



*The official publication of the Utah Cattlemen's Association*



The summer video market season is underway, and we are seeing some real price strength in the markets. The higher prices being reported represent about a 10% increase in price levels over a year ago. Total cattle inventory has been declining since 2019 and is down about 7 million head since that time. Many are trying to determine where we are in the cattle cycle. It looks like the stage may be set for herd expansion.

The traditional cattle cycle is manifested by a period where market conditions cause an increase

in cow numbers. The herd expansion period lasts for as long as it takes cattle numbers to reach a level at which a portion of producers find it difficult to be profitable due to price declines related to oversupply. The expansion period of the cycle is quite slow and takes several years to manifest. This is directly related to the production cycle of the cow. Heifers that are retained for breeding will not wean their first calf until two years after they have been kept back as replacements. That weaned calf will not find its way to slaughter for nearly an additional year. To restate: it takes nearly three years from the time a heifer is kept for breeding until her first offspring reaches the market.

Producers across the country receive the same price signal to expand. Owning cattle during this period is profitable for most producers. Expansion continues until cattle numbers reach a level that oversupplies the needs of the market. Once this level is attained, prices for all types of cattle tend to decline rapidly. Increased numbers of heifers are sent to finish lots and older and less productive cows are culled. This has the effect of putting even more product on the market, further exacerbating the problem. Cattle numbers typically decrease rapidly to a level that once again creates conditions of tight cattle supplies. Once cattle are in short supply prices once again rise. The cycle repeats itself.

The typical cycle takes about a decade to go from high cattle numbers and lower prices to low cattle numbers

with higher cattle prices. Weather also plays an important role in shaping the cattle cycle. There may be a strong price signal to retain heifers and build back the cow herd, but broad, persistent drought in areas that have large numbers of cattle make it difficult for an expansion in the national cow herd to take place.

Analysts are carefully watching the developing La Niña weather pattern, trying to assess its strength and the potential impact it will have on range and pasture conditions in areas where cattle numbers tend to be the highest. Right now, it looks like La Niña will continue to develop, but may not be as strong as previously anticipated. There is a great deal of uncertainty about the impact this weather pattern will have on the cattle cycle. High calf prices along with positive feeding margins help set the stage for the herd expansion we are expecting. Cull cow and bull prices have also been very high this spring.

It looks like the stage is set for a period of herd expansion. The rate at which the herd can expand will determine how long cow calf producers will enjoy these very high prices. If the weather slows the expansion because of dry conditions in the south and Midwest it may add another year to the timeline. The next couple of years should be profitable for most producers. There is always risk in this business and it is prudent to take advantage of opportunities to lay off some of the risk.

Jeff Young  
UCA President

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**UPCOMING EVENTS**

- JULY 8-11 CATTLE INDUSTRY SUMMER BUSINESS MEETING - SAN DIEGO, CA
  
- AUG 1 LEOPOLD CONSERVATION AWARD NOMINATIONS DEADLINE SEE PAGE 8
  
- AUG 23-24 STOCKMAN & STEWARDSHIP EVENT - RICHFIELD, UT SEE BELOW
  
- SEP 5-15 UTAH STATE FAIR
- SEP 13 BEEF FEAST AT STATE FAIR
- SEP 14 UTAH BEEF COOKOFF AT FAIRPARK
  
- SEP 14 AG DAY BBQ - LOGAN, UT SEE PAGE 11

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2024

# STOCKMANSHIP

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Events will also include a live steak cooking demonstration preceding one of the meals provided, several raffles, a panel segment with ag leaders of Utah, and a Q&A session with Congresswoman Celeste Maloy. To register follow the link below:

<https://www.stockmanshipandstewardship.org/events/richfield-ut>



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## Livestock Industry Fights Misguided Grazing Impacts from Greater-Sage Grouse Management Plan

The Public Lands Council (PLC) and other livestock groups filed comments on the Bureau of Land Management's (BLM) draft Environmental Impact Statement (EIS) and draft Resource Management Plans (RMP) related to Greater Sage-Grouse habitat management.

"The Greater Sage-Grouse has been a political football for decades and it needs to stop. The science clearly shows that livestock grazing on public lands helps sage grouse populations by protecting important habitat and increasing available forage," said PLC President and Colorado rancher Mark Roeber. "Instead of fully embracing grazing as a management tool, BLM proposes huge restrictions on grazing

and range improvements, and instead seems more willing to draw arbitrary ACEC lines on a map and call it a day. Ranchers have cared for America's western landscapes and wildlife since the 1800s – we are a conservation solution, not an inconvenience to be removed from the landscape."

### Background

Over the last 90 days, BLM repeatedly denied requests for comment extensions, including one submitted by PLC and our partners, despite uncertainty in other rules that will have a direct impact on these sage grouse plans. As a result, PLC's comments raise significant issues about the apparent burden BLM expects grazing to bear regarding

habitat indicators and mitigation, potential land designations totally more than 11 million acres, and unclear language that would result in loss of grazing activity.

There is ample scientific evidence to support the fact that livestock grazing improves sagebrush habitat and helps to conserve the species. Grazing reduces the risk of wildfires that kill birds and destroy habitat, reduces the encroachment of invasive species that degrade sagebrush ecosystems, and increases the biomass and diversity of insects that the sage grouse eats. PLC will continue advocating for the positive role of cattle grazing in sage grouse conservation and will fight to protect access and ranchers' permits on BLM lands.

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# Utah Cattlemen's Association

*"Working For You and Your Operation Since 1890"*

UCA has been working for cattle and beef producers in the state of Utah since 1890. We are grassroots driven. Every day we work for cattlemen in the state of Utah. Our success depends upon you, our members.

### Advocacy & Representation

UCA actively advocates for the interests of cattlemen at the local, state, and national levels. We encourage cattle-friendly legislation and fight actions that harm the cattle industry.

### Networking

Connect with ranchers like you through sales, events, and conventions. Meet with industry professionals & build valuable relationships.

### Education

Stay informed about the latest industry trends, best practices, and technological advancements. Receive the Utah Cattlemen newsletter.

Secure the future of Utah agriculture. Contribute to the development of policies and initiatives to pave the way for the next generation of cattle producers. Join us in ensuring a prosperous future for Utah's cattle industry.

## UCA Membership Application

New Member: Yes \_\_\_ No \_\_\_ Recruited by: \_\_\_\_\_

Name \_\_\_\_\_ Email \_\_\_\_\_

Spouse Name \_\_\_\_\_ Email \_\_\_\_\_

Ranch Name \_\_\_\_\_

Address \_\_\_\_\_ City, State, Zip \_\_\_\_\_

Phone \_\_\_\_\_

Utah Cattlemen's Association (State Dues)	
<i>Cow/Calf Producers</i>	
<u>Cattle Owned:</u>	<u>Dues</u>
0 to 50 head.....	\$100
51 to 100 head.....	\$130
101 to 200 head....	\$160
201 to 300 head....	\$190
301 to 400 head....	\$220
401 to 500 head....	\$250
501 to 750 head....	\$325
750 to 1000 head....	\$400
Over 1000 head....	\$125 + .30/hd
<u>Feedlot Operators</u>	
\$175 plus 10 Cents Per Head	
One Time Capacity	

Associate Business Member	
<i>NON-VOTING (MAY NOT OWN CATTLE)</i>	
State Dues.....	\$150
National Dues...	\$213

Cattlemen's Dues
\$12.50 of the state cattlemen's membership will be contributed to the cattlemen for women's state membership.
Optional ANCW (national) dues are an additional \$60
Please pay directly to ANCW - Refer to ANCW.org

National Cattlemen's Beef Association (National Dues)	
<i>Cow/Calf Producers</i>	
<u>Cattle Owned:</u>	<u>Dues</u>
0 to 100 head.....	\$160
101 to 250 head.....	\$320
251 to 500 head.....	\$480
501 to 750 head.....	\$693
751 to 1000 head.....	\$960
1001 to 1250 head.....	\$1,227
1251 to 1500 head.....	\$1,493
1501 to 1750 head.....	\$1,760
1751 to 2000 head.....	\$2,027
2001 head and up.....	\$2,027 + \$0.4053/head
<u>Feedlot/Stocker Operators</u>	
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State Dues: \_\_\_\_\_

National Dues: \_\_\_\_\_

TOTAL: \_\_\_\_\_



## Utah Cattlewomen's Association



I hope that everyone is enjoying the calm before the next storm. In the agriculture industry, we seem to just roll from event to event. Hopefully things went well with getting everyone branded and to summer range. Crop production is ramping up and the haying season is right around the corner. One of my favorite sounds is the soft swish of the sprinklers and smell of fresh cut hay, although my allergies don't agree with me.

For every woman on the ranch, our role is a little different, but one thing is certain, everyone must eat. Have you noticed the recipes our Utah Beef Ambassador team has been sharing on their social media pages? They have some great ideas. If you are looking for other beef ideas, check out the Beef It's What's For Dinner website and don't forget Chef Bryan's contributions, he has some great ones. I

have shared one of our family favorites that is quick and easy and satisfying. You can meal prep this meal and freeze some for later or eat it right away. They are easy to wrap in foil and eat on the go.

In other news, the Beef Ambassador team was busy throughout the spring with farm field days across the state. They represented us well.

We would like to offer congratulations to our Utah Cattlewomen's Association scholarship winners: Shaylee Rose and James Wintch. You will learn more about them and their educational goals in next month's newsletter.

We are also so proud of Utah's own cattlemwoman and rancher, Nikki Weston of Randolph on her election as the American National CattleWomen (ANCW) President Elect. Nikki will begin serving as President in January

2025 in San Antonio.

To defray some of the substantial expenses that Nikki will incur while she travels as the ANCW President representing our state and nation in the beef industry, our Utah women are committed to help her raise some funds! We are looking for individuals or businesses willing to sponsor her. We will also be creating a Utah brand quilt and be selling quilt squares.

In addition, there will be an opportunity to order custom made charcuterie boards with your brand or design choice on them. The order forms will be released at summer meetings and will go live on our website in July. Please look for those links and consider helping us support and thank Nikki for representing us.

Brandee Mills  
UCWA President

## BEEF BURRITOS

**YIELD: 8 BURRITOS**  
**PREP TIME: 15 MINUTES**  
**COOK TIME: 15 MINUTES**



### Ingredients

1 lb. ground or shredded beef  
1/2 cup chopped onion  
or 1 Tablespoon onion powder  
3 cloves garlic, minced  
3 Tablespoons tomato paste  
½ Tablespoon ground cumin  
1 teaspoon chili powder  
1 teaspoon dried oregano  
1 teaspoon tain seasoning  
1/2 teaspoon salt  
2 Tablespoons fresh lime juice  
½ cup cilantro  
1/4 cup water  
2 cups prepared Mexican rice  
or prepared white rice  
1 15 oz. can refried beans  
or drained can of pinto or  
black beans  
2 cups shredded cheddar  
cheese  
8 Tablespoons sour cream  
(optional)  
8 large 10-inch flour tortillas

### Directions

1. In large skillet, over medium-high heat, add ground beef, onion and garlic to skillet. Cook and crumble beef until no longer pink. Drain grease. If using shredded beef, warm in skillet.
2. Add tomato paste, cumin, chili powder, oregano, tain, salt, lime juice, cilantro, and water to beef. Cook and stir until mixture comes to a slight boil. Reduce heat to low and cook for 5-8 minutes or until thoroughly heated.
3. Remove from heat and let stand 15 minutes.
4. Lay tortillas out on a flat surface and divide the beans, cheese, beef, rice and sour cream among the 8 tortillas. Fold each burrito-style.
5. Enjoy now: Place on a cookie sheet, warm in oven/air fryer at 350 degrees for 10 min.
6. On the go: Wrap in foil, bake for 10 min and pack for later. If placed in a cooler, will stay warm for hours.
7. To freeze: Wrap each burrito with plastic wrap, and place burritos in a freezer-safe resealable bag. Freeze up to 2 months. To reheat from frozen: Unwrap from plastic wrap. Microwave 2-3 minutes or place in an air fryer at 360 degrees for 15-20 minutes.



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## Manage the System Not the Timepoint

By Dr. Matthew Garcia, M.S., MBA, PhD - Director TCU School of Ranch Management



If you have been reading my columns for the last 8 years, you have heard me talk about managing the whole system with considerations to the effects your management decisions have upstream and downstream of that decision. Well, since this is officially my last column for the Utah Cattleman, I figured I would leave you talking about the same topic that this all started with many years ago.

I think that too often we put blinders on when we encounter challenges in our production systems. We are very quick to try and solve the immediate problem that we are facing at that specific timepoint. Rather, why is it that we never say it is probably a result of what I did at timepoint x. Or how/what is this going to affect if I make a rash decision right now to remedy this situation? Now, I'm not saying that when you encounter problems that you shouldn't try to remedy the situation. What I am saying is that you should be very forward thinking on how your immediate management

decision will impact you in the immediate future and in the months or years to come after. By managing the production timepoint you are essentially making decisions that may not be compatible going forward.

When problems arise at another phase of the production cycle the knee jerk reaction is to fix it as fast as possible without acknowledging that this problem is in fact a direct result of potentially another past knee jerk reaction. By managing the timepoint we have upset the system (nothing in beef cattle production operates independently) and we fall into a vicious cycle of repairing our past rash management decisions.

As producers, and in this day and age, I know we like quick results and immediate solutions. It makes us feel better when we solve a problem quickly and we think we are putting it behind us. However, I would argue that sometimes immediate and quick lead to painful, slow regret later on. Possibly, we should be making more incremental problem-solving solutions with an

eye on the rest of the system. I would argue by doing this we are keeping the system healthy and some of the issues we may have seen in the future will not be there because we managed for whole system improvement/health and not a quick solution and a specific timepoint. While these system solutions may not be as fast and rewarding, they are long term solutions that will potentially keep volatile production issues at bay. They may not be as intense because we already planned or predicted future outcomes from our past decision making. I know this isn't the fanciest way to do things, but over the long term I think it keeps our whole intertwined system improving consistently.

Utah State University has hired a new beef specialist and I know you all will be as kind and amazing to him as you all were to me. Thank you for all these amazing years and for teaching me, tolerating me, and working with me. Thank you all for everything and please reach out if I can ever help.

Dr. Matthew Garcia  
m.garcia768@tcu.edu

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## NCBA 2024 Young Cattlemen's Conference



This year, the NCBA Young Cattlemen's Conference (YCC) consisted of 67 current and future industry leaders from across the nation. The trip began in Denver, with an overview of the policy and checkoff operations of NCBA. The group spent time with leadership and personality Insights program training and also visited YCC Sponsor, Five Rivers Cattle Feeding, for lunch and a trip through the Kuner Feedlot.

The group was hosted by Trent Johnson, owner of Greeley Hat Works for a dinner reception and the class had the opportunity to spend time with Wyoming governor, Mark Gordon. Governor Gordon stayed with the group for two hours and NCBA President Mark Eisele also joined the group to say hello.

Three years ago, YCC was reconfigured to include stops in Sioux City, IA and Wooster, Ohio, and to remove Chicago as a stop. When YCC was started, Chicago represented an important hub for the industry because it was home to the Chicago Mercantile Exchange (CME) and McDonald's, which are both crucial players in the industry. Both are important still, but their attraction as tour stops has changed as the CME turned to computer trading, leaving little for participants to see because the trading action now occurs online.

The result was a shift in the group's stops which included YCC Sponsor Ty-

son Foods' processing plant in Dakota Dunes, SD, and the very impressive empirical (intentionally lower case, as that's how they have named the company) plant, which is adjacent to the Tyson plant.

Both Tyson and empirical are on the front lines of adding value to beef products. Representatives of both companies provided an inside look at their operations and both spoke extensively about the labor and market challenges they face, along with providing a look at ways they are innovating the harvest and fabrication process.

empirical further processes beef products from Tyson, as well as beef from other packing companies, to remove lean beef from trimmed fat to make ground beef in a highly innovative process that furthers the sustainability of the beef industry. They also make a number of value-added beef products from lower quality carcasses, adding tallow or brine recipes to improve the taste, flavor and tenderness of lean cuts that might otherwise be ground or used in ways that would be less valuable for the supply chain.

The group spent a day with the staff at Certified Angus Beef (CAB). As future leaders, it's important that YCC graduates have a full understanding of the beef value chain, and that includes the retail sector, where (along with the restaurant) CAB focuses a great deal of energy. The group was provided with a retail sector overview by CAB staff at the hotel before departing on a retail tour with two stops at CAB partner grocery stores. YCC participants saw two very different approaches to retail sales and got an inside look at some very nice stores before joining CAB staff at their office in Wooster, OH.

The CAB team truly rolled out the red carpet for the YCC group and they spent a great afternoon learning about the ways they support both Angus producers and their retail and restaurant partners to add value to Angus cattle.

The participants on this trip will be trusted in the future to lead both state and national industry associations and find solutions that keep the industry in a leadership position among all proteins. After participating in, and listening to, their discussions it was clear that every member of the beef industry has ample reasons to be both confident and excited about the future.

The NCBA team in D.C., provided a full day of updates on policy priorities and critical issues facing the cattle and beef industry. This prep session puts together the knowledge that YCC participants gain during the trip and the latest intel on important issues and arms participants with the tools they need to visit their elected House and Senate officials to press for solutions for the cattle industry.

Although Congress was not in session, a number of members of Congress stopped by to greet the class and provide encouragement for their day on the Hill. As always, the D.C. team did fantastic work to prepare the group both on national issues and many state issues facing them individually. It can be a daunting task to press the industry's issues to members of Congress, but the group had some outstanding meetings with Hill staff and many House and Senate members themselves.

The bonds they have forged will last years and longer. Not only is the future of our industry bright, it's also well-guarded by these young leaders.



Utah YCC Participants  
Nikki Weston, ANCW President-Elect  
and Chase Crandall at the US Capitol





# Beef Quality Assurance Update

This month has been productive in more than one way for the BQA. I was eager to attend the national state coordinator meeting in Sacramento, CA during the first week of June.

While there, the coordinators, along with professors from UC Davis, and NCBA personnel discussed several focus areas for the United States Beef Industry. Different topics included FMD prevention/tracking strategies, HPAI updates, and the Secure Beef Supply plan.

Many of these topics center around one or two key principles. Biosecurity success depends on willingness to make a plan as an operation that will be followed from the top down. A biosecurity plan for one operation will probably be different in multiple ways from any other. You can use tools that are free to access in order to make these plans, included Google Earth, on X, or other mapping software.

When you create your plan, think of what's coming into your operation, where it is coming from, and what you can do to mitigate contact within your animals/products. If you need help creating your map, reach out to Extension personnel in your area.

So far, we have continued to see the in-person training dominate our method of BQA Certifications in the state. We also have other methods of instruction and CE, including online certification.

We are working with a potential partner to facilitate computer training for ranches and employees to develop computer skills and open the online certification option. Again, if you would like to schedule a half day to get everyone and your operation BQA certified please reach out to me over the phone or email. We need to

be the example in the West that the beef produced here assures consumers of its quality from start to finish.

Ethan Gilliam  
Assistant Professor  
Sevier County Director  
USU Extension  
Utah BQA Coordinator  
Office: (435) 893-0474  
ethan.gilliam@usu.edu



## Are You BQA Certified?

*Having an active BQA certification is more important than ever because the full beef supply chain is leveraging the program to ensure our commitment to food safety, cattle well-being, and beef quality.*

*To get trained please go to [bqa.org](http://bqa.org) or contact Utah BQA Coordinator, Ethan Gilliam: [ethan.gilliam@usu.edu](mailto:ethan.gilliam@usu.edu) or (435) 893-0474*

*BQA is funded in part by the Beef Checkoff*

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