

# Annual Cattle Industry Convention Highlights Future of the Industry

The Minnesota State Cattlemen's Association (MSCA) is hosting the Minnesota Cattle Industry Convention at the River's Edge Convention Center in St. Cloud on Dec. 6-7. This year's theme is "Stronger Together."

"We are stronger as one unified voice, and cattle producers across the state need to work together and put aside our differences to accomplish common goals," says MSCA President Jake Thompson. "The convention

theme is based off this idea of teamwork within the beef industry."

Join the MSCA leaders during the Policy and Resolutions Meeting on Thursday, Dec. 5, from 2-6 p.m. at the convention center in the Wilson Suite. This is where crucial policy decisions are made which will guide the MSCA through their decision-making process throughout the year.

During this meeting, resolutions are brought forward to the MSCA from local cattlemen's associations throughout Minnesota. This policy process is grassroots in action.

The convention itself kicks

off Friday morning with registration opening at 8 a.m. You won't want to miss Friday and Saturday's educational topics, including Right Way, Right Time – Cull Cow Management; Return of Investment on Your Checkoff Dollar; Sustainable Opportunities in the Beef Supply Chain; Adding Value to Your Operation Through Hay Testing; Minnesota Policy Update; and more.

Bring the whole family along for the "Best of Beef Banquet" Friday night featuring a beef dinner, live auction and comic/magician entertainment by Jared Sherlock. The night is sure to be one for the books, and you just might

end up with some neat treasures off the auction.

Convention rounds off with Minnesota CattleWomen and MSCA meetings Saturday morning.

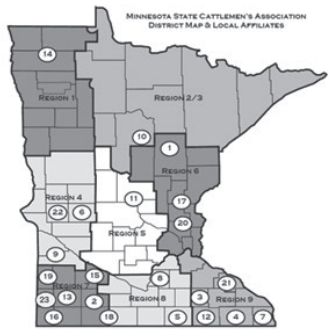
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For more information on convention and to register, visit [mnsca.org/convention](https://mnsca.org/convention).

The MSCA is a membership based nonprofit organization representing cattle farmers and individuals who are part of the cattle community in Minnesota.

### MSCA

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



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

Minnesota State Cattlemen's Association  
DISTRICT MAP & LOCAL AFFILIATES

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## Beef Belongs on the Plate



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Let Congress know to keep beef in Dietary Guidelines  
Send an email to your officials by visiting  
<https://p2a.co/xLDfn7V>



**KAITLYN ROOT**

Executive Director  
Office: 763-479-1011

Hello, MSCA members!

I hope this fall harvest season is treating you well. This time of year typically revolves around convention planning for me, and I am so excited for this year's Minnesota Cattle Industry Convention (MCIC) in St. Cloud on Dec. 6-7.

This year's convention theme is "Stronger Together."

As we reflect on this past year and the challenges we face in the beef industry, one thing is for certain, we are stronger together as one unified voice. The MSCA Board of Directors hopes you keep this theme in mind as you network with producers at convention and as you listen to the educational sessions.

At the end of convention, ask yourself, how can I use this information to work together with producers and better the industry?

I am thrilled about the speaker lineup we have to offer this year!

Have you ever wondered how Beef Quality Assurance

has helped the industry or what the National Beef Quality Audit has found that the beef industry still needs to improve on? Then be sure to attend the "Right Way, Right Time – Cull Cow Management" presentation Friday morning during the Cow/Calf Meeting.

Feeder Council Meeting attendees will learn about "Sustainable Opportunities in the Beef Supply Chain" and how to take advantage of the many opportunities out there. AgSpire will highlight the current landscape of sustainability programs in the beef industry and offer producers AgSpire's unique insight that comes from their relationships with several of the largest food companies in the U.S.

Cattlemen's Beef Board CEO Greg Hanes will discuss the return of investment on your checkoff dollar, and MSCA Legislative Consultant Bruce Kleven will update attendees on policy at the Capitol.

Convention attendees will also learn about hay testing and have the opportunity to attend both MSCA and Minnesota CattleWomen meetings.

You won't want to miss this year's convention. Grab a friend to attend as well!

To register or for more information, visit [mnsca.org/convention](https://mnsca.org/convention).

We will see you all in St. Cloud Dec. 6-7!

**JAKE THOMPSON**

President

Hello fellow cattlemen and cattlemen,

I hope you all have had the opportunity to take advantage of the beautiful fall that we have been having. This life and work are very enjoyable when mother nature cooperates. Hopefully everyone finds this to be a profitable year with

strong markets and cheaper feed.

Minnesota State Cattlemen's Association have been hard at work preparing for the upcoming cattlemen's convention on Dec. 6-7 at St. Cloud River's Edge Convention Center. The trade show is filling up and looks to be a great opportunity to find out about all kinds of different companies and products that can help make your operation more efficient and profitable.

Kaitlyn has lined up some great speakers that should bring insight into any operation and entertainment that should make for a great fun evening. Don't forget the auction and silent auction that is a huge hit.

Please go to the website or

Policy Pen to get registered today. It's always great to see and network with cattle producers from all over the state.

The federal government is developing the 2025-2030 dietary guidelines. Unfortunately, the scientists tasked with providing the recommendations have decided that Americans should reduce their red meat intake.

NCBA has created a link for you to be able to reach out to your members of Congress to tell them that beef belongs on the plate. MSCA also reached out to our Senators to flag this issue. Deadline is Dec. 9 to submit your comment through this link: <https://p2a.co/xLD-fn7V>. You can also find the link in the Policy Pen or on MSCA's Facebook page.

As we look toward the convention, I'm always reminded how important membership is. Since MSCA is a grassroots association, the resolution making process is very pivotal to our success.

I'd invite you to the Resolution Committee Meeting Dec. 5 from 2-6 p.m. at the Wilson Suite in the convention center. Here we take resolutions which have been submitted by local cattlemen's groups across the state and possibly adopt them to help guide MSCA in the future.

I hope you are able to attend convention and hope you will find a friend or two that would like to go along.

Until then, may your pastures stay plentiful and your fences stay tight.

**ERIC ZELTWANGER**

Cow/Calf Council Chair

Greetings fellow Cattlemen,

As I sit to write this article, I think back to what we have got done and plan to do in the coming weeks. We were blessed with great harvest weather (a super nice way to say it is DRY). We were pleasantly surprised with how good the crop was with a wet start and a dry finish.

We have to be thankful for what we have been blessed with for sure. The crop is in!

We have gathered some of the cattle up and moved to stalks with plans to get the rest in this coming week.

We have some yard work to do before freeze up (never ending). We will be doing preconditioning shots along with cutting the bulls we don't plan on keeping.

We like to do this while they are at the side of the cow to help with the stress of the project. We also start feeding the cows a bit so that the calves can be trained by the cows on eating out of a bunk.

These are little things that can pay off in the long run as your calves get ready to head down the production chain or stay in your yards to feed.

I will say it again this year just like last year. These calves have a chance to be

the highest we have ever sold. With that in mind we want to do everything to make that happen.

We want all the people in the beef industry to make money on these animals.

The cow/calf guy so he buys more cows or heifers (this cow herd will grow a little wont it??) The feedlot guy so that there are as many options to feed our calves as possible.

Also, we need to hope that the packer can make money on BEEF, as the packer, no matter the size we send to, have a lot of skin in the game. It can be easy to get discouraged with the big four in the packing industry, but they are doing a service that few want to get in (welcome to Capitalism). We need them, and they need our animals!

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### Minnesota Cattleman

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**ROSEMARY GUSTAFSON**  
CattleWomen President

As harvest season comes to a close, we are wrapping up 2024 and planning for 2025. On Sept. 28 we hosted an event in conjunction with Neogen covering biosecurity and disease management.

Dr. Nick Wagner and Kelly Montgomery joined us in Aitkin, providing hands-on demonstrations of proper injection techniques and pour on applications. A big shoutout to the Central Minnesota Cattlemen's Association for grilling up delicious burgers and serving lunch to our group of attendees and presenters!

The Minnesota Beef Expo was greatly successful! It is always fun to see so many youth enthusiastic about the industry and their families supporting

their passion.

The MN State Beef Ambassadors were a busy group during Expo, between showing, participating in all the fantastic Expo events and fulfilling Ambassador duties. They spoke at the symposium and actively engaged participants with an educational breakout session.

Additionally, they sponsored and judged the yearly coloring contest and led enjoyable educational activities for children in pre-kindergarten through sixth grade at the Calf Pen booth.

Their annual scholarship raffle was held. Congratulations to Ethan Carlson, who won the grand prize Sullivan "the Beast" blower, and to Samantha Schweiss, who took home the runner-up bucket of show supplies!

Next year will look a little different as there will be no Beef Expo due to upcoming construction at the Lee and Rose Warner Coliseum. Thanks to everyone who participated and to those who visited our hospitality tent!

We will wrap up the end of the year with the Minnesota Cattle Industry Convention;

## Thank you, 2024 Beef Alliance Members

THANK YOU to the following businesses that have committed to support members of the Minnesota State Cattlemen's Association as a part of the Minnesota Beef Alliance Program for 2024. If you are interested in learning more about the Beef Alliance program, contact Angie Ford at [mnscamembership@gmail.com](mailto:mnscamembership@gmail.com).

### Prime

American Foods Group\*  
Carlson Wholesale  
Merck Animal Health\*  
Minnesota Beef Council  
Minnesota Corn Growers Association  
Roto-Mix  
CKP Insurance  
Form-A-Feed  
Producers Livestock

AgCountry Farm Credit Services  
Boehringer Ingelheim

### Choice

Purina Animal Nutrition  
Artex  
Dry Creek Trucking  
Zoetis

### Select

Minnesota Farm Bureau  
ADM  
Northwest Lighting Systems  
Performance Livestock Analytics  
Kent Nutrition Group

### Presidential

Wieser Concrete  
Professional Ag Marketing

\* Indicates giving above base level for that category!

December 6-7. American National CattleWomen President Ruth Coffey from Oklahoma will be the speaker for breakfast Saturday morning at 8 a.m. The Minnesota CattleWomen's annual meeting will be held immediately afterwards, Saturday, Dec. 7 from 8:30-9:30 a.m. in the Wilson Suite.

The Minnesota CattleWomen is a community of women who share a common passion for raising beef cattle and giving back to the industry that drives us. As a member, you will also

receive exclusive discounts on all our educational events and access to a network of like-minded women with similar goals and mindsets.

The connections you make within our community will be invaluable in your personal and professional growth. To take the first step towards joining Minnesota CattleWomen, I encourage you to fill out our membership application at [mncattlewomen.org](http://mncattlewomen.org).

If you have any questions or would like more informa-

tion, please feel free to email us at [minnesotacattlewomen@gmail.com](mailto:minnesotacattlewomen@gmail.com). We are more than happy to assist you.

If you are not a member – thank you for considering Minnesota CattleWomen. We believe that together, we can make a significant impact in the beef industry.

We hope to welcome you into our community soon. If you are a member – I look forward to seeing you at the convention and our annual meeting Dec. 7!



**JOSIAH EBELING**  
Feeder Council Chair

Hope everyone had a great fall!

We can't complain about the weather here in southern Minnesota. It has been fun getting all the field work done in a sweatshirt and not fighting rain and snow.

We really would not complain with a little rain to settle the dust and soften up the ground for tillage. Corn Yields around us were below average.

*Cattle Report from The Ag Center:*

Packers increased their purchases last week by one third over the previous week. This follows a healthy increase last week in slaughter volumes. Improving demand coupled with processing margins will keep packers active in the cash market and will also encourage

cattle owners to raise asking prices.

Last week took the cash prices \$2-4 higher than the previous week. Early sales were mainly at \$190 live in both the north and south followed by later sales reaching \$192 in Nebraska and \$191 in Kansas.

Dressed sales were mainly at \$298 with some late sales continuing at \$300-\$302 with the high end coming from Colorado. Large volumes of "over the top" sales at \$1-2 over the top price continue to be unreported by Mandatory Price reporting.

The monthly COF report contained few surprises with only a small variance in placements from pre-release forecasts. The take away was the obvious indication that the herd rebuilding expected for several years is going to be a slow rebuilding not a quick one like the one following the drought years of 2011-14.

Rebuilding is not jump started by massive holding of heifers for breeding. Heifer placements are showing only minor decline. The growth of the calf crop is coming more from cows held another year than newly breed heifers. The cow kill that normally increases signifi-

cantly in the fall when summer grass goes dormant, is barely moving higher from summer lows.

### CATTLE ON FEED

October...100...vs...99.7 guesses

### PLACED DURING

September...98...vs...96.4 guesses

### MARKETED DURING

September...102...vs...102.4 guesses

The news this past week was twofold — larger slaughter volumes and rising box prices. This past week's slaughter was 623,000 up 15,000 from the previous week but 12,000 under last year. The increase in the cutout went a long way towards stemming the red ink in the beef plants. The choice cutout has now moved up \$23 from recent lows just under \$300.

The fed cattle portion of the weekly slaughter continues to make a larger percentage of the total slaughter than prior years with cow slaughter of both dairy and beef cows in decline. Despite the large slaughter this past week, box prices closed the week higher

Hope everyone can make it to convention in S. Cloud!



**RACHEL GRAY**  
President-Elect

Hello, from northern Minnesota.

I hope the weather is cooperating with your harvest. In the north, most people are finishing up with harvest.

Unfortunately, we have moved into D2 drought conditions, but we have been able get corn and beans combined without fighting the mud.

As always fall means the fall run of cattle. As I have visited

with area producers it seems that we are midway through the run. Prices have softened but are still very high.

It's a good year to have calves to sell.

As we move into the fall, preg checks and fall shots are happening. It's a great time of year to chat with your vet about protocols and things to add to your program for the upcoming year.

Please make sure you know what is required with the new EID tagging rules. I know that I had to double check things as I have sold and purchased heifers.

Be sure to get registered for the annual convention. It's a great time to network with other producers and learn about new things in the industry.

I hope your fall is going well. See you at convention.



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





## Partnerships in Action: Building and Bringing More Together



State beef councils across the country gathered in Denver, Colorado, Oct. 15-18, for the annual Partnerships in Action (PIA) conference to learn about national Beef Checkoff programs and discuss ways those efforts can be expanded in their own state. Coordinated by the Federation of State Beef Councils and funded by the Beef Checkoff, PIA brings state beef councils together to build a stronger state and national partnership.

Topics discussed during the event highlighted how the National Cattlemen's Beef Association, a contractor to the Beef Checkoff, and state beef councils work together to drive demand for beef. Attendees learned about program strategy, current consumer trends and preferences and upcoming Beef. It's What's For Dinner. promotions. Nearly 80 staff from

32 state beef councils participated in the event, including Ashley Wulf, communications director from the Minnesota Beef Council.

"This event is beneficial because we can work together with other states to find the best ways to educate consumers and promote beef," says Wulf. "I always learn something new and bring ideas home to implement in Minnesota." The Minnesota Beef Council is part of the Federation of State Beef Councils and voluntarily invests in the Federation to enhance the national Checkoff and leverage producer dollars through a coordinated partnership. The Federation was established in 1963 by grassroots producers as a more concerted and focused effort to conduct national beef research and promotion programs.

## Top of the Class



The mission of the Top of the Class program is to greater develop the skills of Minnesota's beef industry leaders to maximize their impact and effectiveness in local, state, national and international arenas. The program is a dynamic, year-long educational experience featuring two separate in-state seminars along with an out-of-state experience in Colorado. The newest members of the 2024 Top of the Class program completed their first session held primarily at the Minnesota Beef Council office in Maple Plain Oct. 23-24.

Trailblazer Haley Ammann-Ekstrom, updates on state of the beef consumer, guidance on social media strategy and a presentation on Secure Beef Supply by David Weinand with the Minnesota Department of Agriculture. Participants were also informed about food labeling by visiting Whole Foods and Costco and wrapped up with a tour of the Rancher's Legacy processing facility in Vadnais Heights, Minnesota.

The class will travel to Colorado in January for their next session.

## MBC SLOW-ROASTING RECIPE



### AUTUMN HARVEST BRAISED BEEF BRISKET

Nothing says autumn like a braised Brisket served with cranberries, apples and cinnamon. Celebrate the cooler weather with this down-home meal. For a full collection of fall beef recipes, visit [mnbeef.org/recipes](http://mnbeef.org/recipes).

#### INGREDIENTS:

- 1 beef Brisket Flat Half Boneless (2-1/2 to 3-1/2 pounds)
- 2 tablespoons ground cumin
- 2 teaspoons ground cinnamon
- 2 tablespoons vegetable oil
- Salt and pepper
- 2 tablespoons minced garlic
- 1 cup cran-apple, cranberry or apple juice, divided
- 3 to 4 medium red apples (such as Jonathan, Red Delicious, Jazz or Fuji), cored, cut into 16 wedges each (about 1-1/4 pounds)
- 3/4 cup dried sweetened cranberries
- 2 tablespoons cornstarch

#### COOKING:

Combine cumin and cinnamon; rub over beef Brisket. Heat oil in stockpot over medium heat until hot. Brown Brisket; season beef with salt and pepper, as desired.

Add 3/4 cup juice and garlic to stockpot; bring liquid to a boil. Reduce heat; cover tightly and simmer 2-3/4 to 3-1/4 hours. Add apples and cranberries to stockpot. Bring to a boil. Reduce heat; cover and simmer 20 to 25 minutes or until Brisket and apples are fork-tender, stirring and rearranging apples once during cooking.

Remove Brisket; keep warm. Combine remaining 1/4 cup juice and cornstarch; stir cornstarch mixture into apple mixture. Bring to a boil, stirring constantly. Boil 1 to 2 minutes or until mixture has thickened, stirring frequently.

Trim fat from Brisket. Carve diagonally across the grain into thin slices. Season with salt and pepper, as desired. Serve beef with apple mixture.

*Nutrition information per serving, 3 oz serving, 1/6 of recipe: 347 Calories; 90 Calories from fat; 10g Total Fat (2 g Saturated Fat; 4 g Monounsaturated Fat); 83 mg Cholesterol; 52 mg Sodium; 35 g Total Carbohydrate; 4.5 g Dietary Fiber; 29 g Protein; 3.5 mg Iron; 7.3 mg NE Niacin; 0.3 mg Vitamin B6; 2.1 mcg Vitamin B12; 6.9 mg Zinc; 29.4 mcg Selenium; 108.5 mg Choline.*

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

*\* Based on a 2,000-calorie diet*

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

*For more tasty beef recipes, visit us on the web at [www.mnbeef.org](http://www.mnbeef.org).*

## MBC Board Meeting

The next Minnesota Beef Council Board of Directors Meeting is scheduled for Wednesday, November 13, 2024

## Minnesota Beef Council Events

**November 12** | Strategic Planning Meeting (Delano, MN)

**November 13** | MBC Board of Directors Meeting (Maple Plain, MN)

**December 6-7** | Minnesota Cattle Industry Convention (St. Cloud, MN)





# How the Death Tax Almost Killed My Ranch

By Mark Eisele, NCBA President

My path in the cattle industry looks different from many. Growing up, I always knew I wanted to be a rancher. My family had a ranch in Wyoming, but there was limited opportunity to take on that operation and I knew that if I truly wanted this life, I would need to build a ranch of my own.

As a teenager, I baled hay and worked on local ranches, and eventually I became a hired hand at the historic King Ranch in Cheyenne, Wyoming. The King Ranch in Cheyenne was established in 1911 as a sheep operation but transitioned to cattle in the 1960s. I loved the ranch, I loved working with the cattle, and I could think of no better way to make a living than by being a rancher.

As an employee, I grew close with the owners Ann and Jerry King. The Kings had no heir to pass the ranch on to, and I think they appreciated how excited I was to make a living in the cattle business. Eventually, I became a partner in the King Ranch with the ultimate goal of owning the ranch outright.

But my dream of ranching in Wyoming with my family was

almost shattered by one thing — the Death Tax. Just seven days into 2011, Mrs. King passed away. Once the funeral arrangements were finished, I heard from lawyers that if I wanted to keep the ranch going, I had to cut a check to the federal government to pay the Death Tax. The Death Tax, also known as the federal estate tax, is the government taxing your possessions that pass on to another person. It's a cold, cruel tax that hits at a moment of immense family tragedy.

At the time, we were operating under what I describe as a siege mentality. The King Ranch had survived so many challenges. We survived even as the "cattle free by '93" campaign raged across the West to end livestock grazing on public lands by the year 1993. We survived wildfires, harsh winters, drought and everything else nature threw at us. We worked through numerous threats from the Endangered Species Act.

I did not want the ranch to close up under my watch in order to pay a tax bill or because of other government regulations. I knew I needed to be

proactive so, in the early '90s, I started contacting experts in a variety of areas to make sure the ranch was in as good of a position as possible.

After Mrs. King's passing, because I was a non-blood heir, the Death Tax burden I was facing was potentially 50 percent. Think about that for a moment and imagine a tax bill for half of the value of your farm or ranch. That should be terrifying, and it certainly was for me.

Thankfully, because of the estate planning work I did 10 years prior with tax professionals, accountants and even former IRS agents, I was able to find ways to reduce my tax burden. Their work cost us more than \$30,000 at the time and that bill cut deep into our bottom line, but it was so much cheaper than paying more than half of the ranch. When all was said and done, the Death Tax we ended up paying was around 15 percent.

As I travel the country, I hear similar stories from other cattle producers about how their farming and ranching dreams were almost cut short by tax bills from the IRS. My

personal experience with the Death Tax is exactly why I am so fired up to fight against tax increases in every form.

I am proud of the ranching legacy I built with my family, and I never want to see another producer forced to sell off cattle, turn their land over to developers, or exit the cattle industry for good because of a tax bill.

NCBA is fighting to defend our farming and ranching legacy. The current Death Tax exemptions sunset at the end of

2025, but a solution is needed sooner rather than later.

I often ask, "How many times does a family have to pay for a farm or ranch before they actually own it." That's why we'll keep the fight going on our end so you can keep doing what you love: running your farm or ranch, caring for your family and producing a high-quality protein that consumers demand.

**Eisele. . .  
continued on page 11**

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# Put The Shotgun Down

By Colin Woodall, NCBA CEO

Did you know there are cattle producers in this country who use birdshot to move cattle? I can't believe we have to have this discussion, but it is critical that we do. More importantly, it must stop.

Peppering the backside of an ornery bull or cow in hopes of flushing them out of the brush is unacceptable, and it violates everything we stand for in caring for our cattle. I expect many of you reading this are surprised to learn that some producers are pulling the trigger and blasting away. However, we have feedback and data showing it is a significant industry problem.

As a contractor to the national Beef Checkoff, NCBA conducts the National Beef Quality Audit. The 2022 audit results determined that foreign objects found in beef are making it through the beef supply chain and, ultimately, being found by some customers. Imagine the joy of a beautiful cut of beef only to have that excitement dashed when you find birdshot pellets.

All packing plants that participated in the audit reported finding foreign objects during the harvest and fabrication of market cows and bulls. A majority of the plants reported that their customers found foreign objects in the beef products they received.

We have also had foreign customers complain about foreign objects being found in the beef we have exported to them. This kind of feedback tells us this is not a random problem. In fact, it has been an issue reported in previous National Beef Quality Audits. Unlike other beef quality issues identified in the audits, this one has yet to get better.

Foreign objects include more than just birdshot. Other foreign objects discovered include buckshot, bullets, wire, needles, darts and other objects. Every packing plant reported finding birdshot, though. Every single one.

For comparison, only 18 percent of the packing plants reported finding needles. One might think hunters are

responsible for the birdshot. Knowing a few hunters myself, I do believe that could be a small part of our problem. However, there is no way hunters with poor aim or a lack of respect for livestock account for every cow and bull processing plant finding birdshot in the carcasses they process.

There is a state Beef Quality Assurance (BQA) coordinator who I love to watch give presentations about this issue. She is firm with the audience and not afraid to tackle this issue head on. After calling out the problem, she explains why peppering cattle with birdshot is unacceptable and publicly challenges them to stop. I usually watch the crowd when she gets to that part of her presentation because the reactions are priceless.

Most of those in the audience are appalled, but you always see a few who start to look down at their boots. This is not a hunter issue, this is our issue.

We have spent so much

time and effort on beef quality over the years. Just look at the increasing percentage of beef grading Choice or Prime. It is amazing to see what we have done, and our consumers are responding by keeping demand high for our product. The Checkoff-funded research team works on beef product quality projects every day.

The product quality research program is one of the foundational research programs funded by the Checkoff and includes the study of beef quality, muscle traits and characterization, carcass traits, muscle tenderness and yield, flavor and palatability, and new technologies. The product quality research program utilized Checkoff funding to help discover and fabricate the now popular and ubiquitous Flat Iron Steak.

The research team utilizes the results of the National Beef Quality Audit to determine the next challenges they need to tackle. A few pages further into this edition of

National Cattlemen you will find the first of three articles that detail work the research team is leading on yield grading. This is exciting research that probes improving the yield grading equation which hasn't been updated since the original work was done in the 1950s and '60s.

This team never stops in their quest to improve beef products and improve producers' opportunities to reap the rewards, but we must help them.

If you use a shotgun loaded with birdshot shells to move cattle, then I am asking you to stop. If you know somebody who is doing this, please speak up and ask them to stop.

We have more than enough challenges coming our way these days. Let's not do things that make it even harder on ourselves. I'll end where the title started... put the shotgun down.

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## Reports from Farm and Ranch Owners Now Required Under New Corporate Transparency Act

In 2021, Congress passed a law called the Corporate Transparency Act. Its goal was simple: prevent financial crimes by knowing the identity of corporation owners. In many states, forming a company is as easy as filing a document with the secretary of state and many types of legal entities like limited liability companies (LLC) offer tremendous privacy to their owners. With concerns mounting around foreign business acquisitions, Congress wanted a way to unmask

anonymous legal entities.

While the law's intentions may have been good, honest farmers and ranchers have been unfortunately caught up in the Corporate Transparency Act and are now subject to its onerous rules. The law requires companies with 20 or fewer employees to file beneficial ownership information with the Financial Crimes Enforcement Network (FinCEN), a division of the U.S. Department of the Treasury, identifying who owns or controls the company.

The stakes are also high because the law comes with severe penalties. Failing to file a report on time can result in fines of \$500 per day and willfully ignoring the law can result in up to two years of jail time.

Thankfully, complying with the law is fairly straightforward but farmers and ranchers must act now to review the law and gather information to file with FinCEN. Any corporation, LLC, or other type of legal entity that has 20 or fewer employees and files with the secretary of state is likely required to file with FinCEN. These reports to FinCEN include basic identifying information about the people who have "beneficial ownership" of a company—information like legal name, date of birth, home or business address, and a driver's license or passport number. While FinCEN has a specific legal definition of "beneficial owner," it generally applies to those who own over 25% of the company, have significant say in its operations, or receive a large benefit from its assets.

FinCEN started accepting reports at the start of 2024 and deadlines for filing these reports are rapidly approaching. For

companies created or registered prior to January 1, 2024, FinCEN reports must be submitted by January 1, 2025. For companies created in 2024, owners have just 90 days after forming their company to submit a report to FinCEN. That deadline shrinks to just 30 days in 2025. Additionally, any updates or corrections to FinCEN reports must be submitted within 30 days.

This new requirement can be confusing, but FinCEN has created resources like a frequently

asked question document and a Small Entity Compliance Guide. Both resources, and the form to file with FinCEN, are available at [fincen.gov/boi](https://fincen.gov/boi). Producers with additional questions can also contact FinCEN by calling 1-800-767-2825 toll free or 703-905-3591.

This is not professional advice. Consult with a tax professional or attorney for advice as to whether the Corporate Transparency Act applies to you.



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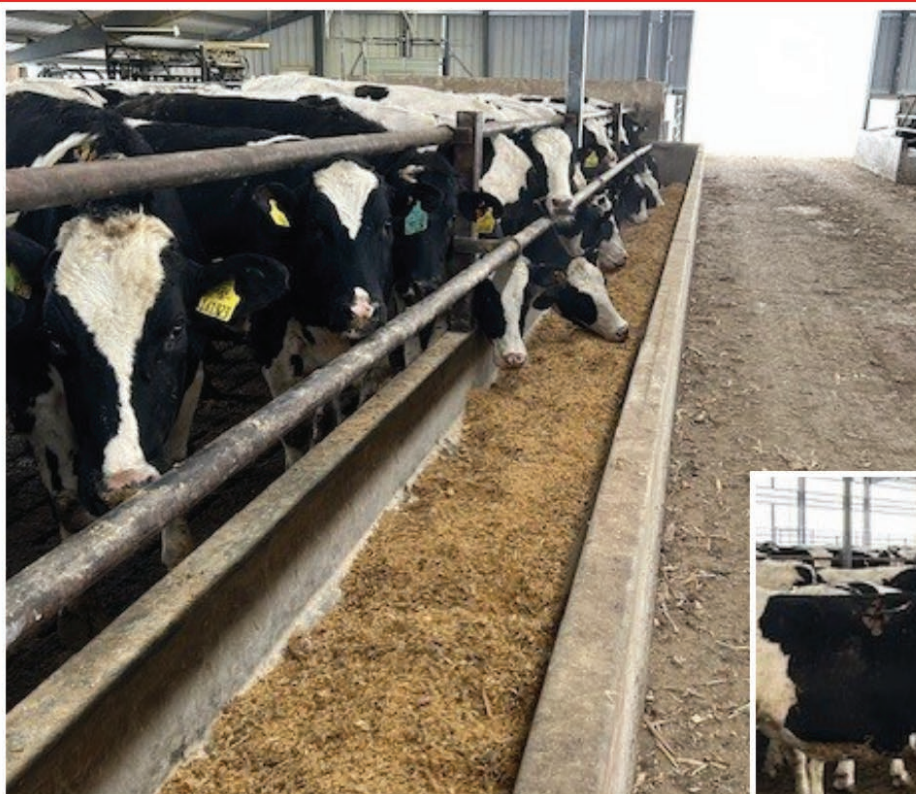



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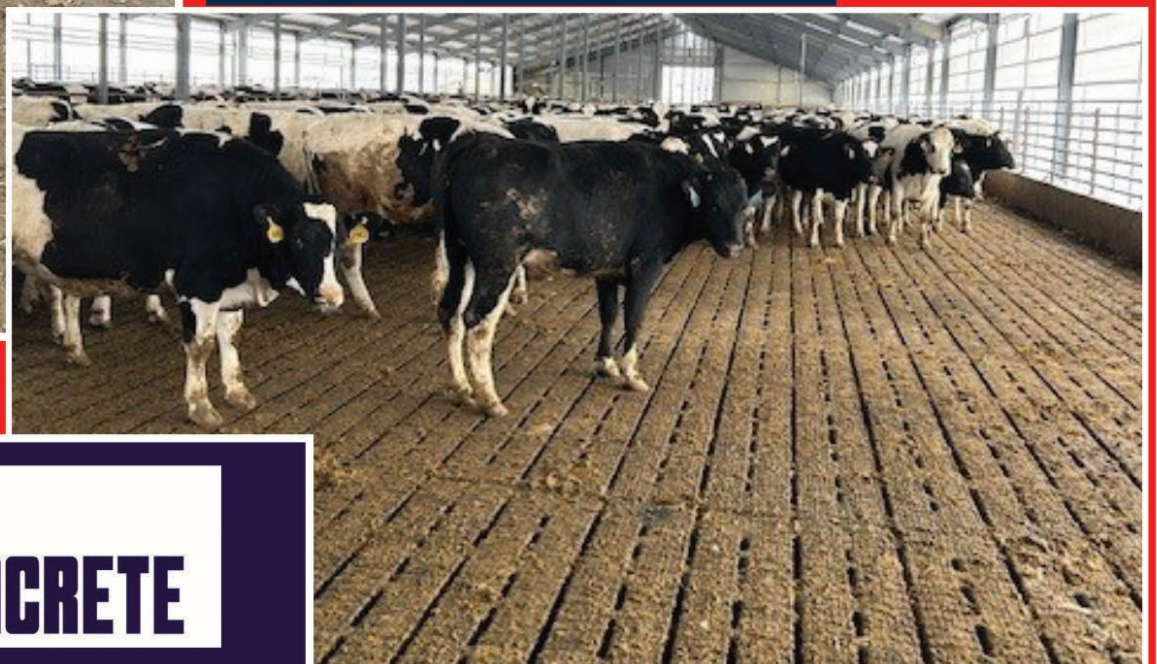
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## NEWS BRIEFS

**Grants Available to Support Minnesota Livestock Operations**

Minnesota livestock farmers and ranchers looking to improve their operations can now apply for over \$1 million in funding currently available through the Minnesota Department of Agriculture's (MDA) Agriculture Growth, Research and Innovation (AGRI) Livestock Investment Grant program.

The AGRI Livestock Investment Grant provides funds to be used for equipment purchases, physical improvements and acquisition of facilities to assist in starting, improving or expanding livestock operations within Minnesota. Applicants may apply for an award of up to 10 percent of a project's total cost, with grants ranging in size from \$400 to \$25,000.

Eligible projects include but are not limited to buildings or facilities for raising livestock, watering systems, fencing, feed equipment and waste management equipment. This round of funding will prioritize projects relating to beginning farmers and farms owned or principally operated by beginning farmers (those who have farmed 10 years or less), generational transitions, production of

livestock for kosher or halal markets, and robotic milking equipment.

Applicants must be the principal operator of a livestock operation in Minnesota that produces and sells at least \$1,000 of livestock products annually or normally would sell at least \$1,000 of livestock products in a typical year.

Only expenses incurred after the grant contract has been signed by all parties are eligible for reimbursement. The MDA expects to have contracts to grantees by March 1, 2025.

**Applications for the grant will be accepted until 4 p.m. on Thursday, November 14, 2024,** through the MDA's online application portal. Full grant eligibility and application details can be found on the AGRI Livestock Investment Grant webpage.

Funding for the Livestock Investment Grant is made available through the MDA's AGRI Program, which administers grants to farmers, agribusinesses, schools and more throughout Minnesota to advance the state's agricultural and renewable energy sectors.

Visit [mda.state.mn.us/grants/agri](https://mda.state.mn.us/grants/agri) and click on the "Livestock Investment Grant" tab for more information and to apply.

**Grant Money Available to Minnesota Livestock Owners for Prevention of Wolf Attacks**

New money is available to Minnesota livestock producers to help prevent wolf attacks. A total of \$45,000 will be awarded by the Minnesota Department of Agriculture (MDA) through the Wolf-Livestock Conflict Prevention Grants. **Applications are due January 3, 2025.**

The grants provide reimbursement for costs of approved practices to prevent wolf-livestock conflicts. Only costs incurred after entering into a grant agreement with the MDA are eligible for reimbursement. Eligible expenses for the grant program will include:

- Purchase of guard animals
- Veterinary costs for guard animals
- Wolf-barriers which may include pens
- Fladry and fencing
- Wolf-detering lights and alarms
- Calving or lambing shelters

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

The funding also requires an 80:20 matching cost-share, meaning 80 percent of eligible project costs will be reimbursed by the grant and the remaining 20 percent will be paid for by the grantee.

**The grant application must be emailed or postmarked by 5 p.m. on Jan. 3, 2025.** Work for this grant must be done and expenses reported by Oct. 31, 2025. The application and more information can be found at [mda.state.mn.us/wolfgrants](https://mda.state.mn.us/wolfgrants).

This round of funding for the Wolf-Livestock Conflict Prevention Grants is made possible by monies appropriated by the Minnesota Legislature and funding awarded by the U.S. Fish and Wildlife Service to the MDA for grant distribution.

**MDA Offers Beginning Farmer Equipment and Infrastructure Grant**

The Beginning Farmer Equipment and Infrastructure Grant program offers up to \$20,000 for beginning farmers in Minnesota to make investments in their farm's equipment and infrastructure.

The intent of this grant program is to support new farmers in Minnesota to access equipment and develop infrastructure that will be crucial to the future of their farm business.

Through this grant, beginning farmers will be able to pay for:

- Farm equipment
- Farm infrastructure development such as investments in water access, irrigation, fencing, electricity, walk-in coolers, production-related structures such as livestock buildings and greenhouses, and other farm infrastructure.

This program is funded by the Minnesota Legislature.

**Funds available**

Applicants may request funds at two levels:

- up to \$5,000 for a mini-grant or
- up to \$20,000 for a full grant.

The minimum request allowed is \$1,000.

**Please note:** Grant funds are dispersed on a reimbursement basis. A grantee will need to pay for their expenses up front and then request reimbursement with proof of payment for expenses.

Only expenses occurring after the grant is awarded will



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- Ag Day Gala  
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- County Level Outreach
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## NEWS BRIEFS

be eligible for reimbursement.

The Minnesota Department of Agriculture (MDA) expects to award \$800,000 using a competitive review process, with at least half of the funds going to the mini-grants.

To apply for the grant, visit [grantinterface.com/Home/Logon?urlkey=statemn](http://grantinterface.com/Home/Logon?urlkey=statemn).

For more information, visit the MDA website at [mda.state.mn.us](http://mda.state.mn.us), hover over the "Business dev, Loans, Grant" tab, then under the "Grants" category, click on "Beginning Farmer Equipment and Infrastructure Grant."

### NCBA Slams Dietary Guidelines Advisory Committee Recommendations

On Oct. 22, the National Cattlemen's Beef Association (NCBA) slammed the Dietary Guidelines Advisory Committee's unhinged recommendations that propose replacing high-quality proteins like beef with beans, peas, and lentils.

"The preview meeting of the Dietary Guidelines

Advisory Committee this week stands out as one of the most out-of-touch, impractical, and elitist conversations in the history of this process," said NCBA Vice President of Government Affairs Ethan Lane. "After 22 months of public discussion and lip service to transparency, we are disappointed by the number of chaotic new directions that were proposed at the literal last minute. We would laugh at the suggestion that beans, peas, and lentils are going to replace lean red meat and fill all the nutrient gaps Americans are facing if it weren't such a dangerous and deceptive idea."

"We've had more than four decades of Dietary Guidelines advice, and during that time red meat consumption has declined, yet obesity and chronic disease is on the rise. 70 percent of the calories in the U.S. diet are plant based. Now, the committee wants to reduce red meat intake even further, marginalizing the 80 percent of the population who identify themselves as meat eaters," said NCBA Executive Director of Nutrition Science and Registered Dietitian Dr. Shalene McNeill. "These recommendations put some of the most vulnerable at risk for nutrient gaps, especially older Americans, adolescent girls, and women of child-bearing age. Beef contributes only five percent of the calories in the American diet, but more than five percent of essential nutrients like potassium, phosphorous, iron, B6, niacin, protein, zinc, choline, and B12. It's baffling that we are trying to get Americans to cut out red meat when the evidence indicates nutrient deficiencies and chronic disease are increasing as red meat consumption declines. As a registered dietitian and nutrition scientist, I am concerned that basing guidelines on highly academic exercises, hypothetical modeling, and weak science on red meat will not produce relevant or practical guidelines and will not help us achieve healthier diets."

The Dietary Guidelines Advisory Committee is tasked with delivering recommendations to the U.S. Department of Agriculture and the U.S. Department of Health and Human Services as the agencies craft the 2025-2030 Dietary Guidelines for Americans.

### New EID Rule In Effect as of Nov. 5

Beginning Nov. 5, identification applied to cattle and bison need to be RFID tags that can be read visually and electronically. The rule applies for movements of sexually intact cattle and bison that are 18 months of age or older, all dairy cattle and any cattle or bison used for rodeo or recreation events. To learn more and order tags, visit [bah.state.mn.us/official-id](http://bah.state.mn.us/official-id) and click on the "RFID Frequently Asked Questions" tab.

### Eisele... continued from page 5

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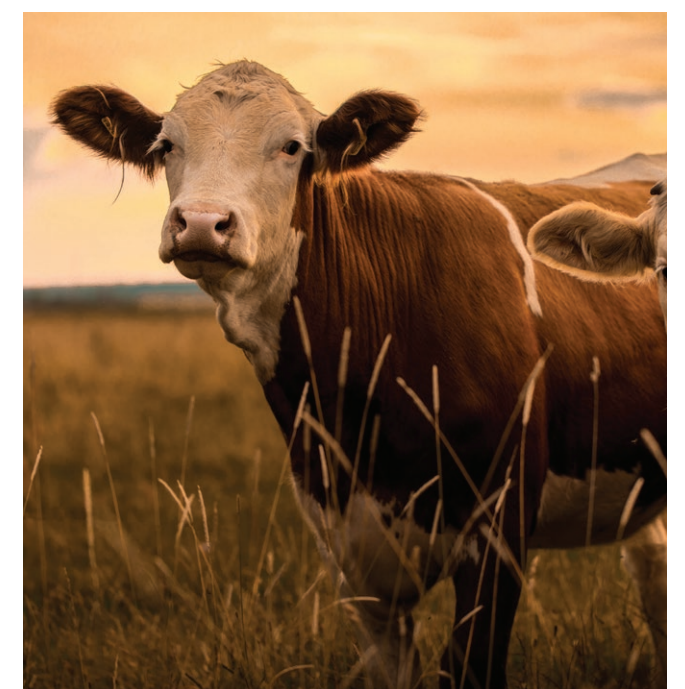
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