



The Minnesota Cattleman

The Official Newspaper of the Minnesota State Cattlemen's Association



What's Inside

Beef Council Update	4-5
Legislative Update	7
State Agency News	8
Federal News	9

Volume 18 | Edition 2 | April 2017

Minnesota Family Wins Top BQA Honors

Wulf Cattle is a family operation that takes great pride in raising safe, quality and wholesome beef for consumers. While the majority of Wulf Cattle's cow herd resides in Nebraska, their family's roots and current headquarters are based in Morris, Minnesota. The Wulf family focuses on raising predominantly Limousin, Angus and Commercial cow herd.

Throughout the Wulf family's history they have always focused on raising the best quality genetics, with animal welfare and consumer confidence in beef products at the center of their decision making.

The Wulf Cattle's business model and production practices focus first, and foremost, on quality care of their cattle at each level. This is what they attribute to a successful cow/calf operation. Each day on the ranch is purposeful in raising livestock that will provide safe and wholesome food to consumers.



Wulf Cattle, based in Morris, MN, was named the 2017 National BQA award winner in the Cow/Calf division.

Dedication to BQA Best Management Practices:

Wulf Cattle requires all employees to get their BQA certification upon starting at Wulf Cattle, this is done utilizing the BQA online modules. Wulf Cattle locations are third-party audited and verified for BQA Best Management Practices. All Wulf Cattle feedlots are third-party BQA certified through IMI Global.

"We have over 80 employees in the beef segment of Wulf Cattle and we're proud that all these employees have gone through the BQA certification process. Even when I'm not here on site, I can feel comfortable knowing things are getting done right." – Jerry Wulf

At Wulf Cattle, they believe animal care is essential for the long-term viability of their business. They do not tolerate any form of animal mistreatment. They also believe animal care is directly connected to the attitude and knowledge of their managers and employees. All employees are responsible for the well-being of the animals in the workplace at Wulf Cattle and must follow common practices at all times. Because of this strong commitment to animal care, they have developed and implemented a program on all farms and ranches within Wulf Cattle called BE KIND.

The objectives of the program are simple, yet effective. The program states that Wulf Cattle will conduct trainings to inform employees about specific common BQA focused practices and to build an overall



Wulf Cattle Handling facilities on their ranches for processing, treating and breeding cattle consist of a bud box and free flow tub concept.

awareness of animal well-being. In addition to the training, they maintain a culture of zero-tolerance toward animal mistreatment. Any incident will result in termination of employment. Employee training is vital to the success of the BE KIND program and training is not a one-time occurrence. Continual monitoring and interaction between employees and supervisors demonstrates preventative animal-mistreatment efforts. Common practices are continually discussed in detail with all employees. Discussions not only include what common BQA BMP's are, but also include an explanation of why these practices are necessary. Documentation is also an important part of the program, all participation and trainings in the BE KIND program are carefully documented.

"The goal of the BE KIND program is to allow Wulf Cattle to emphasize and maintain a culture of commitment to the well-being of our animals." Robyn Metzger

Public Perception of the beef industry:

The Wulf family's daily BQA Best Management Practices are not something they consider above and beyond what most cattlemen do daily. When it comes to industry perception, Wulf Cattle does their part by having all of their facilities "Tour Ready" at all times. They maintain an open door policy and welcome visitors to stop in at any time to learn more about the Wulf Cattle family and ranch.

"We have a "Tour Ready" ranch at all times, we welcome visitors to come check us out and listen to our story." Robyn Metzger

Wulf Cattle works hard to help share the importance of BQA and BQA Best Management Practices with fellow cattlemen. Members of their staff have presented about their BQA and employee training initiatives at various cattle industry workshops. Many of their family and employees are actively involved with the cattlemen's associations in Minnesota, Nebraska and South Dakota. They especially take pride in their involvement with their local cattlemen's association. This involvement allows them to assist with local producer promotions that feature beef education and events featuring beef products in their local communities.

Every year, as part of their pre-sale seminar, they feature educational seminars for ranchers. Topics covered in these seminars have included low-stress cattle handling, crossbreeding techniques, animal health, overall care and welfare of cattle and nutrition. They also hold Calf Run Meetings; these are producer focused meetings on health and care of calves to help ranchers realize efficiencies of cattle with Wulf genetics. Wulf Cattle has also assisted Tyson Foods, Inc. with the development of marketing videos; this ranch video was developed to connect consumers to rancher with a tie in to the end product.



Wulf Cattle invites industry experts to conduct a pre-sale seminar the evening before their annual sale.

BQA . . . continued on page 12

Ag-Friendly Leadership is a Welcome Change

Over the past two months, newly confirmed EPA Administrator Scott Pruitt and Department of Interior Secretary Ryan Zinke have been a welcome change to leadership in Washington D.C. Both Pruitt and Zinke hail from leadership positions in states that have robust agriculture industries.

EPA Administrator Pruitt served as Oklahoma's Attorney General for 6 years, and sued the EPA to block implementation of both the Clean Power Plan and WOTUS Rule. Administrator

Pruitt believes that environmental protection should have states at the steering wheel, as intended with the cooperative-federalism structure of the environmental statutes. Having states at the steering wheel allows the implementation of measures that are tailored to the environmental needs of each region, rather than top-down approach that proscribes requirements on a national scale.

Recently, Administrator Pruitt addressed cattlemen and women at the National Cattlemen's Beef Association annual legislative conference in Washington D.C. In his remarks, Administrator Pruitt said he is working to build a partnership between the agency and the men and women who serve as the stewards of our natural resources.

"In Oklahoma, I saw first-hand that cattlemen care deeply about a clean and healthy environment, because their livelihoods depend on it," said Pruitt. "Looking forward, we will build a partnership with landowners across the country and create commonsense rules that protect our environment."

Secretary Ryan Zinke is a fifth-generation Montanan and former U.S. Navy SEAL Commander. Ryan Zinke built one of the strongest track records in the 114th Congress on championing sportsmen's access, conservation, regulatory relief, forest management, responsible energy development, and smart



Administrator Pruitt addressed cattlemen and women at the National Cattlemen's Beef Association annual legislative conference in Washington D.C.

Ag-Friendly . . . continued on page 12

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NEWS - TIME SENSITIVE MATERIAL

Happy Spring!

Things are definitely shifting into high gear here in Porter! Calves have started dropping, fields are drying nicely, and as I write this some neighbors have started planting small grain. Last year's feeders are close to being finished and will be marketed soon.

It has been a very busy year so far. We as a board have tried to make as many meetings as possible. As much as I'd like to attend all local association meetings, scheduling has not allowed me to do so. I'm thankful for fellow board members who have made the trips, as well as Ashley filling in. We as board members like to get out to meeting as many of you as possible, if you have a special event, let one of us know and we'll do our best to be there. Along with local meetings, we recently had our annual Cattlemen's Day on the Hill at the state capital day. The weather cooperated and we were able to see many of our elected officials. Talking to our elected officials firsthand about priorities of our members is always time well spent. Thank you to everyone that made the trip! Last but not least, thank you to the senators and representatives that took the time out of their busy day to see us!

This last week a group of Minnesotans attended the NCBA legislative conference in Washington DC. Myself, Ashley and Mike were joined by Penny Zimmerman (ANCW President) and John Chute. This was my first trip to DC, and to say the least, it was overwhelming. Ashley put together a schedule that allowed us to visit every office from Minnesota. We were fortunate to visit face to face with most of our elected delegation and ag. staffers from all offices. The most memorable comment I heard was, "If no one from your group visits me to tell me your concerns, I'm going to assume you have no problems." This to me made my trip worthwhile. Next time I will wear better boots for walking! We spent most of our time on 3 main issues. First of all, delisting the wolf and returning it to the control of Minnesota. Secondly, the next farm bill, focusing on full funding of conservation programs and keeping them voluntary. Also funding of an offshore vaccine bank for foot and mouth disease. The third item was discussing trade. We talked of the importance for our industry to open trade to the countries that were to be in the TPP agreement. They all seemed to be in favor of developing bi-lateral trade agreements. So in all, I felt we were well received and our concerns were heard with open minds.

Lastly I want to thank everyone for their membership. The most important thing we can do as an organization is continue to grow our membership. The increase in members shows our elected officials that we are a serious group to contend with and have a unified voice as an industry. We have a great group of people from all over our state and I'm proud to do my best to represent you all. So let your neighbors know what we are doing and encourage them to be a member.

Until next time, stay safe this spring!

The Minnesota Cattlemen are looking forward with spring now here. Spring means pastures will start to green up, bull sales, calving season, planting season will soon be here and of course we all like the days getting longer. The MN Cattlemen have started to plan our activities for the year and how we can share our beef story.

Several Cattlemen traveled to Nashville for the 2016 Cattle Industry Convention and the American National Cattlemen's (ANCW) meetings. It is always a great time to visit with other cattlewomen and network. We got updates from the different committees, learned about the vision going forward, and we voted on a new logo. We also had two very special speakers, we had Donnel and Kelli Brown from R. A. Brown Ranch from Throckmorton, Texas who shared about the legacy of their ranch and how they run their ranch. The second speaker was Marji Guyler-Alaniz is the Founder and President of FarmHer, and the woman behind the camera. After working in corporate agriculture for eleven years, she started FarmHer in 2013 to begin to shine a light on women in agriculture through photography. On Friday at the convention, NCBA Young Beef Leaders and ANCW partnered to put on the Emerging Leaders



KRIST WOLLM
President, Minnesota State
Cattlemen's Association

Luncheon which is a time for collegiate and young beef leaders to sit at tables with industry leaders and talk. This year, they also got to hear from Dave Specht, author of The Farm Whisperer and Strategy Consultant to Family Businesses. It was a sold-out crowd of over 250+ collegiate and beef leaders. This young people are the next generation of leaders for the beef industry.

This year's convention was very special for MN Cattlemen, one of our very own MN Cattlemen became the president of ANCW. Penny Zimmerman from Foley is the first Minnesotan to ever become president of ANCW.

Now we look forward to the rest of our year as we tell our beef story. We have started to plan for upcoming events, Farm Camp, state fair plans, etc. Our Beef Ambassadors, are beginning to get busy with requests for them to come and speak. Please let Jennifer Schiefelbein know, if you need the MN Beef Ambassadors at one of your events. We also are looking forward to our ANCW Regional meeting which we hold with Region 7. This year's regional meeting is in Omaha, NE on May 18-20 2017 and is hosted by the Nebraska CatteWomen. We hope all MN Cattlemen can go.

Wishing everyone a wonderful Easter!

Greetings from Southwest Minnesota! As I write this column, it appears in our corner of the world that spring is upon us and planting season is not far away. As everyone in the cattle business knows, we have seen more improvement in the market than many thought was possible and many of us have enjoyed a very strong basis on sales. Demand for our product appears strong and we have been able to become a much more current inventory status than last year. Maybe with a little luck, 2017 will not be as negative as it had been feared. Time will tell.

One week ago, I had the opportunity to attend a Cattle Symposium in Sioux Falls, South Dakota. After a negative period of cattle margins, it was nice to see such a large crowd as the event was sold out. A large number of the attendees were younger people, too. It was a daylong event of PowerPoint presentations and I wished I would have jotted down some of the interesting statistics for this column but the take home was simply that the Midwest region is a very competitive place for cattle feeding. We have the lowest feed costs compared to many other areas in the United States. One example that was given was that in California, a dry matter ration cost is \$300/ton, in Texas it was \$230/ton and in the Midwest, it was \$145/ton. Those states may have the weather factor on their side but we can counter act that with our facilities and management. We can also take advantage of the manure in our cropping operations to lower our breakevens even further. It was a refreshing day of information and data crunching to realize that we are located in a very good part of the country to be operating as feeder farmers after a year that has made me question if there is still a place for me as small farmer feeder. I'm obviously still concerned about market access and packer capacity in our region as more cattle are placed on feed in the Midwest but at least in the cost of gain world, we can compete with anyone if we utilize the facilities and technology that we have available.

Wishing everyone a safe and productive planting season!



ROYALEE RHOADS
President, Minnesota Cattlemen's Association

Spring is here! The newborn calves are arriving. It's been wonderful to enjoy beautiful spring weather for the majority of this calving season. With the grass greening up it makes us all look forward to putting the cows out and allowing them to do what they do best, harvesting their own feed and spreading their own manure. I think we would all agree there is not a prettier sight in the cattle industry than seeing pairs out on lush pastures.

A number of Cattlemen went to the Capitol in March for Cattlemen at the Capitol. We showed the video of Grant and Dawn Breitkreitz and the practices that earned them the Environmental Stewardship award. It was very well accepted by the Legislators. We tried to encourage



GRANT BINFORD
Chairman, Feeder Council



JIM WULF
Chairman, Cow/Calf Council

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Minnesota Cattlemen
THE MINNESOTA CATTLEMAN® newspaper is the official publication of the Minnesota State Cattlemen's Association. "THE MINNESOTA CATTLEMAN®" is published on a contract basis 6 times per year and is provided to all MSCA members. Minnesota Cattlemen Publications reserve the right to decline paid advertising that is not consistent with the goals and objectives of the Minnesota State Cattlemen's Association.

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... continued on page 3

them that use of cover crops could do as much for cleaning up the water as buffer strips and this practice would increase production compared to taking land out of production. If you have never participated in this event, I highly recommend it. It is a very educational experience and interesting to learn how our government functions.

We've had the opportunity in our area to receive a recycling dumpster for our bale wrap and silage plastic. They are providing these dumpsters free of charge and will schedule them to be emptied according to the size of your operation. We all need to help try conserving our natural resources. For more information you can look the company up online at www.RevolutionPlastics.com.

As some of you are aware, the Summer Cattlemen's tour is scheduled for July 11 and the headquarters will be at our Ranch. This is a personal invitation for each of you to join us and also visit other operations in our area. We hope to make this an educational and enjoyable day for all who will attend. If you want to help with a sponsorship or advertising contact glacialridgecattlemen@gmail.com or call Kelly Anderson 320-808-4424 or Jim Ostlie 320-444-1113.

Wish you all the best this spring with calving season!

MSCA Membership Recruitment Benefits

The MSCA relies heavily on a grassroots process of local cattlemen's associations and volunteer leaders to recruit and retain members. The MSCA looks to reward recruiters with the following benefits.

Recruiter incentives are as follows: 3 members: complimentary registration to state convention; 5 members: two complimentary registrations to state convention; 10 members: two complimentary registrations to state convention and a \$100 gift card; 20 members: two complimentary registrations to state conventions, \$200 gift card and a plaque; 25 members: two complimentary registrations to state convention, \$200 gift card, plaque and two nights stay at state convention.

The Farm Bill Debate Craig Uden, NCBA President

It's a privilege to serve the beef industry in a volunteer capacity and especially to serve as president of NCBA. One of the biggest opportunities in front of me during my term is the shaping of a new farm bill, which is underway now. At the end of March, I testified on Capitol Hill before the House Agriculture Committee's Subcommittee on Livestock and Foreign Agriculture about the expectations of American cattlemen and women for the 2018 Farm Bill.

Foremost among those priorities is an emphasis on herd health in the form of a stronger and more adequate foot-and-mouth disease (FMD) vaccine bank. This five-year \$150 million commitment to the safety and security of America's beef industry is among our most pressing priorities. Foot-and-mouth disease is highly contagious and has the potential to spread widely and rapidly, debilitating our herds. Analysts estimate that an FMD outbreak in the United States could potentially cost our nation's livestock producers billions of dollars in the first year alone. An FMD outbreak has the potential to cause enormous economic losses to not only livestock producers, but also to auction markets, packers, food processors and related industries.

The FMD vaccine bank is important to beef producers, but also of critical importance is the topic of international trade. Trade is vital to the beef community and protecting trade promotion programs such as the Foreign Market Development and Market Access Programs within the 2018 Farm Bill are important. Approximately 96 percent of the world's consumers reside outside the border of the United States. It's also overseas where rising middle class incomes are fueling an increase in protein demand and we must be able to compete in open markets on a level playing field if beef producers are to continue to prosper. My testimony made it clear to members of the committee that the growth and profitability of the U.S. cattle and beef industry is closely tied to our ability to market our products to those consumers.

At its peak, trade added more than \$300 per head to every fed steer and heifer in the United States. That value is passed back



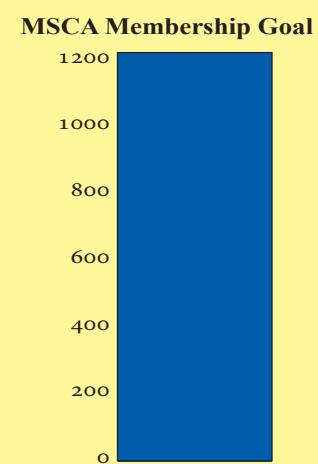
CRAIG UDEN
NCBA President

Don't Forget to Renew Your Membership!

Thank you for being a member of the Minnesota State Cattlemen's Association. Your membership matters and allows our collective voices to be heard on the issues in St. Paul and Washington D.C.

The MSCA saw many successes in terms of our priority issues in 2016. Looking forward to 2017, we will also be closely monitoring many issues affecting Minnesota cattlemen.

Be sure to send in your membership renewal as soon as you can so we can continue having cattlemen working for cattlemen! (See membership form on back page)



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 2017. If you are interested in learning more about the Beef Alliance program, contact the MSCA office at 612-618-6619 or visit www.mnscsa.org.

Prime

American Foods*
Carlson Wholesale
Wulf Cattle
Minnesota Beef Council
Blue Hilltop, Inc.
Minneosta Corn Growers Association*

Elanco

Choice

Zoetis
Central Livestock
Wieser Concrete
Artex Manufacturing

Select

MultiMin USA, INC.
Summit Livestock Facilities
Purina Animal Nutrition
Phileo Lasaffre*
Anez Consulting, Inc
Dairyland Supply, Inc.
Roto-Mix LLC

* Indicates giving above base level for that category!

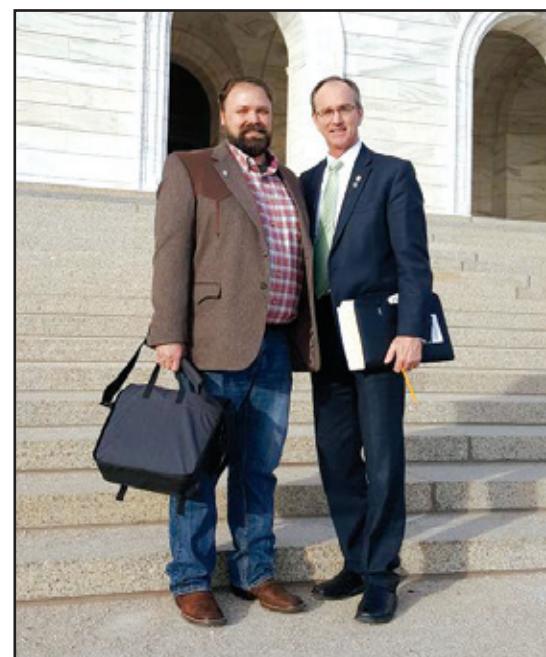
Upcoming Events/Important Dates: for more details on events listed below, visit www.mnscsa.org

July 10, 2017 – MSCA Quarterly Board of Directors Meeting – 10:00 am Captain's Bar & Grill, Glenwood, MN

July 10, 2017 – MSCA PAC event – Cattlemen's Dinner Cruise – Captain's Bar & Grill, Glenwood, MN

July 10-11 2017 - MSCA Summer Beef Tour, Glacial Ridge Cattlemen's Association – Starbuck, MN

July 12-15 2017 - NCBA Cattle Industry Summer Business Meeting, Hyatt Regency Hotel - Denver, CO



MSCA President Krist Wollum with Representative Dan Fabian at the Minnesota State Capitol after Krist testified in the House Transportation committee on behalf of the ditch mowing legislation.



MSCA Past President Tim Nolte visiting with FFA members after a meeting with Senator Al Franking in Moorhead, MN.

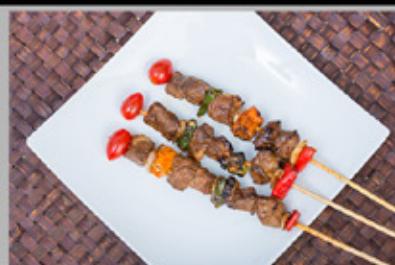


MSCA Past President Tim Nolte and MSCA member Bryan Lawrence met with Representative Tom Emmer as part of his in state ag advisory group.



MSCA President Krist Wollum testifying in the Senate Ag Committee on behalf of members who deal with wolf and elk conflicts on their farms.

MINNESOTA BEEF COUNCIL



Beef Promotion, Education & Research

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Beef and Brew Event

Beef and Brew was a fun and educational event, with over 40 attendees held at Bent Brewstillery on February 28. They visited 5 different stations that addressed: how beef was raised, beef's nutrition from Hy-Vee dietitians, how to cook it at home from Bonfire

restaurant's chef, the story behind the Brewstillery and Dr. Ryan Cox from the University of Minnesota Meat Lab cut down the front quarter of beef and showed them where some of their favorite cuts came from. Bonfire cooked and served their famous 'Bull Bites' (beef tenderloin) and brisket sliders to the attendees. Bent Brewstillery featured a flight of beers that paired

well with beef. Not only did attendees go home with a better understanding of beef, they also had a chance to win cuts of the beef Dr. Ryan Cox had cut down. A fun night was had by all.



Food and Wine Show

The Minnesota Beef Council exhibited at the Minnesota Monthly 23rd Annual Food and Wine Experience on March 4 & 5 at Target Field in Minneapolis. Over 6,000 food and wine enthusiasts attended this year. MBC featured the Original No Name Steak, which is a bottom sirloin steak. We partnered with culinary schools and had their students design a featured recipe to serve. This year, we partnered with Hennepin Technical College on Saturday and their recipe was a 'Chimichurri Rojo Beef Skewer' and on Sunday, Southwest Minnesota State University Culinary Program featured, 'Beef Steak with a Tomato Raisin Basil Sauce'. Staff heard rave reviews on both recipes and people loved the sirloin steak. Check out the recipes at www.mnbeef.org. Thank you to J&B Group for partnering on this event and with their donation of the No Name Steak samples.

Twin Cities Live

MBC conducts monthly TV segments with KSTP Twin Cities Live September 2016 – June 2017. In February, we featured Chef Kevin Petroski from Bonfire's Restaurants showing some great beef dishes to pair with your favorite brew. In March, we had Chef Steve Vranian of Gianni's Steakhouse in Wayzata on and he talked Beef and Wine pairings for Beef Brisket, Ribeye Steaks and Sirloin Filet. The program originally airs on weekdays from 3:00 – 4:00 p.m. and is replayed two additional times on Channel 5 overnights and early morning on channel 45. If you didn't have a chance to watch these segments live, you can watch them on our website www.mnbeef.org under 'In the Kitchen' / 'As Seen on TV'.



MBC Board Meeting

The next Minnesota Beef Council Board of Directors Meeting is scheduled for Monday, April 4 at the Minnesota Beef Council office in Maple Plain, MN.

www.mnbeef.org

Minnesota Retail Beef Backer Award

This year's Minnesota Beef Council Retail Beef Backer is Greg's Meats of Hampton, MN. They pride themselves on quality cuts of beef for every customer. Greg's Meats ages all their beef before processing it. They age their choice ribeye's a minimum of 30 days before cutting it into prime rib roasts or steaks to their customer's specification. One of their specials in the holiday season is a boneless aged prime rib and this year they sold 9600 lbs. They will also season it for you and place in a cooking bag for an easy cooking experience.



BQA Online Training

All cattle producers have access to an entirely new BQA online learning experience. Enhanced and interactive modules are available to all producers for BQA certification. Visit www.BQA.org and follow the links. Make sure to get certified.

Feedyard Assessment Field Days

On March 22, MBC hosted two Feedyard Assessment Field Days in Walnut Grove and Villard. The event reviewed what the Feedyard Assessment is and how to approach best management practices. The first 8 feedyards who complete the assessment and turn it into the MBC office will receive a CattleFax subscription.

New Director's Orientation

Kami Schoenfeld and Patricia Erickson, new Directors of the Minnesota Beef Council along with almost 70 others, attended the New Director's Orientation in Denver, CO on March 13-14. At the meeting, they obtained information on the structure, coordination and management of the Federation of State Beef Councils and the Beef Checkoff Program, hearing from executives from the Cattlemen's Beef Board and the National Cattlemen's Beef Association, a beef checkoff contractor, as well as national program staff helping implement checkoff research, information and promotion efforts. Kami and Patricia are shown with Federation Vice Chair Dawn Caldwell of Nebraska.

Minnesota Association of Meat Processors Convention (MAMP)

The Minnesota Beef Council recently attended the MAMP annual convention held March 17 & 18 in St. Cloud, MN. They have a product show at the convention and MBC has an Innovative Beef Contest at this show. This year there were 17 entries. There are three categories of beef to enter into in the contest, they are Lean Ground Beef, Steaks/Roasts and Processed Beef. It is always interesting to see what the meat markets bring to the contest.

This year's winners were:

- Lean Ground Beef: Cream Cheese Stuffed Chorizo Meatballs from Grand Champion Meats
- Processed Beef: Cheddar Blueberry Brats from St. Joseph's Meat Market
- Steaks/Roasts: Dinner Bell Steaks from Big Steer Meats

The overall winner was the Cream Cheese Stuffed Chorizo Meatballs from Grand Champion Meats.

MyTalk MOM Show

MBC just started a monthly program with the MyTalk 107.1 radio station to be a sponsor of the MOM Show which airs on Sunday's from 10:00 – 11:00 a.m. Beef content is featured once per month, in rotation with other sponsors. The station's primary target is a highly urban, female demographic. If you didn't have a chance to listen in live, you can listen to each of the first two segments on our website www.mnbeef.org under the In the Kitchen/ As Heard on the Radio. We will be on the air again April 9 and May 7 from 10:00 am till 11:00 am on My Talk 107.1.

KARE 11 TV Segments

In January and March, the Minnesota Beef Council secured two earned media television segments with KARE 11 related to beef. In January, Renee Korczak, a Twin Cities Registered Dietitian and member of the Minnesota Academy of Nutrition and Dietetics, walked viewers through the benefits of beef and protein. In March, Chef Steve Vranian of Gianni's Steakhouse in Wayzata, discussed beef and wine pairings. This segment aired the day before the Food & Wine Show.

Minnesota Beef Council Events

- | |
|--|
| April 9, 2017 – The Mom Show on 107.1 my talk radio featuring MBC |
| April 11, 2017 - Ag Awareness Day – University of Minnesota Minneapolis Campus |
| May 7, 2017 - The Mom Show on 107.1 my talk radio featuring MBC |
| May 13-14, 2017 – Grillfest at CHS Field |
| May 20, 2017 – Burger Battle |

Easy on cattle¹ and your bottom line.

Titanium® vaccines have no impact on feed intake and result in little to no post-treatment side effects, so you can keep your cattle on track with health management solutions that don't interrupt your day-to-day operations or affect your bottom line.^{1,2} It's BRD protection that doesn't impact performance, so you can be confident in every dose.

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¹As measured by body temperature, feed intake, injection-site reaction or white blood cell count. ²Terhaar, B. 2001. Evaluating the effects of vaccine-induced stress on productivity. Study No. TR-13. Published by Agri Laboratories Ltd. Do not vaccinate within 21 days of slaughter. Elanco, Titanium® and the diagonal bar are trademarks owned or licensed by Eli Lilly and Company, its subsidiaries or affiliates. © 2015 Elanco Animal Health FYDH 35192 USBBUTIT00069

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Wolf Population Management Update:

Representatives Collin Peterson, D-MN, Sean Duffy, R-WI, and Liz Cheney, R-WI, introduced legislation that would return management of the Western Great Lakes and Wyoming gray wolves to state control on Wednesday January 11th, 2017. H.R.424 - To direct the Secretary of the Interior to reissue final rules relating to listing of the gray wolf in the Western Great Lakes and Wyoming under the Endangered Species Act of 1973, and for other purposes.

"Choosing between protecting their livelihood or complying with a federal judicial decision is a choice no farmer should have to make. The gray wolf population should be managed by the states, where it belongs. This is practical, bipartisan legislation that balances safety with gray wolf management," Peterson said.

The Senate companion (S.164) for H.R. 424 - The 2017 Gray Wolf Management act was introduced 1/17/17. Both of these bills have the exact same language: To direct the Secretary of the Interior to reissue final rules relating to listing of the gray wolf in the Western Great Lakes and Wyoming under the Endangered Species Act of 1973.

A big thank-you to Representatives Peterson, Nolan and Emmer and Senator Klobuchar for their support with these bills.

Wolf and Elk Depredation Compensation Update:

As the number of wolf and elk grow in northern Minnesota, the damage they cause area farmers through crop and livestock loss grows too.

Compensation for those losses was at the heart of bills sponsored by Rep. Dan Fabian (R-Roseau) and Senator Mark Johnson (R-East Grand Forks) that will provide \$630,000 to the Department of Agriculture for reimbursement payments. Of that amount, \$350,000 will go for wolf depredation assistance and \$250,000 will be used as compensation for elk damage.

In a letter to the House Ag. Committee offering support for the House version of the bill and in personal testimony in the Senate Ag. Committee, MSCA president Krist Wollum said the group's members not only deal with the damage done by the animals, but often struggle to find assistance with the documentation needed to ensure compensation. The bills also allow more flexibility when choosing adjusters who can come out to help with a claim. Wolf and Elk compensation funding was included in both the House and Senate Agriculture Finance Bill, which passed both chambers and will head to conference committee.

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State Legislative Update:

As the state legislatures inches closer to their annual spring break, several high-profile bills that contain MSCA priorities are crossing the finish line in the legislative process before moving forward for the Governor's approval.

Health Insurance Reform

Although Congress was unable to pass a health insurance reform package in March, the Minnesota Legislature was able find a temporary solution. Both the Senate and House passed the reinsurance plan, appropriating more than \$540 million to help cover high-cost patients that have driven some insurance providers out of the state's individual marketplace and premiums dramatically higher among those providers that have remained. In so doing, legislative Republicans turned down the Governor's plan to use the MinnesotaCare program, normally open to low-income residents, for anyone who purchases insurance through the individual marketplace and the MnSURE exchange.

Gov. Dayton said he would consider the Republican bill but only under specific conditions, including getting a guarantee from insurance providers that they would come back to the individual insurance market and promise rate relief. On April 3, the Governor decided to allow the bill to become law without his signature, expressing concern about using money from the MinnesotaCare program and the state's general fund to implement the reinsurance plan rather than taxing insurance plans to pay for it.

Taxes

For the first time in 4 years, the Legislature is closing in on the passage of a comprehensive tax bill and much of the bill emphasizes tax relief – specifically for farmers. In late March, the house passed its version of tax relief, which includes a 50% tax credit on farm property taxes levied for school district bonding projects. The Senate companion calls for a 40% percent credit. In total, the House bill would legislate \$1.35 billion in tax relief whereas the Senate's bill contains \$900 million in reductions. Governor Dayton's budget bill made room for \$280 million in tax relief. The differences between the Legislature and Governor over the size of tax relief will be one of the major end-of-session issues to resolve.

Transportation

In late March, the House also passed its omnibus transportation package, which calls for an additional \$2 billion in spending on the state's roads and bridges over the next two years. The House's proposal is part of a \$6 billion package to be implemented over the next ten years. It would be funded by borrowing \$1.2 billion, moving \$450 million in existing taxes and fees to roads and bridges, and enacting a \$75 annual fee on electric vehicles. The Senate Transportation plans calls for \$3.6 billion in new transportation spending over the next ten years, funded by

\$750 million in one-time federal dollars and debt, and by moving \$570 million in existing revenues to pay for transportation needs. Neither the House nor the Senate transportation budget plan calls for an increase in the gas tax for construction projects.

Regulatory Reform

In addition to tax reform, the House approved the Omnibus Environment and Natural Resources Appropriations Bill which would modify the duties of the Environmental Quality Board, enable project proposers to develop their own draft environmental impact statements (EIS) and prohibit regulators from enforcing unadopted rules. Regarding water buffers, the bill delays implementation of the law until 2018, which Gov. Dayton has said he opposes. Language in the bill also modifies definitions of public waters and alters the required width of buffers accordingly. It also forbids enforcement of the law unless federal or state assistance is available to the landowner for 100 percent of the cost to establish the buffers.

Ditch Mowing

On a bipartisan vote, the Senate passed legislation prohibiting the Minnesota Department of Transportation (MnDOT) from enforcing certain regulations related to highway ditch mowing and baling. The bill prevents MnDOT from requiring, issuing, or enforcing permits to mow or bale in state highway rights-of-way until April 30, 2018.

This legislation comes in response to MnDOT's change in policy regarding the requirements for mowing and baling state highway rights-of-way. The agency's policy requires, among other things, landowners to apply for permits to mow or bale the rights-of-way, and prompted swift criticism from rural Minnesotans.

In addition, the bill requires MnDOT to work with agricultural and environmental groups in the coming months to develop recommendations on a permit or notification system for mowing and baling in the highway rights-of-way. These recommendations, which will be required to include landowner priority and ease of application, must be presented to the legislature early next year.

The bill now heads to the desk of Gov. Mark Dayton, who is expected to sign it into law.

Legislative Spring Break

As many MSCA members wrap up calving and shift into spring planting season, we would encourage everyone to continue to communicate with elected officials while they are visiting their home districts during the upcoming Legislative Spring Break. Beginning on April 7, policy makers will return to their home districts to meet with constituents and recharge before the final weeks of the 2017 session. The time away from the Capitol will be very valuable for legislators because they're able to spend more time in their districts, listening to the opinions of constituents. The voices of farmers and rural interests do matter!

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MDA launches new Cropland Grazing Exchange

Program connects crop and livestock farmers to improve soil health

The Minnesota Department of Agriculture (MDA) has just launched the Cropland Grazing Exchange. The new online tool seeks to connect crop farmers and livestock farmers to improve soil health.

Livestock are an integral part of achieving optimal soil health. They convert forages to more available forms of nutrients and help break up residue material and stimulate soil microbial activity. As crop producers have become more specialized, the lack of livestock impact has become evident in declining soil health.

"The Cropland Grazing Exchange is a simple solution to a sometimes complex issue," said MDA Program Administrator Kelly Anderson. "Modern agricultural tools like portable watering systems, temporary fencing, and remote solar energizers make it possible for livestock producers to graze their herds on a short-term basis. That gives livestock farmers

more grazing options, and it also helps stimulate soil health for crop farmers. It's a win-win."

The online tool allows crop and livestock farmers to register their location by township and provide basic information about their fields or livestock. An interactive map shows available grazing sites and livestock herds. Registered users may contact each other to initiate a conversation about grazing agreements.

Visitors to the Cropland Grazing Exchange website will also find information about writing a grazing lease, guidelines on herbicide restrictions, and other considerations for custom grazing.

For more information and to register, visit <http://www.mda.state.mn.us/cge> or contact Kelly Anderson at 320-808-4424.

The Cropland Grazing Exchange was created in



partnership with the Minnesota Department of Agriculture, the Minnesota Natural Resources Conservation Service, and the Sustainable Farming Association of Minnesota.

New Process for Submitting Permit Reports and Feedlot Registrations

The Minnesota Pollution Control Agency (MPCA) feedlot program has created an e-mail account for submitting permit annual reports and feedlot registrations from counties outside the delegated country program.

The reports may be submitted to: FeedlotSubmittal.pca@state.mn.us. NPDES or SDS permit annual reports are due March 1. The form is available on their website. The MPCA encourages everyone filing to download the document (wq-f3-22b), fill out the Word version and e-mail the completed report as a PDF document.

All land application records for the 12-month period starting September 1, 2015, through August 31, 2016, must be submitted as part of the report and on the included forms. For farms that do not transfer manure, land application records can also be generated and submitted using the MPCA excel based Manure Management Planner under Create Crop Year Records. A link to the planner is also located on the MPCA website. Failure to submit annual reports by the March 1 deadline may result in an enforcement action from the MPCA.

<https://www.pca.state.mn.us/quick-links/feedlot-program#annual-report-211c9907>



House unanimously passes omnibus agriculture finance bill

By Jonathan Mohr – MN House of Representatives Information Services

Rep. Rod Hamilton, chair of the House Agriculture Finance Committee, discusses provisions of the omnibus agriculture finance bill during House Floor debate April 5. The bill passed 134-0. Photo by Paul Battaglia

Money for farmer-led councils that could prompt more buy-in to the state's buffer program is included in the omnibus agriculture finance bill passed by the House 134-0 Wednesday.

Sponsored by Rep. Rod Hamilton (R-Mountain Lake), HF895/ SF780* would appropriate more than \$118 million in General Fund spending during the upcoming biennium to fund the Department of Agriculture, Board of Animal Health and Agricultural Utilization Research Institute. As debate began, Hamilton successfully offered a delete-all amendment to insert the language of HF895. The bill will now travel back to the Senate where Sen. Torrey Westrom (R-Elbow Lake) is the sponsor. It was passed 42-25 by that body March 30. A conference committee is expected to work out the differences.

After a brief outline of the bill's contents, Hamilton's request to fellow members was equally succinct. "Friends, I would simply ask for your support," he said. While offering praise for the bill, and for Hamilton's work, Rep. Jeanne Poppe (DFL-Austin) said the legislation could have been better with increases in funding for several programs and for the Department of Agriculture. During committee hearings, agency officials expressed concern about funding in areas such as plant pathogens and pollinator decline, as well as increased operating costs that could impact their delivery of services. However, Poppe ended her remarks by noting the bipartisan work that had been done and once again praising the result. "Today, as we showcase the importance of agriculture, the members of Democratic-Farmer-Labor Party stand with our colleagues across the aisle in support of a good bill," Poppe said.

Farmer councils

The appropriations include \$1.5 million for grants to the farmer-led councils, which would work to develop best management practices and prioritized lists of projects to help improve water quality. By giving agricultural producers a louder voice in the process, proponents hope there will also be more buy-in as deadlines to implement buffers, or alternative water-quality practices, draw closer.

The funding would primarily be used to hire coordinators who would work with the councils to help farmers identify and take advantage of all the state resources and private help available. The groups may also help farmers create more customized solutions for individual situations.

Safety group established

The bill also includes language that would formally establish a Farm Safety Working Group. The 16-member organization would consist of government, agriculture and citizen members who would advise the department and Legislature on farm safety issues and coordinate improvement efforts.



What else would HF895 do?

The bill also includes measures that would:

- appropriate up to \$2 million for the University of Minnesota to research the causes of avian influenza and prevention measures that can be taken;
- establish a new pollinator habitat and research account, and appropriate \$500,000, for pollinator research work at the University of Minnesota that would include identifying best practices and establishing habitat beneficial to pollinators;
- require the Department of Agriculture to notify relevant media and post notice online when a weed on the state's eradicate list is confirmed for the first time in a county;
- appropriate more than \$2 million to streamline the food safety regulatory and licensing experience for regulated businesses and decrease inspection delinquencies;
- appropriate \$1.1 million in grants to Second Harvest Heartland for the purchase of milk to distribute to food shelves and other charitable organizations;

. . . continued on page 7

Klobuchar, Franken and Bipartisan Group of Senators Urge President Trump to Prioritize Opening Chinese Markets to U.S. Beef

U.S. Senators Amy Klobuchar and Al Franken, and a bipartisan group of senators, have sent a letter to President Trump asking him to prioritize reopening China's market to U.S. beef in his discussions with Chinese President Xi Jinping this week. The Senators also underscored the quality of U.S. beef and the importance of expanding trade to increase economic opportunity for farmers and ranchers.

"Opening this market to U.S. producers would create substantial opportunities for farmers and ranchers across the country as China has an import market in excess of \$2.5 billion and is the second largest importer of beef in the world," the Senators wrote. **"The current environment of low commodity prices further emphasizes the significance of trade to U.S. farmers and ranchers and the beef industry overall."**

"We are confident that given a level-playing field, U.S. farmers and ranchers can compete successfully and increase exports in any foreign market," the Senators continued.

In addition to Klobuchar and Franken, the letter was also signed by U.S. Senators Jerry Moran (R-KS), Heidi Heitkamp (D-ND), Todd Young (R-IN), Cory Gardner (R-CO), John Cornyn (R-TX), Dianne Feinstein (D-CA), Pat Roberts (R-KS), Joe Donnelly (D-IN), Mike Enzi (R-WY), John Barrasso, M.D. (R-WY), Bill Nelson (D-FL), Michael Rounds (R-SD), Tammy Baldwin (D-WI), John Boozman (R-AR), Tim Kaine (D-VA), Roger Wicker (R-MS), Michael Bennet (D-CO), Rob Portman (R-OH), Claire McCaskill (D-MO), Roy Blunt (R-MO), Mark R. Warner (D-VA), Joni K. Ernst (R-IA), Catherine Cortez Masto (D-NV), Thom Tillis (R-NC), Rand Paul (R-KY), James Risch (R-ID), Tom Cotton (R-AR), John Thune (R-SD), John Hoeven (R-ND), Luther Strange (R-AL), John Kennedy (R-LA), Mike Crapo (R-ID), Chuck Grassley (R-IA), James Inhofe (R-OK) and James

Lankford (R-OK).

The full text of the letter is below:

Dear Mr. President:

We write in advance of your upcoming summit with President Xi Jinping and urge you to raise the critical issue of U.S. beef being denied access to China's market since 2003. We request that you prioritize reaching an agreement that reopens China's market to U.S. beef during your meetings with President Xi and direct all relevant federal agencies to do the same.

As you know, China lifted its ban on U.S. beef last September, but technical barriers remain and U.S. beef has yet to gain access to the Chinese market. Opening this market to U.S. producers would create substantial opportunities for farmers and ranchers across the country as China has an import market in excess of \$2.5 billion and is the second largest importer of beef in the world. As 95% of the world's consumers live outside of the U.S., expanding access for U.S. beef into China and elsewhere is critical for the long-term growth of the agricultural economy and communities across the U.S. The current environment of low commodity prices further emphasizes the significance of trade to U.S. farmers and ranchers and the beef industry overall.

The U.S. produces the highest quality of beef in the world, and ensuring that U.S. beef is treated fairly and foreign tax and regulatory barriers are lowered is of utmost importance. We are confident that given a level-playing field, U.S. farmers and ranchers can compete successfully and increase exports in any foreign market.

Thank you for your consideration and we look forward to working with you and your administration to open the Chinese market to U.S. beef.

MSCA Comments on GIPSA Rules

The Minnesota State Cattlemen's Association submitted comments to the USDA to withdraw the Grain Inspection, Packers and Stockyards Act interim final and proposed rules. The rules stand to threaten market incentives and could ultimately cost \$954 million to the cattle industry.

Two proposed rules and one interim final rule came out on December 20, 2016, one month before the end of the Obama Administration. The interim final rule regarding the scope of the Packers and Stockyards Act and the proposed rule regarding undue preference and unjust treatment have a direct negative impact on the cattle industry.

Alternative Marketing Arrangements (AMAs) reward cattle producers for producing the quality beef consumers demand. Under the interim final rule, USDA or a producer no longer needs to prove true economic harm but rather one only needs to say that he or she was treated "unfairly" to sue a packer or processor. AMAs have allowed cattle producers to identify markets that allow them to receive a premium for investing in superior genetics and utilizing value added production methods. The use of AMAs has spurred

... continued on page 16

Finance bill . . . continued

- appropriate up to \$1 million to develop and expand urban youth agricultural education and urban agriculture community development;
- expand and increase compensation for the Farm Advocates program, which provides one-on-one assistance to farmers facing a crisis due to financial or weather-related problems;
- appropriate \$350,000 for reimbursement payments for destroyed or crippled livestock during Fiscal Year 2017;
- appropriate \$250,000 to fund management of the industrial hemp pilot program; and
- appropriate \$150,000 for the tractor rollover protection pilot program and eliminate the cost-share requirement for schools that want to buy and install a rollover protective structure.



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2017 MSCA Cattlemen at the Capitol Event a Success

The 2017 MSCA Cattlemen at the Capitol event was held on March 15th, 2017. MSCA members met with 22 legislators while in St. Paul. In addition to hill visits, members met with the Minnesota DNR and Minnesota Department of Agriculture to discuss cattlemen's priorities. MSCA BOD members also presented a Minnesota Beef Industry update to the House Agriculture Policy committee to share Minnesota beef industry economic impact data, as well as recognize MSCA members who have received national awards.

Policy priorities discussed that day included regulatory reform, transportation, property taxes, health care, public grazing and wildlife management.

Below are a few photos to highlight the day's events. Thank-you to everyone who took the time out of their schedules to join us in St. Paul. Additionally, thank-you to all of the legislators and their staff for their time that day. For additional details about MSCA priorities, contact Ashely at mnsca@mnsca.org.



Representative Rod Hamilton



Representative Jeanne Poppe



Representative Paul Torkelson



Senator Bill Weber



Senator Gary Dahms



Minnesota Beef Industry Update in the House Ag. Committee



Senator Mark Johnson



Senate Majority Leader Paul E. Gazelka

Farm Bill, Trade & Endangered Species Act Top Issues on Capitol Hill

The National Cattlemen's Beef Association held its annual legislative conference in early April in Washington D.C. to discuss pertinent issues and bring national agricultural concerns and priorities to the forefront of congressmen and senators from Minnesota.

Leading up to the Hill visits, MSCA members had the opportunity to learn more about the current priorities with a policy briefing, hearing from members of the NCBA team members who work in the Washington D.C. office. Top issues discussed included international trade, 2018 Farm Bill, Endangered Species Act

and Tax Reform.

In addition to legislative briefings and hill visits, MSCA members heard from the Commodity Futures Trading Commission, the White House Economic Council, EPA Administrator Scott Pruitt, USTR Trade Representative Sharon Bomer, USDA-APIS Administrator Dr. Jack Shere, Ambassador Ahn Ho-Young of South Korea, FSIS and the FDA.

MSCA members met with all 10 Minnesota legislative offices.



Representative Collin Peterson



Representative Jason Lewis



Representative Rick Nolan



Representative Tom Emmer.



Senator Al Franken



Senator Amy Klobuchar

MN DNR Deer Management Plan Update:

The DNR has been spending the month of February hosting public comment meetings on the 7 primary goals of the planning committee. At the end of March the committee will meet and go through the comments and then will start the work of providing our recommendations to the DNR. Currently, the plan is to look at each goal individually per meeting that we have.

The 7 goals are as follows:

Topic 1: Healthy Deer

Goal: Ensure a healthy deer herd by monitoring and addressing deer health and associated impacts to resources.

Topic 2: Deer population management, monitoring and research

Goal: Manage deer adaptively, considering

both biological and social information in decision-making.

Topic 3: Communication, information sharing, public involvement and accountability

Goal: Effectively communicate with and involve the public in deer management efforts. Evaluate management based on establishing performance measures.

Topic 4: Hunter and non-hunter satisfaction

Goal: Consider biological and social dimensions of deer management decisions. Incorporate recruitment and involvement efforts to ensure hunting and other deer-related recreation opportunities exist for future generations.

Topic 5: Healthy Habitat

Goal: Maintain healthy habitat by managing for an appropriate number of deer, and by protecting and enhancing habitat.

Topic 6: Impacts of deer on other resources

Goal: Address negative impacts of deer to the land, resources and other species.

Topic 7: Funding for deer management

Goal: Ensure sufficient and cost-effective funding for deer management.

As the real work starts with the discussion of each topic and providing the DNR with the committee recommendations I encourage anyone that has thoughts on the above topics to reach out to me. My cell number is 320-761-6614 or my email is brennyfarms@hotmail.com

BQA . . . continued from page 1

Wulf Cattle has an extensive social media presence that focuses on promotion of the beef industry and beef products. They have accounts on Instagram, Facebook, and Twitter. In 2015, Wulf Cattle hired a reputable nutritionist to publish a blog post on all of their social media outlets featuring a beef recipe in honor of National Beef Month.

"We are passionate about sharing our story and helping consumers learn about beef production practices, always focusing on the "why" we operate the way we do." Robyn Metzger

Congratulations to Wulf Cattle for their outstanding efforts! To view the 2017 National BQA award winners videos, and for more information about the BQA program visit www.BQA.org. **If you would like to be nominated for a BQA award, or if you know of a fellow cattlemen who would be an outstanding nomination for a BQA award, please contact Ashley Kohls, Minnesota BQA Coordinator at mnbeefbqa@mnbeef.org.**

Award History: The National BQA Award recognizes outstanding beef, marketer and dairy producers that best demonstrate animal care and handling principles as part of the day-to-day activities on their respective operations. A common trait among all contest entrants must be a strong desire to continually improve BQA on their operations while encouraging others to implement the producer education program.

National BQA award winners are selected by a committee of representatives from universities, state beef councils and affiliated groups. Nominations can be submitted by any organization, group, or individual on behalf of a U.S. beef producer. Individuals and families may not nominate themselves, however, the nominees are expected to be involved in the preparation of the application.

Four National BQA Awards (Beef Cow-Calf and Feedyard, Dairy, and Marketer) are funded in part by The Beef Checkoff program with additional financial support provided by Cargill Meat Solutions. The program promotes beef quality assurance in all segments of the industry, including commercial cow-calf, seedstock, stocker operators, feedlots and dairy operations.

The BQA Educator Award is sponsored in part by The Beef Checkoff program with additional financial support provided by Boehringer Ingelheim Vetmedica.

Ag-Friendly . . . continued from page 1

management of federal lands. Growing up in a logging and rail town near Glacier National Park, Ryan has had a lifelong appreciation for conserving America's natural beauty while honoring Teddy Roosevelt's vision of multiple-use on our public lands. He has consistently led the efforts to renew the Land and Water Conservation Fund in Congress, and has also been a firm advocate for our nation's sportsmen to gain access to our public lands with the SCORE Act and SHARE Act. Zinke also coauthored the Resilient Federal Forest Act, which initiated new reforms for revitalizing America's timber towns and preventing wildfires by emphasizing the collaborative process.

Recently U.S. Department of Interior Secretary Ryan Zinke addressed the livestock grazing industry during the annual Public Lands Council's legislative fly-in, in Washington D.C. Secretary Zinke said the agency hasn't been the best neighbor, but he will be holding the agency accountable and will restore trust in the department.

"We're going to manage our properties just like you (ranchers) would manage your private lands," said Zinke. "Washington D.C. needs to understand that we work for the people, not the other way around."

MSCA is excited about these newly appointed leaders, along with their understanding and appreciation of the American farmer.



Ryan Zinke rides a horse to work on his first day as U.S. Department of Interior Secretary.



Family members and employees of Wulf Cattle accepted the BQA award at the 2017 NCBA Best of Beef Breakfast in Nashville, TN.

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— Lonnie Cramer

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The Glacial Ridge Cattlemen's Association invites you to visit the beautiful and historical Glacial Ridge area that was formed when the Wadena Lobe of the last glacier ceased to move and melted 30,000 years ago. What remained after the massive amounts of ice melted is the distinctive hill and lake appearance of the region.

Originally inhabited by the Dakota people and then later by the Ojibwa. Wildlife and buffalo took advantage of the glacial hills and depressions with many depressions forming small freshwater lakes.

Today, the region is vastly agricultural with many of the hills and valley's not able to be farmed being grazed by cattle. We welcome you to the Glacial Ridge!

Tour locations include:

Clear Springs Cattle Company...

Jim and Twyla Wulf are not only a tour location, but the headquarters of the event as well. They raise registered Simmental and SimAngus cattle. Native prairie restoration projects, cover crops, spring-fed water tanks and a new bull facility will be highlights of the tour stop.

Redhead Creamery...

The Jennisenn's milk cows in a freestall barn and utilize a methane digester. To add value to their dairy operation, their daughter Elise Sjostrom, added an on-farm cheese plant & store!

Bar J Ranch...

The Reed family will show you how their K-Line irrigation system works and how they utilize cover crops in their registered angus & lowline operation. You will also be introduced to Goat Ridge Brewery, makers of a local craft beer!

Bakko Brothers, Inc...

We will tour the shop of Bakko Brothers, Inc, the premier dealer of Haybuster engine mount tub grinders & trailer mount tub grinders. They also work with JUG waterers, Tow Champion Rope, rock pickers & more.

Highland Acres Cattle...

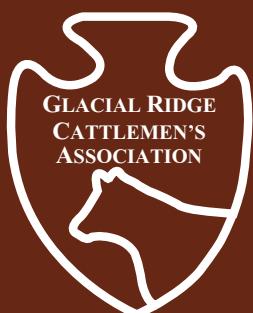
The Anderson family prides themselves on raising quality registered Simmental cattle. Their foundation is built on superior SimGenetics from nationally renowned heifers and sires. Our hope is that Jenniges Meats of Brooten will also be on site. They specialize in on-the-farm processing.

Public Grazing Lands...

We will visit government owned parcels of land that are open to public grazing. You'll see how it works and what it looks like.

In the works...

We are currently in the process of seeking a location for a potential forage demonstration.



Hosted by the Glacial Ridge Cattlemen's Association

For more information, please contact:

**President Jake Reed at 320-429-0983, Kelly Anderson at 320-808-4424,
Jim Ostlie at 320-444-1113 or email us at glacialridgecattlemen@gmail.com.**

Visit our Facebook page or MNSCA website for tour info and forms. 

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MN CattleWomen Honors

At the Minnesota Cattle Industry Convention in December, the MN CattleWomen announced their CattleWomen of the Year, Friend of the CattleWomen and Lifetime Achievement Awards.

It was the first time we awarded the Friend of the CattleWomen award and it was given to the Minnesota State Cattlemen Association because of their great partnership with the MN CattleWomen. The Friend of the CattleWomen award is given to a person, group or organization that promotes and educates about beef and works with the CattleWomen to promote the beef industry. The MSCA are always there to support us, they share a percentage of the profits from the action at the convention, they give us booths at the convention and the summer tour, we share a booth at MN Beef Expo. Thank you again to MSCA for their great partnership with the MN CattleWomen!

This year, we also award a Lifetime Achievement Award which was given to Judy Tollefson for all she has done for the MN CattleWomen over the years. She was always promoting beef and taking on leadership roles. Many CattleWomen have benefited from Judy's mentoring skills also. This quote says a lot about who Judy is: "I followed Judy as state president in 2004. One of roles of the president was representing Minnesota at the ANCW annual meeting and summer conference. This was all new to me as I hadn't had the opportunity to attend national meetings before. Judy was my patient and caring mentor that first year; helping me make my way through the maze of activities and expectations. She was a great roommate—even loaning me her lipstick when I discovered I'd forgotten mine and helping me find a cosmetic store near the hotel." Juanita Reed-Boniface Thank you, Judy!

Our Cattlewomen of the Year was Penny Zimmerman. Penny has lead the MN CattleWomen in many different roles and she has always been a great advocate of education. Penny has always been educating young students about beef cattle. Penny has also served as Region 3 Director for ANCW and lead the region well which lead her to her newest position in the American National Cattlewomen (ANCW) organization. Penny Zimmerman, Foley, MN is leading ANCW as the organization's 66th president. Zimmerman is the first-ever ANCW president from Minnesota. She and her husband Bill own and operate One Penny Ranch, a Charolais, Angus, Simmental seedstock herd in north central Minnesota. They also custom feed a few hundred steers and heifers annually. Last spring Penny retired from 28 years of teaching elementary students. The theme for Zimmerman's year as president is "Alone we can do so little. Together we can do so much," a quote from Hellen Keller.



Penny Zimmerman was named president of the American National Cattlewomen at the ANCW Annual Meeting in Nashville, TN in early February.

NCBA . . . continued from page 3

down the value chain in the form of higher calf prices and improved profitability for cattlemen and women. Today, trade interruptions and challenges in foreign markets have reduced that value, but trade is still critically important to the success of our business. We must ensure Foreign Market Development and Market Access Programs are fully funded in the final farm bill next year.

Finally, during my time before the subcommittee, I made it clear that NCBA members and the vast majority of cattlemen and women remain opposed to government involvement in the marketing of cattle or beef. Despite election year rhetoric which may have spilled over into the new administration, it's important that members of Congress understand the damage that could be done through vehicles such as Grain Inspection, Packers and Stockyards Administration's (GIPSA's) interim final rule on competitive injury.

The GIPSA rule, if implemented, could lead packers to offer one price for all cattle, regardless of quality or other factors which we use to determine and differentiate value today. We believe this rule would eliminate value-based marketing programs and negatively impact producers, making it more difficult to provide the types of beef products that consumers are clamoring for.



MSCA Exec. Ashley Kohls & MBC Exec. Karin Schaefer had the opportunity escort Certified Angus Beef President, John Stika, on a tour of Minnesota Beef farms that feature Angus Cattle.

BIG OR SMALL GOVERNMENT REGULATIONS & INDUSTRY ISSUES EFFECT US ALL.

WE ARE HERE FOR YOU!
RENEW YOUR MEMBERSHIP TODAY!



Members of Dairyland Beef Producers proudly served roast beef sandwiches at the 35th Annual AgriNews Farm Show in Rochester!

GIPSA ... continued from page 9

innovation within the beef industry and allows cattlemen and women to produce beef that fits into value added markets and meets the expanding demands of today's consumers.

"With the challenges seen in the cattle market over the past two years, there is a need for additional markets and marketing opportunities, not less. Members of the Minnesota State Cattlemen's Association have worked hard over many generations, and invested considerable time to distinguish and add value to their cattle so they can receive a premium for these cattle and their genetics. They have relied in AMAs as a way to guarantee a return on their time and financial investment." - MSCA President Krist Wollum

Much like the interim final rule, this proposed rule introduces more litigation opportunities into the cattle marketing system. The unfair practices and undue preferences provisions in the proposed rule are vague, allowing for broad interpretation and making compliance difficult.

"The provisions in the proposed rule on unfair practices and undue preferences are extremely vague and ambiguous, broad interpretation is likely and compliance will be difficult. While GIPSA made changes to these rules as compared to the original proposal from 2010, it fails to provide any more certainty, and therefore continues to threaten AMAs." - MSCA President Krist Wollum

To read the entire set of comments submitted, please sent a request to mnsca@mnsca.org.

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 _____

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Type Ops: Feeder Cow-Calf Seedstock Stocker Dairy Associate

Method of Payment: Check Credit Card Invoice Me

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

Return Form & Payment To: MSCA Treasurer

P.O. Box 12, Maple Plain, MN 55359

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Questions Call: **(612) 618-6619** or email: mnsca@mnsca.org

MN State Cattlemen's Association Dues \$50

Junior Dues \$25

Local Cattlemen 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

Total Dues Enclosed This Membership _____