



# The Minnesota Cattlemans

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

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## Minnesota Farm Honored For Outstanding Environmental Stewardship

Landuyt Land and Livestock in Walnut Grove, Minn., has been selected as one of six regional honorees of the Environmental Stewardship Award Program (ESAP). The award, announced during the 2018 Cattle Industry Summer Business Meeting on Aug. 1, 2018, recognizes the operation's outstanding stewardship and conservation efforts. This year's regional winners will compete for the national award, which will be announced during the Annual Cattle Industry Convention in New Orleans, La., in February 2019.

Established in 1991 by the National Cattlemen's Beef Association to recognize outstanding land stewards in the cattle industry, ESAP is generously sponsored by Corteva Agriscience™, the Agriculture Division of DowDuPont™; McDonald's; USDA Natural Resources Conservation Service (NRCS); U.S. Fish and Wildlife Service; and the National Cattlemen's Foundation.

"Cattlemen and women everywhere understand that the land, air and water resources in their care are the cornerstone of their success and they are only stewards of those resources for a short time," said NCBA President Kevin Kester. "Each of us understands the importance of improving those resources and leaving them better for future generations. This year's nominees are outstanding examples of what is possible for the beef industry and they serve as an inspiration for producers everywhere to continue improving their stewardship practices."

Landuyt Land and Livestock has roots going back to 1928. Today, father and son George and Mike work together to care for their crops and cattle. The operation originally was a dairy farm, but Mike's grandfather also had beef cattle. He exited the beef business in the 1950s and it took until 1999 for Mike to bring the cattle back to the farm. Since then Landuyt Land and Livestock has built a hoop barn and a monoslope barn.

**"Our operation is a fourth-generation cattle feedlot and farm. We have about 2,200 acres of crops and about 700 cattle on feed at a time,"** said Mike Landuyt. **"We feed all our cattle under roofs here and it works well for us. It keeps the environment steadier for the cattle and we have zero run-off from the barns."**



On the crop side of the farm, the Landuyts use a reduced tillage system to prevent erosion. To protect water quality they have installed buffer zones along their fields to prevent run-off. They have intensified their soil sampling to better apply their crop inputs and to make sure they are properly utilizing the manure as a valuable fertilizer.

A significant challenge on the farm is controlling erosion due to rainfall. The Landuyts have partnered with NRCS to build 15 water retaining structures. The basins are there to control heavy rains and most of them can hold a 6-inch rainfall. The basins hold the water and slowly release it back into the stream by a metered system.

We are able to treat the water in the watershed before it gets to the stream. That's important for the streams and rivers here in Minnesota, and they are getting better all the time," said Brian Pfarr, Resource Specialist, Soil and Water Conservation District. "It's because of

people like Mike and the Landuyt family; they are practicing better management."

From crops to cattle, everything works together on Landuyt Land and Livestock and it's clear that the family tradition of doing what is right for the land is in good hands. The goal is to have the farm be around for at least another 90 years."

Take care of the earth," according to George Landuyt. "Sure, it will take a little bit of money, but if it's going to save the soil and the earth you just need to do it."

**Congratulations to the Landuyt Family!**



## Minnesota DNR 2017-2018 Wolf Population Survey Data Released

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NEWS - TIME SENSITIVE MATERIAL



Results from the Minnesota Department of Natural Resources' 2017-2018 wolf population survey were released on Monday, September 24th. Wildlife managers say Minnesota's gray wolf population remains stable and healthy.

The midwinter survey put the state's population at 2,655 wolves and 465 packs. Given the survey's margin of error, the DNR says that's

statistically unchanged from last winter's estimate of 2,856 wolves and 500 packs. DNR large carnivore specialist Dan Stark says long-term trends demonstrate that Minnesota's wolf population is fully recovered.

**Minnesota's wolf population remains well above the state's minimum goal of at least 1,600 wolves and also above the federal recovery goal of 1,251 to 1,400. The DNR has consistently managed wolf populations at levels that exceed both state and federal minimums.**

The wolf population survey is conducted in mid-winter near the low point of the annual population cycle. A winter survey makes counting pack size from a plane more accurate because the forest canopy is reduced and snow makes it easier to spot darker shapes on the ground. Pack counts during winter are

assumed to represent minimum estimates given the challenges with detecting all members of a pack together at the same time. A winter count also excludes the population spike that occurs each spring when the number of wolves typically doubles immediately following the birth of pups, many of which do not survive to the following winter.

The DNR's goal for wolf management, as outlined in the state's wolf management plan, is to ensure the long-term survival of wolves in Minnesota while addressing wolf-human conflicts. Minnesota continues to have no direct management responsibility for wolves now because a federal district court ruling in December 2014 returned Minnesota's wolves to the federal list of threatened species. The U.S. Fish & Wildlife Service manages all animals on that list.

To find survey results from previous years, visit [mndnr.gov/wolves](http://mndnr.gov/wolves).

### Current Wolf Delisting Legislation Efforts

MSCA will continue hitting this issue hard on Capitol Hill and we encourage you to do the same with your respective representatives. During a department of interior hearing in late September, MSCA provided written testimony regarding our continued support for ESA reform and delisting legislation. If you have any questions or need any additional information, please don't hesitate to contact Ashley Kohls at [ashley@mnsca.org](mailto:ashley@mnsca.org).

**Wolf . . . continued on page 7**



**KRIST WOLLUM**  
President, Minnesota State  
Cattlemen's Association

Where has the time went? It doesn't seem possible that the end of my term is only a few months away. It feels like it was only a little while ago a certain someone pulled me aside at the convention and said "I think you would do a good job as president, so let's just put you on the ballot?" And here we are 6 years later and still standing. I can't thank everyone enough for the things that have been done to help me along the way. We truly have a good team all the way from our regional directors to the past presidents and past board members that continue to come and help with all of our events. I have said this many times, this is my extended

family and I couldn't have asked for a better group to be involved with! With that said, I also want to give a big thank you to my family that has put up with me being gone a little more than normal! Especially to Mark and Jon for doing the work while I tried to do my job.

Some of you were able to attend the quarterly meeting at our farm, thank you for making the trip and spending your afternoon with us. Ashley did an amazing job getting may current legislators and candidates to come spend time with us. Both of our candidates for governor were extended an invitation to join us and we were fortunate enough that Jeff Johnson was able to make the trip. He has shown a strong interest in helping our industry going forward, it was comforting to hear a different tone towards agriculture. Doug Wardlow, running for Attorney general also joined us, he too seemed to be interested in helping protect the rights of agriculture. We were also very fortunate to have Representative Collin Peterson join us and give a little insight on the progress of the farm bill and some other issues going on in D.C. Also there were local

representatives that came to tell us there positions and let us know they are doing their best to support us in St. Paul.

There are still a lot of issues to stay on top of here at home and in D.C. I have not heard any more about the ditch mowing dates, we were supposed to be reconvening our group to have further discussions but all is silent. We are also always looking at ways to develop better grazing opportunities on state lands. There are some situations that are working and we hope to continue down that road. At the national level, we are working hard to make sure the correct wording is put on the label of what I will call fake meat. We have seen the importance of this from what has happened to our friends in the dairy industry. We will continue to work on making sure that doesn't happen to us. The issue of delisting the timber wolf seems so easy to see and explain, and every trip to D.C. it's the same story, yes you are right they should be taken of the list and put back in our states control. Easy enough right?? But we just can't seem to get there, I know I'm not the first one to feel this frustration and

I'm afraid I won't be the last.

One last thing, before convention, try to go to at least one neighbor or friend and tell them what a great organization we have. Let them know the good things we are trying to get done and ask them if they would support us in our efforts by joining with us and becoming a member of the Minnesota State Cattlemen's. We need the membership to continue to grow so we can show our elected officials that we have a strong voice and need to be listened to. If we all go do this, we could easily grow our membership to 2000 members! Just think of the statement we would be making to the people in St. Paul if we told them we just about doubled our membership because we the farmers care about what is happening to us out here in the country. I will be excited to see how many of you will do this, it's not that hard, it just takes a little time. Most people will respond positively once they hear how much work we all do to protect our way of life, which by the way is a damn good one!!

Thank you all for everything you do to keep this world fed!



**GRANT BINFORD**  
Chairman, Feeder Council

Greetings from Southwest Minnesota! As I write this, we are putting up earlage amongst the mud holes. At our quarterly board meeting in September, I learned there are some parts of

the state that could use some rain but we are definitely not one of them. Chopping season has without a doubt been a trying one with excessive rain on top of a wet soil profile going into harvest but it appears that the crop, at least in our area, has still developed into a large yield despite the growing season we had. God has truly blessed us once again.

As mentioned earlier at our quarterly board meeting in September, there were many topics discussed but one important topic coming up this fall is our midterm elections. Many of the regulations and rules that impact us on our daily lives and businesses are decided by these people we elect. We

had the opportunity to talk to some of these candidates one on one at our board meeting and there is a stark contrast between candidates that will be supportive to us and those that will not. I know fall is a busy time to stop and take the time to vote but there is a great opportunity to change the dynamics of the governor seat, attorney general and other campaign races by casting our vote.

As long as we're talking politics, there have been some agreements with NAFTA trade but still waiting on any agreements with Chinese trade. To this point, the beef industry has seen little impact from this and demand still appears to

be holding very strong for our product.

This is also the time of year new calves are entering feedlots in our state. It appears the feeder cattle prices are very strong with cheaper corn values and what appears to be some optimism in this coming marketing year.

As we all move through harvest, we pray everyone can stay safe in the busyness of the season and that our weather could become more favorable for harvest conditions and for health of calves entering feed yards this fall.



**JIM WULF**  
Chairman, Cow/Calf Council

We are at the time of the year when most of us harvest the fruits of our labors. We are either harvesting our crops for feed or to sell on the markets, and the cow/calf producers

are weaning their spring-born calves. At the time that I penned this letter, our calves have been weaned for a month and the bulls that we will be feeding to sell are moved to the bull growing facility. We use the pasture fenceline weaning system and on day four when the calves are done bawling we move them home from all the pastures and co-mingle them. We have very good results with this system.

There are a lot of different ways to market your calf crop and everyone needs to find a system that works for them. I encourage you to remember the calves when you decide your weaning and marketing

plan. Try to come up with a very low-stress system for the calves. Some old cowboy logic is that "you do what's best for the cattle and they will take care of you!"

Speaking of different ways to market cattle and handle cattle, reminds me of something I learned 30 years ago at a Young Cattlemen's Conference put on by MSCA. We were told at that Conference that Agriculture is such a small segment of the people that we cannot afford to criticize any segment of Ag to try to make our method or system look better. We just need to focus on marketing Agriculture as a whole. It is a very large market

out there with a lot of different consumers wanting different products. If you choose to try to fill one niche in this market, like organic, grass fed, grain fed, natural or any other, just build on your market share and don't run down the other one. Just be glad the people are eating Beef. The other thing we need to be Thankful for is that we live in America and we have so many choices we can make on how we want to produce and market our products.

Everyone have a safe fall and harvest and I look forward to having you all come to our part of the state for Convention!

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**Minnesota Cattleman**  
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**ROYALEE RHOADS**  
Cattlewomen President

Fall is in the air and it's my favorite time of year. My grandmother used to say each season meant something different and fall meant it was time to reap the benefits of your hard work throughout the year. One of the many colors is the rich golden color of corn and soybeans when they are picked. She used to say they were golden, like gold.

It was a busy August for the MN CattleWomen and the MN Beef Ambassadors. Penny Zimmerman represented the MN CattleWomen at the Farm Camp at Wulf Creek Dairy in Northfield. Farm Camp is a day where third graders come out to a farm and learn all about agriculture. We shared the beef production story, played beef bingo and talked about how cattle are upcyclers. They can eat many things we cannot, so they keep them from going into a landfill. They also eat by-products such as grain distillers, sugar beet pulp and some fun things such as pumpkins and apple and orange peels.

Another great beef ambassador experience at the Great Minnesota Get-Together otherwise known as the Minnesota State Fair. Royalee Rhoads and Minnesota State Beef Ambassador Emilee White had a great time talking beef in the Moo Booth on Saturday, September 1. A big thank you goes out to Emilee White, Minnesota State Beef Ambassador, and her family! During our time in the Moo Booth, Emilee and her family brought over her steer that she brought to the state fair, so people could touch and ask questions about.

Minnesota Beef Ambassadors, Britney Loerzel, Emily Ward and Emilee White all were very busy at the MN State Fair. Here are just a few highlights: Britney and Emily Ward both showed on 4-H Weekend and both Emilee White and Emily Ward showed FFA/Open Class Weekend. Emilee White had the 4th Overall Steer in the FFA Beef Show and was Overall Champion Steer Showman. Emily Ward was a 4-H State Beef Ambassador this year at the fair. Britney Loerzel was busy showing and helping in the ring for the MN 4-H Beef Shows when she was not in the ring. This beef ambassador team not only are great advocates for the beef industry, but they also are great team players. These kids rock!



Emilee White with her steer, her parents and her sister Jenna who is also a former MN State Beef Ambassador



Britney Loerzel showing in the 4-H Beef Show at the MN State Fair.

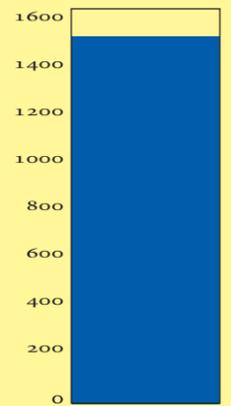
## Don't Forget to Renew Your Membership!

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 2017. Looking forward to 2018, 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)

MSCA Membership Goal



## 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 2018. If you are interested in learning more about the Beef Alliance program, contact the MSCA office at 612-618-6619 or visit [www.mnsca.org](http://www.mnsca.org).

### Prime

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

### Choice

- Central Livestock
- Wieser Concrete
- Artex Manufacturing
- Elanco

### Select

- Summit Livestock Facilities
- Purina Animal Nutrition
- Phileo Lasaffre\*
- Anez Consulting, Inc
- Zoetis

\* Indicates giving above base level for that category!



Emily Ward (center), welcoming University of Minnesota College of Food, Agricultural and Natural Resources Sciences Dean Brian Buhr.

Whether you are harvesting or fall calving, may this fall bring you much bounty.

## MSCA Boots on the Ground

The MSCA members and board of directors have been busy over the past few months! To keep up with the daily activities of MSCA and the MSCA board of directors - like us on Facebook, follow us on Twitter (@CattlemenMN) and sign up for our E-Newsletter. Be sure to use the MSCA hashtag #CattlemenMN when sharing all of your story!



## Steak Fest

The Minnesota Beef Council presence was a natural fit at the Keg & Case Croix Valley Foods Steak Fest which was held August 4, 2018. This festival was a free one-day celebration of all things steak! It was held at the new Keg & Case West 7th Market on the grounds of the historic Schmidt Brewery complex in St. Paul, MN. The festival featured free live entertainment throughout the day, food and craft vendors, local beers, one of the world's largest Steak Cookoff Association sanctioned steak competitions, grilling demos and more. We talked beef with attendees, and they had the chance to play Beef Toss and win a nice beef gift basket.

Tattoo Bob West from Omaha, NE was the Grand Champion Winner at the The Croix Valley Foods Steak Cookoff & Appetizer Challenge. When Bob was asked what it takes to cook a \$5,000 steak, his prize, this is what he said:

"First you have to pick a good steak, that's as important as anything else. Then I use a liquid marinade...can't tell you what's in it. Next, I use my dry rub, once early and again before I cook it. Last is cooking to a perfect medium and letting it sit the right amount of time before turn in. The two most important things are, steak selection and hitting the temperature you want."

They also had a kid's competition with No Name Burgers. Hanna Lauer won the kids competition. The Minnesota Beef Council awarded a new spatula to all of the "Kid's Cook" competitors.



## Minnesota State Fair

This year's state fair was a success on many levels! With record-breaking crowds and a total attendance just over two million people, we were able to visit with many consumers and producers in both our booth and in the livestock barns. The Minnesota Beef Council booth was located in the Dairy Building on Judson Ave and we had lots of great interaction. Our booth this year centered around beef's great nutritional benefit to help boost your workouts. Attendees who visited the booth had the chance to win an Apple Watch. They would spin the wheel and whatever exercise it landed on they would have to do that exercise for 20 seconds to be entered to win. We also gave away "Beef it's What's for Dinner" phone wallets for doing the exercise or asking beef questions of the team in the booth. We also offered recipe brochures and cut charts. Dr. Renee Korczak PhD, RDN, CSSD, our registered dietitian was also in the booth some days to answer all nutrition questions of people visiting the booth. The staff also helped with the 4-H Beef Shows.



## Hy-Vee Promotion

The Minnesota Beef Council partnered with Hy-Vee to feature beef as the Dietitian's Pick of the Month for September. September is also National Family Meals Month. Created by the Food Marketing Institute (FMI), National Family Meals Month in September is an industry-inspired movement to raise consumer awareness of the health and societal benefits of sharing frequent family meals. Research shows that children who share regular family meals benefit from better grades, improved nutrition, stronger family relationships and higher self-esteem, and they are less likely to use drugs and alcohol.



The dietitians will feature these 5 reasons to eat beef on their in-store Dietitian flyers and displays.

- ✓ Start Strong - Beef provides infants, children and adolescents with a unique

bundle of nutrients – high-quality protein, iron, zinc, choline, selenium and vitamins B6 and B12 – all essential for growth and development.

- ✓ Age Strong - Protein-rich foods like beef help to build and maintain muscle, which is critical to helping older adults live independently as they age. Paired with regular physical activity, beef helps preserve muscle mass and function over time.
- ✓ One 3 oz. serving beef provides 25 grams protein, about 50% of your Daily Value, that supports strong, lean bodies.
- ✓ Beef's 10 essential nutrients including protein, zinc, iron and B vitamins, fuel you and your family for an active lifestyle.
- ✓ Families can enjoy the great taste of beef at any meal occasion, including tailgates with kabobs or beef sliders.

The dietitians will have beef recipe cards featuring the Hoisin BBQ Kabobs with Pineapple Salsa, Beef and Vegetable Fried Rice and Philly Beef Cheese Steak Sandwiches. They will also have social media posts around beef as their pick of the month and they will use the three recipes for Simple Fix Class recipes.

As part of this promotion, some of the local dietitians and Royalee Rhoads, Director of Industry Relations, at the Minnesota Beef Council crashed some of the Vikings Tailgaters at both of the home games in September. They were looking for tailgaters who were doing a great job cooking beef. We then asked them questions about the beef, and Hy-Vee rewarded them with a coupon for a free Beef Meal Kit, while we gave them a brand new grilling spatula.

## Minnesota Top of Class

We recently held our third session of Minnesota Top of Class. This session was centered around the final stage of beef which is the retail and food service end. This is an area most of the class was not familiar with. We started by hearing from the co-founders at Midwest Pantry, Zoie Glass and Chad Gillard. Midwest Pantry unifies Minnesota's local food creator community, as they are a Minnesota food entrepreneur and they help Minnesota food businesses grow smarter and faster by encouraging bold thinking and promoting practical business solutions. Participants then heard from Annette Maggi, MS, RDN, LD, FAND about clean labels, sustainability, and food marketing.

For dinner that night, we did a team-building exercise at the Kitchen in the Market.

Kitchen in the Market was created as a shared space in order to meet the commercial kitchen needs for their catering company. They decided if they were going to build a giant kitchen, they should have a cooking school too. We divided the group into teams to make three different beef dishes: Ground Beef Empanada with Olives, Raisins, Pistachio, Tenderloin Stuffed with MN Corn, Feta, Cilantro with Chimichurri Sauce and Romanesco Sauce; Ramen Salad with Flank Steak, Vegetables and Greens.

Day 2, we visited a Whole Foods Market to look at their store and compare it to other grocery stores. We had the group pay attention to the way they market their products and specific wording they use compared to other grocery stores. Next, they got to tour J & B Group in St. Michael and see how they make some of their products and tour the distribution warehouse.



## Retail/Food Service Tour

On September 17 and 18th, the Minnesota Beef Council hosted a Retail/Food Service tour. The attendees were from Sysco, a food distribution company. Sysco has many different offices throughout the world and the attendees were from the Twin Cities, St. Cloud, Fargo/Moorhead and Baraboo, WI offices. We partnered with Certified Hereford Beef for this tour.

On Monday, September 17, thanks to two wonderful farm families, we were able to take this group to two Minnesota beef farms. First, we visited Lawrence Herefords in Princeton, where Brian and Marytina Lawrence shared their story about how they raise Hereford cattle, what cattle eat, how genetics are selected and how they use AI in their breeding program. They even got to see what a semen straw looked like. Next, they visited Schiefelbein Farms, where Don and Jennifer shared their family's farm story. Here, they got to see calves being worked, what a feedlot is like and study embryos under the microscope.

On Tuesday, September 18, the group got to hear about the great resources and information that the Minnesota Beef Council can provide to them. Next, they toured the Buckhead Meat facility in St. Cloud which is part of Sysco. Buckhead Meat is one of the industry's largest and most reputable meat purveyors to Sysco customers. Their passion to source, age, hand-trim and deliver is backed by rigorous quality and safety specifications. Dr. Ryan Cox and his team from the University of Minnesota Meat Lab cut down a Shoulder Clod and Chuck Roll

for the attendees and answered questions. We are fortunate to have such a great partner in the University of Minnesota Meat Lab who is always willing to do cutting demos for us.



# MSCA is Seeking Nominations for the 2018 Cattlemen of the Year

### Purpose

The purpose of the Minnesota Cattleman of the Year Award is to publically 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 Cattlemen's and Cattlewomen's Dinner Banquet at the MSCA convention.

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 publically 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.

### Mail completed nomination form & any supporting documents to:

Minnesota State Cattlemen's Association  
 Attn: Cattlemen of the Year Award  
 P.O. Box 12, Maple Plain, MN 55359  
 Email: ashley@mnsca.org

## Cattleman of the Year Nomination Form

### Nomination Paperwork Due November 9th

Nominee's Name \_\_\_\_\_

Phone: \_\_\_\_\_

Mailing Address \_\_\_\_\_

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

Wife's name (if married) \_\_\_\_\_

Children's Name(s) \_\_\_\_\_

\* \* \* \* \*

(1) Resident of the State of Minnesota?  Yes  No

(2) Member of the Minnesota State Cattlemen's Association?  
 Yes  No

(3) Is currently or has been an active cattle producer in the State of Minnesota?  Yes  No

(4) Is nominee a member of a local cattlemen association?  yes If yes association name? \_\_\_\_\_

(5) Brief description of nominee's current cattle related operation, business or past operations that qualify them as a cattle producer.  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**\*\*\*Note: Attach additional pages if necessary to fully answer the following question**

(6) Significant contribution(s) to the cattle industry made by this individual that would merit selection as Cattleman of Year.  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**\*\*\*Note: Attach additional pages if necessary to fully answer the following question**

(7) Provide examples of the nominee's promotion of the Beef Industry.  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**\*\*\*Note: Attach additional pages if necessary to fully answer the following question**

(8) Provide examples of positions of responsibility held in the Beef Industry by nominee.  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**\*\*\*Note: Attach additional pages if necessary to fully answer the following question**

(9) Provide examples of positions of responsibility held in the local community by nominee.  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**\*\*\*Note: Attach additional pages if necessary to fully answer the following question**

(10) Attach copies of any letters of support, references, testimonials, honors or other information that would have further bearing on this candidate's worthiness for selection as Cattlemen of the Year.  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Individual or Cattlemen's Association making nomination: \_\_\_\_\_

Address \_\_\_\_\_

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

Phone Day \_\_\_\_\_

Email \_\_\_\_\_

I certify that to the best of my knowledge the info provided herein is accurate and correct.

Signature \_\_\_\_\_

Date \_\_\_\_\_

**Wolf . . . continued from page 1**



9/25/2018

The Honorable Paul Gosar  
 Chairman of the Committee on Energy and Mineral Resources  
 1324 Longworth House Office Building  
 Washington, D.C. 20515

Dear Chairman Gosar:

On behalf of the members of the Minnesota State Cattlemen's Association, we would like to express our support for the Endangered Species Act Package. Minnesota is home to 16,000 beef producers that generate \$4.9 billion dollars of economic activity in the state. **Minnesota is also home to the largest population of grey wolves in the lower 48 states.**

Prior to December of 2014, the state of Minnesota implemented a proven wolf population control program. A minimum population of 1,600 wolves had been set as the benchmark before re-enlisting them into the Endangered Species Act. The current estimated population jumped 25% in 2017 to nearly 3,000 wolves, well above this established number and proof that the grey wolf has recovered and further proof that the current ESA process need reforming.

According to the U.S. Fish & Wildlife Service, the purpose of the ESA is to protect and recover imperiled species and the ecosystems upon which they depend. While we agree that this is an important goal, data indicates that fewer than 2% of the species listed under the Act since its inception have been successfully recovered. What was originally intended to be a wildlife recovery program has instead become an arena for outside groups and individuals to take control over proper policy making.

As a result, groups across the political and conservation spectrum have called for updates to the ESA aimed at solving these problems. Stakeholders including local governments, environmental interest groups, and industry leaders continually call on Congress to make the ESA work for the 21st Century by putting more decision-making authority in the hands of the locals who interact with species most frequently.

This Endangered Species Act Package takes a critical step forward in modernizing the ESA by giving more power to state and local governments to make decisions based on their area's unique landscapes, individual needs, and conditions on the ground. This emphasis on local involvement ensures that those with firsthand knowledge of a habitat area can provide critical insights to the creation of recovery plans. Furthermore, local governments are the best equipped to predict, assess, and quickly react to changing conditions for the benefit of species.

For generations, Minnesota farmers and ranchers have been dedicated to improving landscapes where livestock and wildlife can co-exist. These same farmers and ranchers have grown frustrated by the lack of commonsense ESA implementation, and having to deal with the consequences that result when outside interests who are not directly impacted the rapid growth of poorly managed wildlife populations push policy without sound science. Minnesota has demonstrated it can effectively administer recovery plans that are workable and produce favorable results.

The Minnesota State Cattlemen's Association thanks you for your time. As a group of cattlemen who are directly impacted by the failed ESA system, we urge swift passage of the bills included in this Endangered Species Act Package.

Sincerely,

Krist Wollum  
 President, Minnesota State Cattlemen's Association

**MBC Board Meeting**

The next Minnesota Beef Council Board of Directors Meeting is scheduled for Monday, November 12 in Maple Plain, MN.

Minnesota Beef Council Events

October 18-21 – Minnesota Beef Expo

November 12 – Minnesota Board of Directors Meeting

November 13 - BQA Certification Meeting

Location: Haas Livestock: 28701 Rochester Blvd, Randolph, MN 55065

Time: After feeder cattle sale, approximately 3:00 p.m.

November 14 - BQA Certification Meeting (Hosted by Lanesboro Sale Commission & Fillmore County Cattlemen's Association)

Location: Mable Community Center: 201 Main St S; Mabel, Minnesota 55954

Time: Meeting will start at 6:00 p.m.

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With nearly 7,000 members, the Minnesota Corn Growers Association (MCGA) is one of the largest grassroots farm organizations in the United States. Join MCGA today! Visit [mncorn.org](http://mncorn.org).



# 2018 Minnesota Cattle Industry Convention and Trade Show

December 7<sup>th</sup> & 8<sup>th</sup>— Arrowwood Resort in Alexandria, MN

**Thursday, December 6th**

2:00 p.m.-5:00 p.m. MSCA Policy and Resolutions Committee Meeting

6:00 p.m. Exhibitor/Sponsor Appreciation Dinner

**Friday, December 7th**

8:00 a.m.-6:00 p.m. Registration Open

8:00-11:00 a.m. Trade Show Set-up

9:30-10:00 a.m. Cow/Calf and Feeder Council Meetings

10:00 - 10:15 Regional caucus meetings for new director nominations. (1, 5, 7 & 9)

10:30-11:30 a.m. MSCA Quarterly Board of Directors Meeting

11:00 a.m. Trade Show Opens

Noon-1:00 p.m. Lunch & Welcome: Krist Wollum - MSCA President & Jennifer Houston, NCBA President-Elect

**National Corn Growers Educational Series**

1:30 p.m.—2:00 p.m. Right to Farm: BMPs for protecting yourself from activists and nuisance lawsuits - Matt Berger - Agriculture Attorney, Gislason & Hunter, LLP.

2:00 p.m.—2:30 p.m. A path forward: A panel of Millennial and others with zero farm exposure. Moderated by House Ag. Finance Committee Vice-Chair Tim Miller

2:30p.m.—3:00 p.m. Manure and Cover Crops: The When, Where and How of Manure Application to Balance Cover Crop Nutritional Needs - Melissa L. Wilson, Ph.D. Assistant Professor and Extension Soil Scientist

3:00 p.m.—3:30 p.m. Research Update - New and current research projects with the U of M Beef Team.

3:30 p.m. - 5:00 p.m. Trade Show, Afternoon break & Networking

5:00 p.m.-5:30 p.m. President's Social in the Trade Show

5:30 p.m.- 8:20 p.m. **Best of Beef Banquet:** Dinner, Ceremonies and Auction

8:30 p.m. - till the cows come home **Entertainment:** and hospitality rooms.

**Saturday, December 8th**

7:30 a.m. Registration Open

7:30 a.m.-9:00 p.m. Breakfast Briefing:  
Bruce Kleven, MSCA Legislative Advisor  
Danielle Beck, Director of Government Affairs NCBA

9:00 a.m. Trade Show Open

9:00 a.m.-10:30 a.m. MSCA Annual Meeting

9:30 a.m.- Noon Minnesota Cattlewomen Annual Meeting

10:30 a.m.-Noon Dedicated Trade Show Time

Noon-1:30 p.m. Lunch & Keynote: Trade Trends and Growing Markets - Greg Hanes, VP for International Marketing and Programs, U.S. Meat Export Federation

*\*Keynote sponsored in part by MSCA, MBC and MDA Market Development Grant*

## Meet your Speakers:



**Matt Berger**  
Agriculture Attorney  
Gislason & Hunter, LLP



**Rep. Tim Miller**  
Minnesota House of  
Representatives



**Melissa Wilson, PhD**  
Assistant Professor  
U of M Soil Science



**Bruce Kleven**  
Legislative Advisor  
MSCA



**Danielle Beck**  
Director of Gov. Affairs  
NCBA



**Greg Hanes**  
VP of International  
Marketing  
USMEF



**For more information  
and to register:**

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

**Call: 612-618-6619**

**Email: [mnsca@mnsca.org](mailto:mnsca@mnsca.org)**

# Ranching For Profit Workshops with Dave Pratt



The Sustainable Farming Association and multiple co-sponsors are hosting a workshop series with nationally known sustainable agriculture expert Dave Pratt from Dec. 10-14 in locations around Minnesota.

Pratt has a tool box full of simple but effective facilitative processes that have earned him a reputation for helping people get to the heart of the problem and find win-win solutions. The workshops:

### The Three Secrets for Increasing Profit

See if your ranch is really a business or just a low-paying, physically-demanding job.

Learn the difference between economics and finance and why economics always comes first.

Discover the only three things that any business can do to increase profit.

Use the RFP benchmarks to find out which one applies to your business right now.

**Dec. 11** – Redwood Falls

**Dec. 13** – Thief River Falls

**Dec. 14** – Floodwood

### Cattlemen vs. Grassmen: The In's and Out's of Cell Grazing

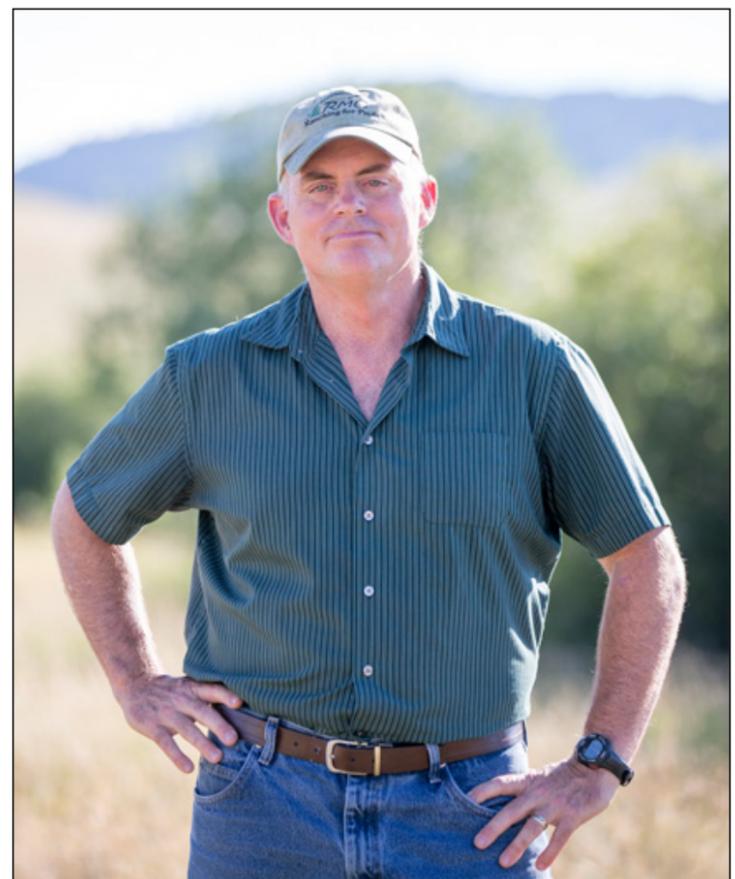
See why the most profitable cattlemen are grassmen first.

Find out if your ranch is structured to work with, or to fight, nature.

Learn the five essential principles of cell grazing.

Discover how you can increase productivity, reduce your workload and increase profit.

**Dec. 12** – Staples



**Registration information coming soon at [sfa-mn.org/soil](http://sfa-mn.org/soil).**

Thanks to our co-sponsors:



## Support Animal Agriculture Disease Preparedness in the 2018 Farm Bill

*MSCA President, Krist Wollum, submitted the following op-ed to metro media outlets and Minnesota's legislators to remind them of the importance of the Food and Mouth Vaccine Bank in the 2018 farm bill.*

With the September 30th, 2018 Farm Bill deadline looming, agricultural producers across Minnesota are anxiously watching for signs of progress. The Farm Bill authorizes many programs designed to support farmers and ranchers. But one new provision deserves special attention from lawmakers: the creation and funding of a Foot-and-Mouth Disease (FMD) Vaccine Bank.

Cattle producers are all too familiar with the potential consequences of a disease outbreak. Back in 2001, producers in the United Kingdom suffered severe financial losses after FMD spread rapidly in cattle, sheep, and pigs. The disease does not impact human safety or the safety of our food supply, but the consequences are severe for animal agriculture and producers. By the time the English FMD outbreak was over, 6 million animals were dead, and the United Kingdom suffered economic losses of more than \$16 billion.

On my operation, keeping cattle healthy is a top priority. I work closely with my veterinarians, nutrition professionals and others on my team to provide the best possible care for my cattle each and every day. Still, the efforts of dedicated individuals may not be enough in the case of a national outbreak like the one seen in the United Kingdom.

To adequately prepare for such a scenario and protect Minnesota's beef industry, producers and veterinarians agree that the U.S. must improve its ability to rapidly respond to animal diseases. The FMD Vaccine Bank would be a step in the right direction. Minnesota's beef industry contributes \$4.9 billion and 47,300 jobs to Minnesota's economy. In terms of cash receipts in the state, beef cattle were second only to hogs and had higher cash receipts than dairy and poultry.

Under the status quo, the current vaccine bank is shared with Mexico and Canada. The amount of vaccine would not be enough to cover the needs of cattle and hogs in two counties in SW Minnesota, let alone three countries who share borders. If an FMD outbreak were to occur, the U.S. would not be able to quickly acquire enough vaccine to effectively respond. Current language in the 2018 Farm Bill changes that, directing the U.S. Department of Agriculture to establish and maintain a rapidly-deployable FMD Vaccine Bank with the capacity to develop a sufficient quantity of vaccines in a timely manner.

Industry groups, like the Minnesota State Cattlemen's Association, have requested that Congress provide \$150 million annually for five years to get the

Foot and Mouth Disease Vaccine Bank up and running. It is a large sum of money, but it must be weighed against the potential consequences and economic losses of an outbreak.

A study release by Iowa State University concluded that an uncontained FMD outbreak in the United States would cost the beef and pork sectors more than \$128 billion over ten years. Corn and soybean farmers would also be impacted, losing \$44 billion and \$25 billion, respectively. Overall employment would fall by about 1.5 million jobs.

Beyond the FMD Vaccine Bank, other programs under consideration in the Farm Bill would make important contributions to animal disease preparedness. The Animal Pest, Disease and Disaster Prevention and Response Program (APAD) and funding for the National Animal Health Laboratory Network, are both critical components of the U.S. response infrastructure as well.

Altogether, the 2018 Farm Bill can make significant improvements in animal disease preparedness. These programs are responsible investments in the future health of our agricultural economy. Federal lawmakers would be wise to support and fully fund them.

Kindest Regards,

Krist Wollum

Beef cattle and crop farmer - Yellow Medicine County, MN

President – Minnesota State Cattlemen's Association

### President Trump Signs Spending Bill with Continuing Resolution (CR) Funding Through December 7, 2018:

Reminder: Transporters of livestock and insects are not required to have an ELD.

The statutory exemption was extended through December 7, 2018, by the continuing resolution and will remain in place until further notice. Drivers do not need to carry any documentation regarding this exemption. The Minnesota State Cattlemen's Association will continue to work with legislators to find a permanent fix to this issue.

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# Minnesota State Cattlemen's Association and Performance Livestock Partner to Support Cattlemen

The Minnesota State Cattlemen's Association (MSCA) and Performance Livestock Analytics have formed a partnership to bring Cattle Krush, a marketing tool to aid cattlemen from all sectors of the beef industry gain insights to ensure profit opportunities are not missed, to MSCA members.

"We recognize livestock plays a major role in production agriculture, yet it remains underserved in data management programs." – Dustin Balsley, COO – Performance Livestock Analytics

This services, typically \$75/month or \$900/year, will be free to all MSCA members!

Cattle Krush ensures buying and selling decisions are made with real time data. Set profit goals, receive text alerts, and connect your advisors to your profit alerts all in one, simple to use app. Cattle Krush is designed to assist buying and selling decisions by calculating profit opportunities from the Chicago board of trade futures markets in feeder cattle, live cattle and corn.

"With recent market volatility and shrinking margins within the beef industry, whether you're marketing feeder calves or fat cattle, identifying all potential profit opportunities is crucial to the viability of your farm or ranch." Krist Wollum, President – Minnesota State Cattlemen's Association.

The "Auction" tool within the Cattle Krush program calculates real-time profit margins to help both the cow/calf producer and the feedyard owner ensure feeder cattle asking prices are profitable for the ranch owner and competitive for the feedyard owner. This function can be utilized in the auction barn, with online auctions and in straight off the ranch sales. In addition to the auction advisor tool, cattlemen benefit from the "My Lots" function. This function allows the feedyard to import cattle currently on feed to track and monitor profit opportunities. "My Lots" will also send you a text and email alert if a profit opportunity is achievable on a group of cattle. This function also allows the cow/calf producers, bankers and commodity brokers to monitor feedlot margins to assist in setting fair feeder cattle prices.

Visit [www.mnsca.org](http://www.mnsca.org) to sign up or renew your MSCA membership and to learn how to enroll in the Cattle Krush program.



### How to Sign up:

- Membership: Cattle Krush is FREE to Minnesota State Cattlemen's Association members.** To join or renew your local association and Minnesota State Cattlemen's Association membership, visit [www.mnsca.org](http://www.mnsca.org).
  - Members will receive the enterprise level of Cattle Krush for free. This program is valued at \$75/month or \$900/year for non members.
- Cattle Krush Enrollment:** Visit the Performance Livestock Analytics website, [www.performancelivestockanalytics.com](http://www.performancelivestockanalytics.com), or visit [www.mnsca.org](http://www.mnsca.org) and click on the resources tab.
  - Click on the Cattle Krush link at the top of the page, then click on the Sign Up button.
  - Complete the requested account information and click next.
  - Enter your credit card information.
    - IMPORTANT: If your membership is current with the Minnesota State Cattlemen's Association and you use discount code "mncattle", your credit card will NOT be charged!. If you allow your membership to laps, you will be contacted by Performance Livestock Analytics to inquire if you wish to utilize Cattle Krush at the non-member rate.
  - Enter discount code "mncattle"
  - Select the Enterprise plan.
- Thrive:** Benefit from industry leading policy development and legislative advocacy your membership in the Minnesota State Cattlemen's Association provides, and find market opportunities to better market your cattle or contracts with Cattle Krush.

For Cattle Krush questions and support contact Performance Livestock Analytics at 515-337-2187.

## MSCA Fall Board Meeting and Candidate Meet and Greet

MSCA President Krist Wollum hosted the fall MSCA BOD meeting on his farm near Porter, MN on Saturday, September 8th. At the conclusion of the board meeting, the Wollum family hosted local legislators and state wide candidates for a meet and greet. Attendees included gubernatorial candidate Jeff Johnson, attorney general candidate Doug Wardlow, and Congressmen Collin Peterson. State legislators included Chris Swedzinski, Joe Shoemaker and Cal Bahr.



Krist Wollum giving gubernatorial candidate Jeff Johnson and attorney general Candidate Doug Wardlow a feedlot tour.



Congressmen Colling Peterson sharing a hot-off-the-press farmbill update with MSCA members.

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<a href="http://performancelivestockanalytics.com">performancelivestockanalytics.com</a> <a href="http://www.cattlekrush.com">www.cattlekrush.com</a>			<b>FREE for Minnesota State Cattlemen's Association Members!</b>



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## USDA Agriculture Trade Retaliation Mitigation Package

USDA TRADE AID PACKAGE DETAILS ANNOUNCED

U.S. Secretary of Agriculture Sonny Perdue has announced details of actions the U.S. Department of Agriculture (USDA) will take to assist farmers in response to trade damage from unjustified retaliation by foreign nations. For more information about specifics of this agreement, visit [www.mnsca.org](http://www.mnsca.org).

Below you will find frequently asked questions regarding beef's position within this package.

**Question:** Why isn't beef on the list to receive a payment?

**Answer:** Beef exports, despite tariff levels, have not seen the direct and immediate negative market impact that other crops and livestock have in 2018. In fact, beef exports are near record levels. Beef export value averaged \$313.56 per head of fed slaughter in June, up 19 percent from a year ago.

**Question:** Won't the stall in pork exports cause an increased inventory of protein and negatively impact beef prices?

**Answer:** One aspect of the MFP is the Food Purchase and Distribution Program. This purchase will help offset the unexpected surplus of affected commodities, like beef. The package includes \$1.2 billion USDA purchases of commodities, \$15 million of that to purchase beef.

**Question:** Will I qualify for an MFP payment if I harvest my corn for silage?

**Answer:** Depends... The MFP payments will be based on how you certified your acres, regardless on how you actually harvest them. Example: If you certified 100% of your corn acres as grain, then all of your eligible corn crop qualifies for an MFP payment, even if a portion is harvested for silage. If you certified 50% of your corn acres for grain and 50% of your corn acres as silage, then only 50% of your eligible corn crop qualifies for an MFP payment.

# Advocating for Minnesota's Farms, Food and Future Get to Know A Greater Minnesota's Vision and Plan

A Greater Minnesota (AGM) is a coalition of organizations dedicated to good farms, food and jobs in the state. As one of the state's leading food and farms groups, we are part of AGM.

Through support of AGM, our goal is to make Minnesota a leading state in agriculture and a greater competitor in the global food economy. Minnesota is already an impactful food and ag state, but with the right candidates in our legislature and a partner as governor, we could be even better. And that will have a positive impact on our state and the 400,000+ Minnesotans working in the food and agriculture sectors.

In a recent survey conducted by AGM, more than 81 percent of Minnesotans believe it's in the best interest of our state to expand our food and farming sector into one of the nation's leaders. We wholeheartedly agree.

## The Plan

We're working hard to elevate Minnesota's food and farming sector. As part of this, we're asking candidates where they stand on issues that matter to our state. Candidate responses are shared with voters across the state, so they can make an informed decision on Election Day (November 6, 2018).

The issues in the 2018 plan include:

### 1. Make Minnesota a Leader in Farm/Food Research and Innovation

No one has all the answers for how to help sustain agricultural productivity, best protect our natural resources and develop even better food. We need more research and innovation to help find better solutions. We need a public-private research initiative that elevates Minnesota as a leader in research and innovation.

### 2. Support Clean Water

The farming, food and agriculture industries share the goals of all Minnesotans to protect our state's natural resources, including water quality. We need to help ensure Minnesota farmers have the resources to continue these practices.

### 3. Move Minnesota to Outcomes-Based Regulatory System

It's time to move to a new model of regulation – one that is smarter, less burdensome and less costly while retaining transparency. This new model should be focused on outcomes rather than process. It should start with protecting the environment while also accelerating opportunities for responsible business and farm expansions, quality jobs and other desired economic benefits.

### 4. Adapt Tax Policy that Stimulates Growth/Jobs

Minnesota needs a more competitive tax policy that supports the growth of current farms and food/agriculture companies, while concurrently stimulating the development of exciting start-up food companies and farming.

## Do Your Candidates Support Minnesota Food & Ag?

Find out which parts of the plan your candidates support by checking the candidates' page on [farmandfoodmn.org](http://farmandfoodmn.org). Additionally, learn more about the issues and why they matter to Minnesota on AGM's website – updated with all the latest information you, and voters across the state, need to know. Finally, "like" A Greater Minnesota on Facebook and Twitter (@farmandfoodmn) for voting info, fun facts and the latest AGM updates.

If you notice that any candidates in your area haven't responded to our vision and plan, use the easy tool on the AGM website to send those candidates a message asking them to participate, so you and your fellow Minnesotans can make an informed decision at the polls. And, of course, you can thank those who have already responded!

## Get Involved

If you're interested in helping us spread the word about AGM and this exciting vision, you can do so by sharing our social media posts and links to the candidates' page on the website with your friends, family, neighbors and more. And don't hesitate to make sure the people in your life understand why it's important for us to elevate Minnesota's farms and food.

## Go Vote!

What's the most important way you can help? VOTE. Do it at the polls on November 6 or vote early – check out the AGM website and social channels for more info on this. Know what matters to you and your candidates this election cycle and vote to elevate Minnesota.

Sidebar/Footnote AGM members include:





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**Cimpl's**   *Jim Ryan*  
 Yankton, SD » 605-668-4275  
*Lean Cows » Bulls*

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**LP**   *Bill Bartusch*  
 Long Prairie, MN » 877-300-9298  
*Lean Cows » Bulls*

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 2nd drive on right.

# Breeders Directory

## In the December issue

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It's \$125 per ad to be in the **Breeders Directory**. No where else can you reach thousands of cattlemen for only \$125. Each all-color ad is 2.5 inches by 2.5 inches. Plenty of space to promote bulls, open heifers, bred heifers -- your genetic program. Put your message to work at a time when beef

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**BONUS:** Your ad also qualifies for a 1-year extension of your subscription to the *Midwest Beef Producer* at NO ADDITIONAL COST!

**ADDED BONUS:** You will receive a \$100 credit towards any ad (Half page or larger) in 2019. **PLUS:** Prepay for your ad before November 16 and ad cost is only \$100!

**MATERIALS DEADLINE:** Ad materials must be at the publisher's office **by November 15**. Send completed ad in PDF format to [Ads@midwestbeefproducer.com](mailto:Ads@midwestbeefproducer.com). No Publisher or MS Word files accepted. Don't wait. Space fills up fast.

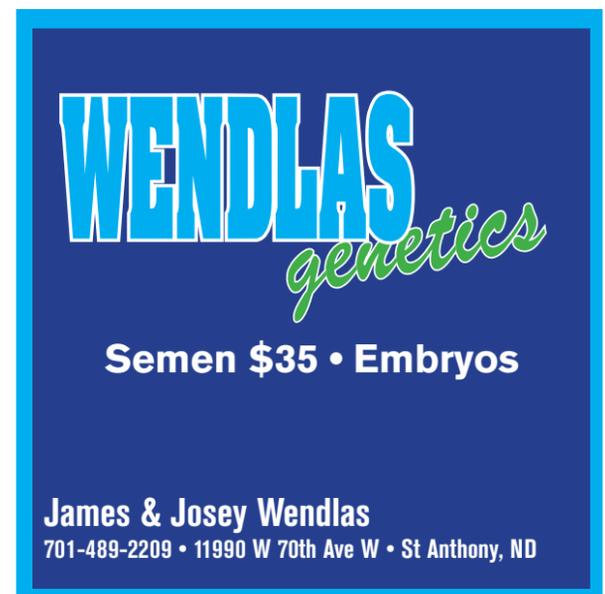
\*Payment of \$100 by check must be made before deadline to receive discount. After November 15, the price is \$125.

Send payment to: **Midwest Beef Producer, 634 Watson Avenue, Saint Paul, MN 55102-3910.**

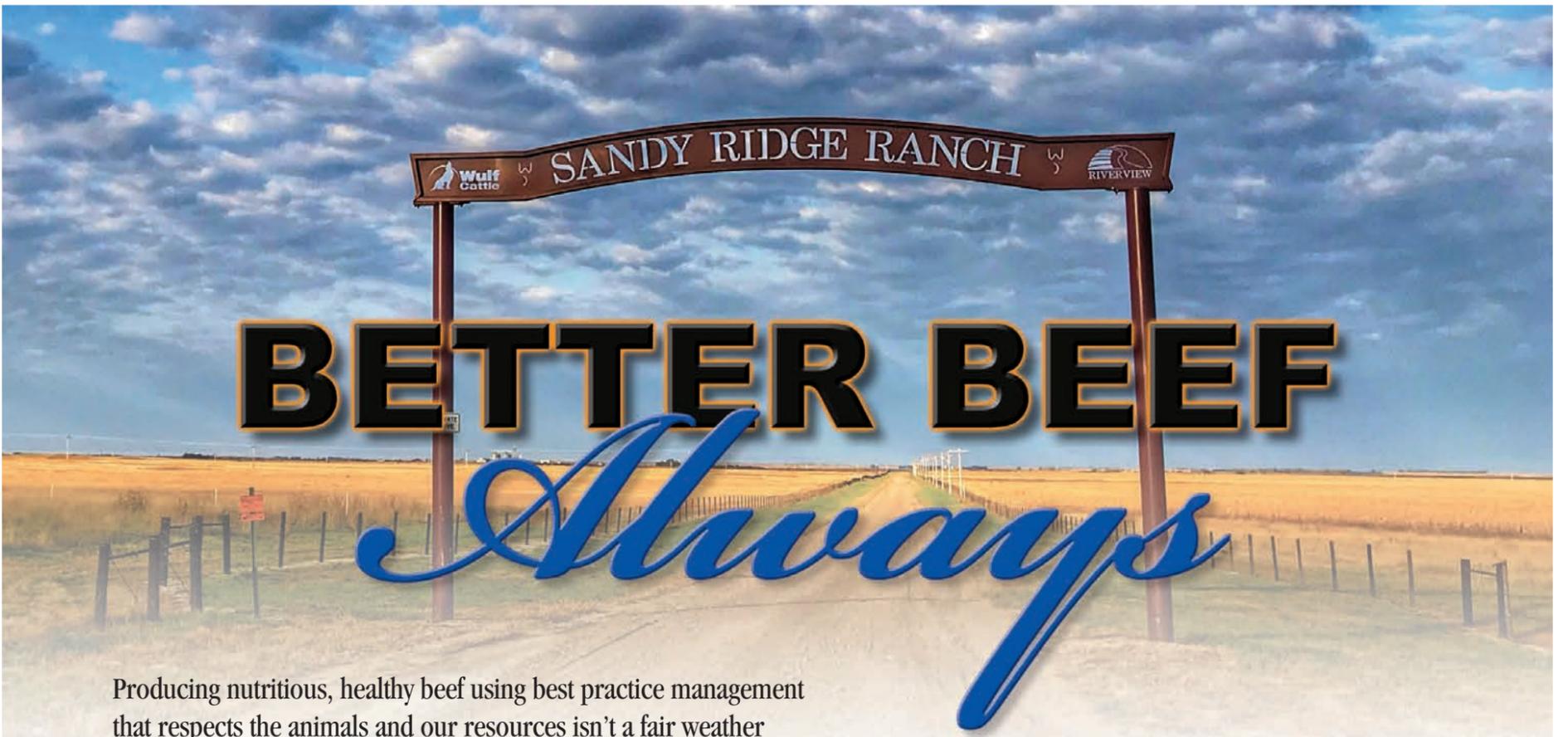
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Producing nutritious, healthy beef using best practice management that respects the animals and our resources isn't a fair weather business. Sustainable beef production is a 365 days a year, 24 hours a day business that requires enormous commitment to every detail. Wulf Cattle has been a trusted seedstock supplier and steward of the land for more than 50 years.

Reliable science based tools enable genetic progress. Our extensive cattle feeding and data collection provides real world information relative to quality and, more importantly, profitability. Success is a daily goal for Wulf Cattle and our customers. If you are interested in improving the quality of your product and being part of a value added supply chain, give us a call.

- Registered Limousin, Lim-Flex & Angus ■ Feeder Calf Procurement
- Value Added Branded Beef Opportunities ■ Feedlot & Carcass Data
- Source & Process Verification ■ Bull Selection Index
- Bull Retirement Program ■ Breeding to Feeding Dairy Beef Program

## NEW DATE & LOCATION!

# Wulf Cattle OPPORTUNITY SALE *of* 2019

Tuesday ■ March 19, 2019  
At Sandy Ridge Ranch ■ Atkinson, Nebraska

*Get Paid a Premium to Retire Your Herd Sire!*

### WULF'S FALL BULL RETIREMENT PROGRAM

Nov. 16 (2-5 p.m.) and Nov. 17 (8-11 a.m.), At The Depot, McLaughlin, South Dakota

- All breeds welcome except dairy breeds, Longhorns & Corrientes ■ Credit will be used at Wulf's 2019 Opportunity Sale

Ask us for more details at (320) 392-5802 or [Wulf@WulfCattle.com](mailto:Wulf@WulfCattle.com).



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Visit [www.WulfCattle.com](http://www.WulfCattle.com)



## Interested in Sharing Your Conservation Story?

MSCA is seeking any members interested in throwing their "name in the hat" for the 2019 Environmental Stewardship Award. Previous MSCA nominees have been an asset to helping share the conservation story of Minnesota's beef producers. If you are interested in applying, or if you know of a fellow cattlemen do great things - please contact Ashley at [ashley@mnsca.org](mailto:ashley@mnsca.org) or 612-618-6619.



Applications for the 2019 Environmental Stewardship Award are due in March 2019. Any individual/business who raises or feeds cattle is eligible for the award. We expect nominees to be involved in the preparation of the application helping provide needed information to complete the nomination.



The Winkelmann family sharing about the dairy beef industry in Minnesota.



Grant and Dawn Breikreutz discussing the benefits of rotational grazing while showing the group the diversity of grass species in their pastures.



Brandon Kerkhoff describing the differences in his barn types and why each one has their benefits.

## Trade, cattle and casserole:

Did you know that Japan is the number one destination of beef exported from the United States?

In September The Minnesota State Cattlemen's Association and the Minnesota Beef Council had the privilege of hosting a group from Japan. This group included a food blogger, a photographer, a writer for a Food/Wine magazine, a writer for a men's magazine and a magazine for women over 50 and a representative of the US Meat Export Federation (USMEF), all from Japan. Thanks to great partners with the Minnesota Beef Council such as Rancher's Legacy, Hy-Vee and Big Steer Meats, we were able to expose them to the processing sector of beef, what a United States grocery store is like and what a local meat market is all about. At Rancher's Legacy, they also got to try some delicious New York Strips and at Big Steer Meats, they got to try stuffed Tenderloin. They also heard about beef's great nutrition from Colleen Zenk.

MSCA also had the honor of introducing the visitors from Japan to Minnesota's beef cattle industry. Thank you to the Grant & Dawn Breikreutz (Stoney Creek Farm), the Winkelman family (5M Feeders) and Brandon Kerkhoff for taking time out of your day to show off your farm and answer questions! Our Japanese visitors got to see and experience the many diverse sectors of raising beef cattle in Minnesota.



Japanese guests learning about product used for grind at Rancher's Legacy.



Charlie, the Big Steer Meats, discussing innovative product in their cases.

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

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

Address \_\_\_\_\_

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

**Type Ops:**  Feeder  Cow-Calf  Seedstock  Stocker  Dairy  Associate

**Method of Payment:**  Check  Credit Card  Invoice Me

Credit Card Type:  Master Card  Visa  Discover

Card # \_\_\_\_\_

Expiration Date \_\_\_\_/\_\_\_\_/\_\_\_\_ Signature \_\_\_\_\_

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

Return Form & Payment To: MSCA Treasurer

**PO Box 12, Maple Plain, MN 55359**

Recruited By: \_\_\_\_\_

Questions Call: ☎ (612) 618-6619 or email: ✉ [mnsca@mnsca.org](mailto:mnsca@mnsca.org)