I think the best part of this time of year is the energy that is in that air. Farmers across the country all know and share this

energy and excitement around harvest. With the COVID-19 rollercoaster over the last nine months and a large election ahead of us, emotions are still running high as we get closer to closing out the year. Views are split on many issues and relationships have been stressed over differencing opinions this past year. However, despite this highly charged political and COVID climate, producers across Minnesota still have shared views on many issues, and that is where the Cattlemen's Association is here to support you all. The Association is here to serve its members and make sure those shared views are communicated with legislators and other associations both locally and nationally. Every December at the Cattlemen's annual meeting, members vote on resolutions to current policy, expiring policy or new policy. Once voted on and passed, it goes into MSCA's policy manual for reference when talking with legislators, agencies and other agricultural groups. As a producer member, you can and should submit policy you think the Association should stand behind. Even better, if you know members around

you have the same belief, have them sign on to it as well. Industry-related policy submitted to us is accepted, considered and discussed at the annual meeting, and then voted on by the members present. I encourage you all to get involved and use your membership to its full advantage. As your Executive Director, I want to represent all aspects of the beef industry in the state of Minnesota. But if you do not reach out or submit proposed policy or resolutions to current policy, I cannot guarantee the best representation. No matter your type or size of operation, as a member you get a vote and a say in what we stand for. I encourage you to get involved. Despite the current climate, I know there are more shared views than what you might think. Through times of difficulty comes the opportunity for change, and changes does not have to be negative. If you have questions on what policy we have, how to submit or guidelines for policy formation at MSCA, get in touch with me. I would love to help you.



**JAKE THOMPSON**  
Chairman, Cow/Calf Council

Hello fellow cattlemen and cattlemen,

Fall has snuck up on us. I hope that everyone had a good haying season and that corn chopping, or whatever fall harvest you have, is looking good. We finished up with chopping and are almost done with hauling manure. We are looking to start

soybean harvest this week, and hopefully start weaning some early calves toward the weekend. We had a killing frost 10 days ago which really sped up crop maturity.

Markets have been on the upside but seems to have been taking some of the gains back this week. The new Coronavirus Food Assistance Program (CFAP) 2 details were released this week. Payments are \$55/head for nonbreeding stock based on the highest inventory between April 16th to August 31st of 2020. This means any feeder cattle that were in the lots and new calves alive between those dates will be eligible. Sign up is going on now until December 11th at your local FSA.

... continued on page 13



**JOE WAGNER**  
Chairman, Feeder Council

Greetings,

I hope this letter finds you all well. The workload has started to increase with harvest upon us. We concluded our silage chopping on Friday, September 11th. We had a harvest that didn't involve much of any mud, which was a welcomed change from the last few falls. The silage quantity was very good, and the quality

should be excellent with a very good grain yield this year. For anyone who has cash crop to sell, the markets have rallied nicely as of late. A rallying market going into harvest is something that doesn't usually happen so it will be interesting to see if it can hold.

On the cow/calf side, we should have our pre-conditioning shots concluded by September 21st. We will incorporate a corona-virus vaccine into the protocol again this year with last year being a trial run that showed good results. The ultrasounded heifers came back with an 11% open rate with the AI and 45-day bull exposure. We were pleased with that. On the feedlot side, we were fortunate to take advan-

... continued on page 9



**DEBBIE CHUTE**  
Cattlewomen President

While I love our four Minnesota seasons, and I know they are all supposed to be the same number of days, it seems as though summer goes the fastest of them all! It feels like summer just started, but I am already seeing signs of autumn; the trees are starting to show their beautiful end of summer colors, geese and

ducks are spending time in our pastures, and of course the temperatures are a little cooler. Also associated with fall is harvest, weaning and sorting cattle, plus preparing for winter. We know how quickly a beautiful fall day can change into a life-changing experience. Take extra precautions, check your surroundings, your equipment and the people around you. Where are your coworkers, hired help, young children? It may take an extra few minutes to get out of the farmyard and on your way to the field, or to unload the grain bin or truck. But those few minutes may save someone's life. I want to see all of you at future cattle industry meetings and events!

Minnesota CattleWomen sponsored a scholarship at the Virtual State Fair 4-H Purple Ribbon Auction. Congratulations to Whitney Elbners of Rock County for her hard work and dedication to 4-H and the cattle industry. Whitney is a graduate of Hills/Beaver Creek High School and is a student at SDSU majoring in nursing. Whitney, we wish you all the best during your college days and your nursing career!

While the Beef Expo has been cancelled, the Beef Ambassador contest will still happen! It will be held virtually. Thank you to our chair people for this event – Jennifer Schiefelbein, Natasha Mortenson and Royalee Rhoads. Follow the Minnesota State Beef Ambassador's Facebook page for the latest information.

Our next meeting will be Saturday, October 3rd at 9:00 a.m. Please contact me for more details.

We are making plans for our annual meeting at the Cattle Industry Convention. Currently, we are planning to meet in person and certainly hope we are able to. Join us in giving a big "Minnesota welcome" to ANCW President-Elect Reba Mazak. Reba is a cattle rancher from Florida and will be attending our annual meeting scheduled for Saturday morning, December 5.

We welcome anyone to join us at our meetings and events. Watch your email from more details and the agenda. If you are not a member and would like more information, contact me. You can reach me at 218-330-0042 or dchute59@gmail.com.

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**MIKE LANDUYT**  
President, Minnesota State Cattlemen's Association

Thank you to everyone that was able to attend the September quarterly meeting and to all of the sponsors! It was great to see so many members, and I enjoyed having the opportunity to show you my farm. Thank you to the people that have gotten the work done here on the farm while I have been gone for MSCA business.

Here at our place, we have had a fantastic growing season. We got just the right amount of rain and heat to produce a great crop. As I am writing this, we have all of the earlage chopped and have started combining soybeans. We had good haying weather, and the yields are looking very promising. Most of the yearlings have been marketed, and we are preparing for fall calves to

start arriving. I know that there have been struggles in parts of the state, but I hope you had a good year too.

We have stayed busy this summer getting to as many local association summer picnics and steak grill-outs as we could. It was good to get out and connect with members. Mark Pankonin, Allison VanDerWal and I were also able to attend NCBA's summer business meeting in Denver. This is my favorite national meeting to attend, as it is where policy is set. We were able to represent our membership at all committee meetings and voice our state perspective in each one. The live cattle marketing meeting that Mark attended lasted over six hours alone. Members there were able to address policy to potentially shape the future of how markets react.

We are currently working on a way to have an in-person convention. Convention will not look like it has in the past with all of the new rules that currently have to be followed. Rest assured that everything possible is being looked at to ensure the best possible convention we can have while still following guidelines.

## Minnesota Beef Alliance Members

THANK-YOU to the following businesses that have committed to support members of the Minnesota State Cattlemen's Association as part of the Minnesota Beef Alliance for 2020. 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\*  
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Minnesota Beef Council  
Minnesota Corn Growers Association\*

### Choice

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Elanco  
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### Select

Haggenmiller Lumber

### Presidential

Phileo Lasaffre\*  
Purina Animal Nutrition  
Summit Livestock Facilities

\* 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).

**December:** 3-4th: MSCA Annual Convention, Hutchinson MN

As my time as president comes to a close, it is time to look to the future. In December we will need to vote on new board members. President Elect, Vice President, Cow-Calf Chair, Feeder Chair, and the odd numbered Regional Directors are all up for election this year. If you or someone you know would be a good fit for these positions, please get your name in the ring.

I hope everyone has a safe and prosperous harvest!

## EDUCATIONAL OPPORTUNITIES



Visit our website to check out the latest educational opportunities available for Cattlemen.

<https://www.mnsca.org/resources/educational-opportunities>

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**Tim Schiefelbein**  
Kimball, MN » 320-398-2700  
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**Collin Lyndorff**  
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**Chad McQuade**  
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# MINNESOTA BEEF COUNCIL



**Beef Promotion, Education & Research**  
[www.mnbeef.org](http://www.mnbeef.org) • [www.meatmnbeef.com](http://www.meatmnbeef.com) •



## Nourish Move Love Partnership

Minnesota Beef Council teamed up with Lindsey Bomgren, of Nourish Move Love to film a 30 Minute Full Body Strength workout. Whether you're an athlete or simply wanting more everyday energy, beef is a great source of high-quality fuel. With 25 grams of protein plus an additional 9 essential nutrients packed in every portion, it'll bring your strength to the next level.

Lindsey is a full-time fitness instructor from the Minneapolis area who enjoys sharing free at-home workouts and tips in order to help others live a healthy lifestyle. The full workout can be found at [mnbeef.org](http://mnbeef.org).

## MBC Board Meeting

The next Minnesota Beef Council board of directors meeting is scheduled for Monday, November 16, 2020.

## United We Steak Campaign



The checkoff-funded United We Steak campaign has been extremely successful with total impressions of more than 326 million, exceeding our goal of 270 million. United We Steak had over 83 million video views with 29 million who listened to the audio ad before Labor Day. Labor Day weekend wrapped up the checkoff summer grilling season campaign.

Throughout the month of July, food influencers focused on grilling recipes that were unique to each influencer's home state and utilized ingredients that are popular around that area. Influencers shared recipe content which included Grilled Bavette Steak Marinated in a Louisiana Pepper Sauce and Hanger Steak with a Pacific Northwest Inspired Pinot Noir and Marionberry glaze. Thus far, the content has reached an audience of over 5 million and 4,000 people have engaged with the content.

The national checkoff team worked with ChefsFeed, a culinary influencer network, to collaborate with chefs to create grilling content as a part of our United We Steak Campaign. Throughout the month of August, these chefs posted grilling recipes on their Instagram feeds. These recipes included grilling concepts such as Caraway Rubbed Ribeye, Flat Iron Steak Salad, Grilled Short Rib, Calabrian Chile and Pineapple Skirt Steak, and Flank Steak Tacos. Thus far, the content has reached an audience of close to 2 million and over 6,000 people have engaged with the content.

## The Start of the Beef Checkoff -



Funded in part by  
the Beef Checkoff.

THE INDUSTRY'S NEED OF A UNIFIED VOICE

In the 1970s and early 1980s, several key factors led to the decline in beef demand in the United States. Whether it was product inconsistencies, new low-fat/anti-red meat diets, or safety concerns and disease outbreaks, several large public relations issues went relatively unanswered from an industry with many small organizational voices, but no common "strong arm" or "unified voice." The U.S. beef industry lost nearly half of its ranches in less than one decade. The remaining beef producers banded together, asking for a solution to plummeting beef demand.

### THE START OF THE BEEF CHECKOFF – HOW IT WAS STARTED BY PRODUCERS

The Beef Checkoff is the beef industry's only joint state/national self-help program.

The Beef Checkoff was created as part of the 1985 Farm Bill, in which Congress provided the outline for a program that would gather \$1 from beef farmers, ranchers and importers every time one head of cattle was sold throughout the United States. These dollars collected, according to the law, would only be used for promoting and researching beef, and driving demand for beef and beef products among consumers.

What Is the Act? The Beef Promotion and Research Act (the Act) was passed as part of the 1985 Farm Bill and provides the mission and the base for development of a producer-funded beef promotion and research program -- the Beef Checkoff -- aimed at building demand for beef and beef products, both domestically and internationally. The Act authorized the U.S. Department of Agriculture to develop a Beef Promotion and Research Order covering specifics of the program's operation. Making amendments to the Act requires U.S. congressional action and, ultimately, a producer referendum with a majority favoring the change.

Following Congress's action, a 1988 referendum to vote was sent out to all cattle ranchers, asking for their approval of this program -- and it passed at nearly 80% approval. The key to its approval was the creation of a farmer/rancher/importer-governing body to oversee these important promotion and research dollars. This governing body would become the Cattlemen's Beef Board.

The Cattlemen's Beef Board was created immediately following the referendum, and currently has 99 cattlemen and women members, representing nearly every state, and beef importers, too. Each beef-producing board member is nominated to the USDA by state producer organizations back home and is appointed to the Cattlemen's Beef Board for a three-year term by the U. S. Secretary of Agriculture.

Resources:

<https://www.beefboard.org/>

<https://www.beefboard.org/2020/03/03/former-cbb-chairman-jo-ann-smith/>

<https://www.beefboard.org/beef-act-and-order/>

# 2020 MN Prime Beef Promoter of the Year Award

The Minnesota Beef Council and the Beef Checkoff Program is seeking entries for its annual Prime Promoter of the Year Award, an award which honors an organization who shows outstanding promotion of beef throughout the year. This promoter must show how they have gone above and beyond to promote beef to consumers. If that is your group, or you know of a group that you would like to nominate, we'd like to hear from you.

Minnesota Prime Promoter of the Year Award Recipients Will Receive:

- Award Plaque presented at the MSCA Convention
- Publicity in state and local media
- Industry recognition and prestige
- \$500 towards promotions for the next year



### Who May Enter

This award is open to any local cattle producer organization, including local breed associations, FFA/4-H or other agricultural organization, and others who promote beef. They may apply directly or be nominated by others.

### Awards Presentations

Announcement of the winner will be made in December at the Minnesota State Cattlemen's Association Convention. Publicity will be coordinated by the Minnesota Beef Council. Award winners may be featured during May Beef Month and in other promotional activities throughout the year.

### Entry Procedure

To ensure that your entry is given full consideration, please follow these instructions:

- Complete the Prime Promoter of the Year application form below. Additional pages may be attached.
- Beef it up! Attach any supporting materials mentioned within your entry that strengthen your submission, including but not limited to videos, photos of publicity efforts Digital images of displays are preferred to hard copies of large posters or banners.
- Solicit any customer or vendor feedback (letters of recommendation) to include in your entry.

**Deadline: November 6, 2020**

## 2020 MN Prime Beef Promoter of the Year Award Entry Form

Association/Group name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Key contact: \_\_\_\_\_ Title: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ Cell: \_\_\_\_\_ Email address: \_\_\_\_\_

1. Tell us the story or history of your organization. \_\_\_\_\_

2. How do you showcase and promote beef to consumers in your promotions and events? \_\_\_\_\_

3. Give us an example of beef promotions you have executed in the last year. \_\_\_\_\_

4. What cuts of beef do you use in your promotions and events? What unique seasonings, marinates or methods of cooking do you use? \_\_\_\_\_

5. On average approximately how many pounds of ground beef, steaks & other cuts such as brisket, tri-tip, etc. did you use in the past year? \_\_\_\_\_

6. Have you utilized materials, recipes or resources from the Minnesota Beef Council? If so, tell us what worked. \_\_\_\_\_

7. Have you had an appearance of a beef industry representative at your events. If so, who and how did they help promote beef? \_\_\_\_\_

8. Please describe why this/your group or organization should be recognized as our 2020 Prime Promoter of the Year? \_\_\_\_\_

(Attach separate page – include consumer recommendations or testimonials if desired). If this is a nomination, please include the name of the person entering this organization.

# In the war against immune system challenges

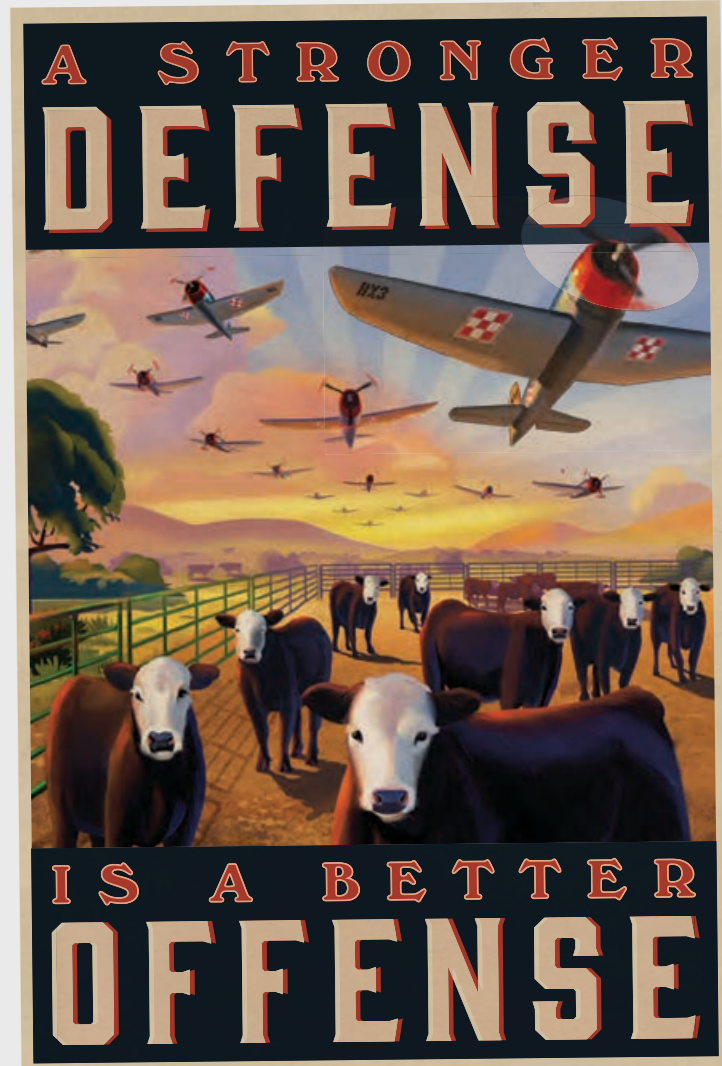
Respiratory challenges affect more than 1 in 5 calves. But with a blend of probiotics, prebiotics and plant extracts, Purina® starter feeds, now with RX3™ Immune Support Technology, prime the calf's immune system, getting out ahead of the problem.

**We're armed with insights to help your calves win the battle against respiratory challenges. For more information, visit [purinamills.com/RX3](http://purinamills.com/RX3).**



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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.**

**Join Us.**

[mncorn.org](http://mncorn.org)

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## Defending Your Right to be Heard

By Colin Woodall, NCBA CEO

NCBA is nothing without grassroots engagement and leadership. A simple statement, but one that is not always appreciated by members and detractors alike. However, the grassroots process was on full display during the Cattle Industry Summer Business

Meeting in Denver. It started with the commitment by NCBA's officer team to have the meeting in-person, and to also allow virtual engagement to ensure that everyone who wanted to participate in debate had that option. While some may have questioned the decision to meet, we proved we could do it safely. We also proved once again that we can adapt, overcome, and persevere in the face of disruptions.

Our team worked tirelessly to set up the technology and process to hold the hybrid virtual and in-person meetings, and while it may have taken much longer to vote than it usually does, every vote was counted and the process was conducted with integrity. The outcomes may not have pleased everyone, but nobody can question the respectful forum we provided for discussion and voting.

Our grassroots process was put to the test with the marathon six-hour Live Cattle Marketing Committee meeting. It's been a while since we've had a spirited debate like that. That spirited debate demonstrated that our process works because it was producer

members debating in a committee led by producers that resulted in actions voted on by producers. It's also very important to note that the big packers did not attend or vote. This was a producer discussion.

Cattle production takes place in all 50 states, but the issues and concerns of cattle producers vary greatly. What concerns producers in Michigan may not be the same as those impacting cattle production in Hawaii. That is the challenge we have as a national association, and it is all the more reason to have robust debate. We can't allow that debate to tear us apart, because we are stronger when we speak as one industry. Our voice on Capitol Hill has the sway it does because we are the oldest and largest national association representing cattle producers. The fact we advocate on behalf of member-directed policy reinforces that we are the voice of cattlemen and cattlemen in Washington.

Being heard transcends the policy process. The producer members of our Executive Committee also determined that there is no need to fight the process currently underway to gather signatures on a petition calling for a referendum on the future of the Beef Checkoff. It was our association that helped get the Beef Promotion and Research Act passed as part of the 1985 Farm Bill. It includes a

provision that allows for producers to take action to determine if the checkoff needs to continue. We helped include that provision, and we fully respect and support producers who want to sign the petition. Our only request is that the process be transparent and above board. To date, we have seen at least one attempt to get producers to sign the petition by offering to enter their names into a drawing for \$100.

We're proud of the Beef Checkoff and the work we do as a contractor, and we see this current scenario as a way to showcase that work. While the Beef. It's What's For Dinner. tagline typically gets a lot of attention, there is much more to the work we do as contractors. Our checkoff-funded nutrition research and outreach has been a powerful tool in our efforts to keep beef at the center

of the plate during review of the 2020 Dietary Guidelines for Americans. If we were to lose our place on the guidelines, it would impact our ability to have beef served in schools, military bases, and other Federal programs. The nutrition research conducted would be much harder to complete without the checkoff investment. We hope producers keep this fact in mind as they decide whether to sign the petition.

Regardless of the venue or issue, your voice deserves to be heard, and NCBA will continue to provide that opportunity. Those who question that or tell you that the packers make the decisions were not at our Summer Business Meeting and flat out don't know what they are talking about. I'll close the way I started by saying that we are nothing without your engagement and leadership.

**NCBA** National Cattlemen's Beef Association

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## Member Spotlight Glen Graff

Glen and Val Graff of Graff Feedlots live south of Sanborn, MN, and have been members of the Minnesota State Cattlemen's Association for nearly 45 years. Glen has not always been a state association member, but was a member of his local affiliate, Cottonwood Cattle Producers.

In the late 1970's, Glen was encouraged to attend a state leadership conference. While attending this conference, Glen sat in on a seminar explaining what the state and national or-

ganizations do for the cattle industry and appreciated how the members and associations got involved in cattle industry issues. After Glen saw the presence cattlemen volunteers had at the State Capitol, Glen and Val became State Cattlemen's members. Since this meeting, Glen has not only been a member of the state association, but has been very involved with the state board. Glen's early involvement on the Minnesota State Cattlemen's Association board began with representing the Cottonwood Cattle Producers in the 1980's. He has held every office on the board except membership chair since then, and also served as the Minnesota State Cattlemen's

President from 1997-1998. Glen is currently the Minnesota State Cattlemen's Legislative Chair and has served in this position on and off since 2001. Not only is Glen very active in our state association, but he is also very involved on the national level with the National Cattlemen's Beef Association where he currently serves on NCBA's Resolutions Committee. Glen likes to share one of the best perks of being involved in the Minnesota State Cattlemen's Association, is the relationships they have

created. Glen says the cattlemen's leadership has been an extended family for not only himself, but his wife Val and their children. Glen and Val have been able to make every NCBA Convention over the past 31 years, so these friendships are not only within Minnesota but across the country as well. Glen believes that the biggest benefit of the cattlemen's organization is the fact that both our state association and national association are the only grassroots cattlemen's organizations that try to influence legislative policy, rather than through the court room. Glen has traveled to both St. Paul and Washington D.C. to help in this effort.



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## Grant Money Available

### Grant money available to Minnesota livestock owners for prevention of wolf attacks and wolf management plan update

New money is available to Minnesota livestock producers to help prevent wolf attacks. A total of \$60,000 will be awarded by the Minnesota Department of Agriculture (MDA) through the Wolf-Livestock Conflict Prevention Grants. Applications are due January 15, 2021.

The grants provide reimbursement for costs of approved practices to prevent wolf-livestock conflicts. Eligible expenses for the grant program will include any or all of the following items:

- Purchase of guard animals
- Veterinary costs for guard animals
- Installation of wolf-barriers which may include pens, fladry and fencing
- Installation of wolf-detering lights and alarms
- Calving or lambing shelters
- Other measures demonstrated to effectively reduce wolf-livestock conflicts

"Prevention of wolf attacks is key to limiting livestock losses in the state," said Assistant Agriculture Commissioner Whitney Place. "We thank the U.S. Fish and Wildlife Service for this grant, and I encourage Minnesota farmers and ranchers to examine ways they can decrease the chances of wolf attacks and apply for this funding."

Eligible producers must live within Minnesota's wolf range, as designated by the Minnesota Department of Natural Resources, or on property determined by the Commissioner of Agriculture to be affected by wolf-livestock conflicts. Any animal species produced for profit and documented to have been killed by wolves in Minnesota in the past is eligible. This includes bison, cattle, chicken, deer, donkey, duck, geese, goat, horse, llama, mule, sheep, swine, and turkey.

The funding also requires a 50:50 matching cost-share, meaning half of eligible project costs will be reimbursed by the grant and the remaining 50% will be paid for by the grantee.

The grant application must be emailed or postmarked by 5 p.m. on January 15, 2021. Work for this grant must be done and expenses reported by August 31, 2021. The application and more information can be found at [www.mda.state.mn.us/wolfgrants](http://www.mda.state.mn.us/wolfgrants).

This is the fourth round of funding through the Wolf-Livestock Conflict Prevention Grants. The first two rounds were funded by the Minnesota Legislature in 2017. This round and the previous round have been funded by grants from the U.S. Fish and Wildlife Service.

The Department of Natural Resources (DNR) is currently in the process of updating the 19 year old Minnesota Wolf management Plan. Along with utilizing an advisory committee, they are accepting public comments until November 1st on their wolf plan section. For more information on the wolf management plan and how to comment please visit the DNR website: [www.dnr.state.mn.us/wolves/wolf-plan.html](http://www.dnr.state.mn.us/wolves/wolf-plan.html)

*\*Press release courtesy of MDA*



## Nebraska Webinar Series

The Nebraska Cattlemen, Minnesota State Cattlemen and Kentucky Cattlemen are presenting a webinar each first Tuesday of the month. The latest webinar was presented on September 3rd, and discussed preconditioning, economics of backgrounding and retaining ownership and finishing cattle in the feedlot. All prior webinar recordings can be found on the Minnesota State Cattlemen's website: [www.mnsca.org/communications/webinars](http://www.mnsca.org/communications/webinars).

We have partnered with University of Nebraska and University of Kentucky to present these educational webinars. Watch the Policy Pen, Facebook and our website for future topics. If you wish to submit a question prior to the webinar, please email [info@necattlemen.org](mailto:info@necattlemen.org) and we will forward to our speakers.

Keep an eye out in the Policy Pen for upcoming webinar announcements and registration

## Joe Wagner . . . continued from page 2

tage of a short two-week rally in mid-August to market a bunch of live cattle. One of the bearish items plaguing the market right now is the large increase in carcass weights. The increase is equivalent to having 5% more cattle on feed. That is a big number. With the increased carcass weights, we are also seeing a big increase in choice meat. With certain states telling us we can't go anywhere and restaurant spending being down considerably, will the consumer realize his dollar will go farther if he eats at home and actually end up buying more high-quality beef?

To me, the market looks cloudy through the first quarter of 2021, and then mostly sunny from the second quarter on.

We had our quarterly meeting on September 12th at Mike Landuyt's farm. I would like to thank Mike for hosting the day. He takes great pride in his operation and it shows.

Until next time.

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## Funding . . continued from page 1

Although the payment limitation is increased for the corporation, LLC, LP, trust, or estate, each member's payment limitation (received directly or indirectly) remains subject to the \$250,000 individual person payment limit. It is also worth noting that these payment limit provisions are different from and separate from the payment limitations established by the 2018 Farm Bill.

### General Eligibility

**Q:** Who is eligible to participate in the Coronavirus Food Assistance Program 2?

**A:** Any individual or legal entity who shares in the risk of producing a commodity may apply for CFAP 2. Producers must be in the business of farming at the time of submitting their application to be eligible. Contract growers who do not share in the risk of production are ineligible. Producers can apply for assistance for only commercially produced commodities.

**Q:** Is there an Adjusted Gross Income (AGI) limit to participate in CFAP 2?

**A:** Yes. To be eligible to receive payment, a person's or legal entity's AGI cannot exceed \$900,000 (using the average for the 2016, 2017, and 2018 tax years). However, producers with AGI exceeding the limit may be eligible to receive payment if 75 percent or more of their total AGI comes from farming, ranching, or forestry-related activities.

**Q:** Do the Farm Bill's conservation compliance requirements apply to CFAP 2?

**A:** Producers participating in CFAP 2 must be in compliance with the highly erodible land conservation and wetland conservation provisions at 7 CFR Part 12. Producers must agree, by certifying Form AD-1026, that they will not produce an agricultural commodity on highly erodible land without a conservation plan, plant an agricultural commodity on a converted wetland, or convert a wetland to make possible the production of an agricultural commodity.

**Q:** Does participation in Small Business Administration programs impact CFAP 2 eligibility?

**A:** Participation in SBA's Paycheck Protection Program or Economic Injury Disaster Loan program does not impact producer eligibility for CFAP 2. The PPP duplicate benefit provision does not have an impact on FSA farm programs or farm loan programs.

### Application Process

**Q:** When does CFAP 2 signup start and end?

**A:** Producers may apply for CFAP 2 from September 21, 2020 to December 11, 2020 through their local Farm Service Agency (FSA) at their USDA Service Center or online at [farmers.gov/cfap/](https://farmers.gov/cfap/) apply.

**Q:** How can producers apply for CFAP 2?

**A:** USDA's Farm Service Agency will offer multiple ways to apply, including online or manually completing the application form, or by filling out the application form with a payment calculator. More information can be found on [farmers.gov/cfap/](https://farmers.gov/cfap/) apply.

**Q:** If a producer applied for CFAP 1, do they still need to apply for CFAP 2? What about producers who did not apply for or receive CFAP 1 payments?

**A:** CFAP 2 is a separate program. Producers will not automatically be signed up because they applied or received a payment under CFAP 1 and will therefore still need to apply. There is no requirement to participate in CFAP 1 in order to participate in CFAP 2.

**Q:** What documents do cattle producers need to submit with their application?

**A:** To complete the CFAP 2 application, producers will need to reference their sales, inventory, and other records. Keep in mind, CFAP 2 is a self-certification program like CFAP 1, and producers may be subject to review and spot check.

**Q:** When are CFAP 2 payments expected to begin?

**A:** FSA county offices will process applications as they receive them once the application period opens on September 21, 2020. Program approval is handled at the local level and the timeline for this approval process, including required internal controls and data validation, varies from county to county. Payments are made shortly after applications are approved.

For information regarding CFAP and more frequently asked questions, please visit the USDA CFAP 2 website: <https://www.farmers.gov/cfap/livestock>.

Information prepared by the National Cattlemen's Beef Association

## Grants available through the Minnesota Department of Agriculture

Minnesota livestock farmers and ranchers seeking to improve their livestock operation are encouraged to apply for the Agricultural Growth, Research and Innovation (AGRI) Livestock Investment Grant program. The Minnesota Department of Agriculture (MDA) anticipates awarding up to \$789,000 using a competitive review process.

The AGRI Program's Livestock Improvement Grants encourage long-term industry development in Minnesota's \$7 billion livestock industry through investment in facilities, infrastructure and equipment. The program encourages new farmers and generational transitions in order to sustain the livestock industry in the state. Funding for the grants comes through the AGRI Program to advance Minnesota's agricultural and renewable energy industries.

Applicants may apply for up to 10% of their project's total cost. Grant awards can range in size from \$400 to \$25,000. Each livestock operation is eligible to receive a lifetime maximum of \$50,000 from this grant program. To be eligible for reimbursement by this grant, you must be invoiced and pay for all project materials and services between January 1, 2021 and December 31, 2022.

Minnesota Department of Agriculture must receive your proposal no later than 4 p.m. on Wednesday, November 4, 2020 for it to be considered. We encourage you to use our online application.

If you cannot apply online, you can fill out the application at the end of the Request for Proposals, which can be found on the AGRI Livestock Investment website, [www.mda.state.mn.us](http://www.mda.state.mn.us).

## RAMP Up Act

Producers and small packing plants are still dealing with the backup of livestock from the reduced processing capacity this spring. Local locker plants are booked through the rest of the year and well into next year. Similarly, capacity going through these facilities is greater which requires more hours, cooler space, renovations, etc. Senators and representatives from Minnesota and across the country are aware of this, have been reaching out to our association as well as their respective associations and have been introducing legislation to help combat these issues.

There have been a few bills introduced to aid small processors with costs associated to expanding. One of them is the Requiring Assistance to Meat Processors for Upgrading Plants or RAMP-UP Act. The bipartisan RAMP-UP Act, H.R. 7490, was introduced in the House of Representatives in July by Rep. Collin C. Peterson (D-MN) and Rep. Frank D. Lucas (R-OK). As livestock and poultry producers seek additional markets for their products, they need access to processing to reach more customers. In order to be sold in stores and restaurants, meat and poultry must be produced in a state or Federally inspected facility. To be sold across state lines and exported, it must be processed in a Federally inspected facility in order to maintain access to foreign markets.

Updating meat processing facilities and building the plans required to come under Federal inspection can be a significant expense for small meat processors. The RAMP-UP Act provides matching funds grants of up to \$100,000 per grant for existing facilities to help them cover the costs of these upgrades so they can serve more farmers, ranchers, and customers. The bill provides up to \$80 million for these grants and authorizes up to \$20 million per year in additional funding. The matching funds requirement is waived through the end of Fiscal Year 2021 due to the impact of COVID-19 on the sector.

Many cattle producers also process their meat in state inspected facilities so that they can sell their product in retail settings within the State of Minnesota. USDA currently operates a Cooperative Interstate Shipment program that allows states who match USDA processes and systems to sell meat from state inspected facilities across state lines. Nine states currently participate in CIS, but Minnesota does not. State inspected plants are also a crucial part of meat processing infrastructure, and the RAMP-UP Act would require USDA to work with states and report to Congress on opportunities to update and expand this program to more states.

An identical bill was later introduced in the Senate by Senators Jerry Moran (R-KS), Amy Klobuchar (D-MN), James Lankford (R-OK) and Tina Smith (D-MN).

Cattlemen are urged to contact legislatures in their area to continue the dialogue on why access to processors of varied sizes is important.



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## Ruminating on That - Commentary from Dr. Joe.

CAUTION – there are big opinions in this article and most likely some readers may become frustrated, angry or both. The comment period for the new mandatory RFID use proposal is open. I won't pull punches or beat around the bush...

A comprehensive animal disease traceability system is the best protection against the economic and emotional damage of a disease outbreak, and this should include mandatory official Radio Frequency Identification (RFID) tag use.

National Uniform Eartagging System (NUES) tags have been a valuable official identification tool for animal disease traceability in the United States, but as both interstate and international cattle movements have increased, the NUES system is no longer adequate. NUES (visual) tags can be transcribed inaccurately, NUES paper movement records are not always readily available, and NUES tag use facilitates records only retrievable from labor-intensive paper filing systems.

RFID tags allow for more rapid and accurate reading and enable the use of electronic, searchable records. The improvement in speed and efficiency of our animal disease traceability system with the adoption of RFID technology represents an incredible enhancement to the security and stability of the dairy and beef industries.

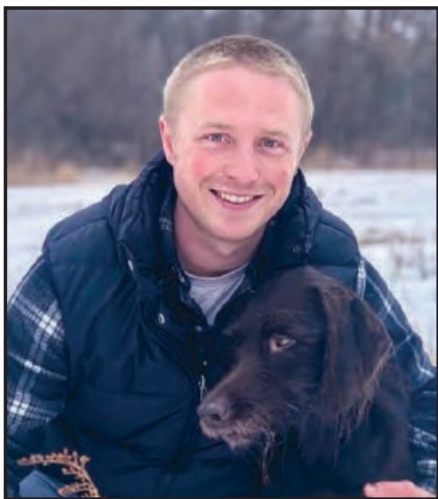
United States dairy and beef producers are currently at a traceability and marketing disadvantage compared to most other livestock producing countries. The adoption of an RFID based system is essential to secure our export market and provide U.S. producers the same benefits already adopted by other major dairy and beef-producing countries.

Why mandatory? Mostly because a voluntary program in the early 2000's failed dramatically due to a lack of producer involvement. We had our chance as an industry to make a non-mandatory program work, and we didn't take it. A voluntary program introduced now would fail for the same reason.

An added cost to the producer is never something I take lightly, especially in the current climate of price volatility and slim margins. However, the benefit to the industry in this case outweighs the cost. "840" RFID tags are more expensive than a normal tag, there is no getting around that. Producers can expect to pay anywhere from \$1 to \$2 more for an RFID tag over a non-RFID tag. Tags will likely become less expensive as more companies develop official RFID tags and consumers have more options.

Here is the key – you can still read the tags visually if needed. It would be impractical for small producers to buy an RFID reader in most cases, but that is fine because they are not a necessity. The "840" string of numbers is longer (15 digits), yes, but when tags are purchased in sequential order, the first 12 digits are the same for all the tags. This means small producers manually reading tags will often only have to read the last three digits.

The USDA is currently providing free RFID tags for producers to use in replacement heifers through the Minnesota Board of Animal Health. Last I checked, the cost of free is \$0, please take advantage of this opportunity now.



People are concerned about the security of information connected with RFID tag use. The tag itself contains no information except the number of the tag. The database, the security, and the way the information is used would not change with RFID implementation, rather the whole system would just become more accurate and faster.

I have heard arguments that the effort is an attempt by the government to have a better record of how many cattle each producer has – if this is a major concern, it sure sounds like your argument is that this will make it harder for me to commit tax evasion – please consider using this argument carefully. If your argument is about personal privacy in some way and you continue to carry a smart phone wherever you go, man do I have news for you.

I know this article is written in a relatively inflammatory manner. To be honest, it is more fun to write that way, and I hope those of you who are angry at this point can appreciate a good-hearted debate. Anyways, here is the big picture so you can see where I fall.

Dr. Joe supports:

- The transition timeline to full RFID Official Identification tag implementation starting January 1, 2023.
- Discontinuing vendor approval to use the official USDA shield in the production of metal ear tags or other ear tags that do not have an RFID component starting January 1, 2022.
- Allowing the use of any NUES tag (not just metal clip) as official ID for the life of the animal, until lost, or until unreadable if the tag was applied before January 1, 2023, as long as lost or unreadable NUES tags are replaced with official RFID tags.
- USDA continuing to provide free RFID tags to producers and veterinarians as funding allows.
- Allowing both LF and UHF tags to qualify as official ID to support the management needs of both the dairy and beef industries.

Dr. Joe suggests:

- The exemptions to official RFID use (tattoos, branding, etc.) be removed, and that all cattle requiring official identification for interstate movement be identified with an official RFID tag starting January 1, 2023.
- The USDA considers setting a date for an official RFID requirement for all classes of cattle regardless of type, sex, or age except for cattle moving directly to slaughter or a restricted holding facility or equivalent by 2025.

**CHECK US OUT  
ON THE WEB AT  
[www.mnbeef.org](http://www.mnbeef.org)**

## Convention . . . continued from page 1

Cow/Calf and Feeder Council meetings and will conclude with the "Best of Beef" Banquet and auction. Friday will start with a state and national policy update followed by the MSCA Quarterly and Annual meeting with a keynote speaker. NEW THIS YEAR: All county affiliate association presidents and MSCA regional directors are encouraged to attend a leadership meeting following our keynote speaker. This is an opportunity for leaders to learn about the great opportunities MSCA can provide local affiliate cattlemen's groups and how MSCA can better work for its members.

Registration is now open, sign up by visiting [www.mnsca.org](http://www.mnsca.org) or by mailing the registration form found on page 16. Pre-registration is strongly encouraged this year to adequately plan for a safe event. Hotel rooms have been reserved at the Cobblestone Hotel & Suites: (320-587-7777) and AmericInn: (320-587-5515). The Minnesota State Cattlemen's Association has special room rates available until November 3rd.

The Minnesota State Cattlemen's Association and Minnesota Beef Council's first concern will always be our producers, staff, volunteers, vendors, and the public's safety. Public health guidelines will be followed at the venue, and we understand not everyone will be able to make it to our convention. We appreciate everyone's patience as we plan this event and encourage you to reach out to our staff and leadership with questions, policy suggestions, or more information regarding the event. Feel free to visit our website at [www.mnsca.org/events/convention](http://www.mnsca.org/events/convention) for more information regarding registration, agenda, speakers and more!

## MSCA Boots on the Ground

MSCA President, Mike Landuyt, hosted the September quarterly board meeting on his family's operation. Following the quarterly meeting, members were invited to attend a farm tour and visit with local legislators. Todd Wilkison, NCBA Policy Division Chair, was in attendance along with Don Schiefelbein, NCBA Vice President. Minnesota Commissioner of Agriculture, Thom Peterson, also stopped by to share updates with members. Thank you, Mike, for hosting this quarterly board meeting and to our sponsors: Form-A-Feed, Highwater Ethanol, John Deere, Lamberton Stockyards, and Dale Johnson Construction.



## You Will Be Missed

The Minnesota State Cattlemen's Association would like to extend our condolences to the families of Willis "Bill" Beecher and Richard "Dick" Lecocq. These individuals served on the MSCA board throughout their commitment to the beef industry. We appreciate the dedication they have provided to our community, and their loss is felt among many.

## Jake Thompson . . continued from page 2

The Minnesota DNR recently announced that the Minnesota wolf management plan will be open for public comments. I am part of the wolf management committee and have had two meetings to date, with the third scheduled. Look for more information regarding this comment period, and make sure to voice your opinion on how you feel the Minnesota DNR should manage the wolf population.

Hope everyone has a great fall.

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## Stockmanship & Stewardship Virtual Event

Stockmanship and Stewardship is normally a unique two-day educational experience featuring low-stress cattle handling demonstrations, Beef Quality Assurance educational sessions, facility design sessions to best run your operation and industry updates you won't find anywhere else. Learn from stockmanship experts, Curt Pate and Ron Gill, and get BQA certified!



The Stockmanship and Stewardship program is going virtual! Don't worry, the same high quality and engaging sessions you've come to trust from the program will still happen, just from the comfort of your home or office. Never been able to attend a Stockmanship and Stewardship event? Now is your chance to learn from world-renowned stockmanship clinicians: Curt Pate, Dr. Ron Gill and Dr. Dean Fish; and hear from thought leaders on topics from sustainability to cattle health and welfare. Don't miss this one-of-a-kind industry event, November 11th and 12th.

- Why should you attend a Stockmanship & Stewardship Event?
- Get BQA Certified
- Network with fellow producers
- Education for you and your operation
- Learn cutting edge operation techniques
- Partake in hands-on demonstrations from stockmanship experts
- Receive education on how to make the most of YOUR cattle facility

Visit [StockmanshipandStewardship.org](http://StockmanshipandStewardship.org) for more information, registration is opening soon!

## Calling Nominations for the 2020 Cattlemen of the Year Award

### Purpose

The purpose of the Minnesota Cattleman of the Year Award is to publicly recognize and reward an individual cattleman that has made a substantial contribution to Minnesota's beef cattle community.

### Background

The Minnesota State Cattlemen's Association (MSCA) through the Minnesota Cattleman of the Year award annually recognizes an individual cattleman that has demonstrated outstanding leadership and personal dedication to Minnesota's cattle community. MSCA accepts nominations for the honor and presents the nominations to a selection committee consisting of individuals that are past recipients of the award. The announcement of the selection is made public at the annual Best of Beef Banquet during the MSCA convention in December.

Qualities and achievements shared by recipients of the Cattleman of the Year Award include but are not limited to the following.

- Demonstrated leadership and organizational skills that have made a positive and lasting contribution to Minnesota's cattle community.
- Strong record of active promotion of the beef industry and a willingness to speak out publicly on behalf of the industry.
- Served in a variety of volunteer, appointed and elected positions of responsibility within Minnesota's beef sector and at the national level.
- Served in volunteer, appointed and elected positions of responsibility within their local community and at the state and national level.
- Well respected by fellow cattlemen, local community leaders, and government officials.
- An active participant in and supporter of the Minnesota State Cattlemen's Association.

### Eligibility Criteria

1. Be a resident of the State of Minnesota and member of the Minnesota State Cattlemen's Association.
2. Be or have been a cattle producer within the State of Minnesota.
3. Be nominated by a fellow MSCA member or affiliated with local cattlemen's association.

**Nominations are due to the MSCA office by November 9th, 2020. To fill out the application and submission details please visit the MSCA website at [mnsca.org/events/convention](http://mnsca.org/events/convention).**



# Minnesota Cattle Industry Convention

December 3 & 4, 2020  
Hutchinson Event Center  
Hutchinson, MN

## RAISING THE STEAKS IN 2020!



**Thursday, December 3**

11:00 am-2:30 pm	MSCA Policy & Resolutions meeting
2:45 pm-3:45 pm	Cow/Calf Council Meeting
4:00 pm- 5:00 pm	Feeder Council Meeting
5:00 pm- 6:00 pm	Presidents Social
6:00 pm-8:30 pm	Best of Beef Banquet: Dinner, Ceremonies & Auction

**Friday, December 4**

8:00 am - 9:30 am	Policy Briefing- State & National
9:45 am- 10:00 am	Regional caucus meetings for new director nominations. (1/5/7/9)
10:30 am- noon	MSCA Quarterly & Annual Meeting
Noon-1:30 pm	Lunch & Keynote Speaker
2:00 pm- 3:00 pm	County Affiliate Leadership & State Regional Director Meeting

#MnCattleCon2020

## Affiliate Highlights

Local cattlemen groups have found ways to promote, serve, and advocate for beef this summer even through these unusual circumstances. Here are few highlights of what has been happening around the state.

West Central Cattlemen grilled hamburgers for the Douglas county sheriff's department, ambulance, first responders, fire department and EMT's as a way to show their appreciation towards their service to the community. This was a huge success and West Central Cattlemen are hoping they can do this same thing in the surrounding counties.



Glacial Ridge Cattlemen's Association and the Northwestern Stockman's Association hosted a Stockmanship and Stewardship workshop featuring nationally known Curt Pate in September. These well attended workshops featured hands-on low-stress cattle handling demonstrations as well as BQA training.

Murray County Cattlemen grilled for a local hospice burger feed, drive-thru style. Several local cattlemen groups help support their local community in fundraising events such as these.

Wabasha County Cattlemen donated to five local food shelves for the purchase of beef products from their local grocery stores. This donation was in place of several grilling type events that were canceled

because of the pandemic. Thank you to the cattlemen for keeping beef on the table in their local community.

Fillmore County Cattlemen, Houston County Cattlemen, Midwest Cattlemen Association hosted their annual steak-fry's this summer by offering a drive-through option for attendees.

Thank you cattlemen for always finding creative ways be part of your community! Please share with MSCA what your local group has been up to.

2020 Minnesota Cattle Industry Convention Pre-Registration Form

Online registration available at [MNSCA.org](http://MNSCA.org)  
Please RSVP by Nov. 27<sup>th</sup>

Name(s) Attending \_\_\_\_\_  
 Organization/Farm Name \_\_\_\_\_  
 Address, City, State, Zip \_\_\_\_\_  
 Telephone \_\_\_\_\_ Email \_\_\_\_\_

Registration must be paid by all who attend the convention. Registration will be required to enter all meetings and meal functions.

Meeting and Tradeshow Registration:	# of People	Fee	Total
Full Registration Fee (Both Days) (Per Person)		X \$75.00 -	=
Jr. Registration (Both Days) (Per Person)		X \$50.00-	=
One Day Registration Fee (Per Person) Check Day: <input type="checkbox"/> Thursday <input type="checkbox"/> Friday		X \$50.00 -	=
Special Events	# of People	Fee	Total
Thursday Banquet		X \$20	
Friday Lunch		X \$15	
Kid's Thursday Banquet		X \$10	
Kid's Friday Lunch		X \$10	
<b>TOTAL</b>			

Credit Card Number: \_\_\_\_\_  
 Name as it Appears on Card: \_\_\_\_\_  
 Cardholder Signature: \_\_\_\_\_ Emailed Receipt   
 Expiration Date: \_\_\_\_\_ Today's Date \_\_\_\_\_

Mail with payment to Minnesota State Cattlemen's Association, PO Box 12, Maple Plain MN 55359.  
For questions call (763) 479-1011.

The Minnesota State Cattlemen's Association (MSCA) is taking precautionary measures, including those recommended by governmental authorities, to protect the health and safety of convention attendees and to prevent the spread of the COVID-19 virus. However, MSCA cannot assure that you will not contract the virus as a result of our attendance. **Attendees will be deemed to have understood, accepted and assumed all physical, physiological and psychological risks associated with attending. MSCA shall not be held liable for harm to any attendee due to any of the foregoing, including contracting the COVID-19 virus.** In light of the pandemic and to protect the health and safety of all attendees, MSCA asks that anyone who exhibits symptoms on the days of the event not attend.

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 \_\_\_\_\_

**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      **Associate Dues**  
 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** \_\_\_\_\_

Address \_\_\_\_\_  YES I would like to receive the Policy Pen E-Bulletin  
 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](mailto:mnsca@mnsca.org)