

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



One thing that I like about the livestock industry is the entrepreneurial opportunities available to just about anyone who wants to raise livestock. Someone wishing to start an operation of their own can go about it in a variety of ways.

Expanding the family operation is one way to provide the younger generation with a way to enter the industry. If there is no chance of expanding or growing an existing operation there are other ways to go about it. There is no minimum size needed to begin. No need to start big.

You can literally begin with one cow and grow over time.

Because the industry is intensively land-based, the hardest part for a beginning producer is often finding the land to operate on. For beginning producers, particularly young ones, it is not generally possible to buy land as part of the startup. Most begin by leasing or renting pasture. With the high cost of land, we see more and more producers operating this way. The landowner and the owner of the livestock are often not the same people. The key to success in this type of operation is building long-term relationships. It is generally in the best interest of the landowner and producer to have a relationship that endures over many years. This provides the producer with the stability they need to be successful and establishes consistent management on the land essential to maintaining the health of the land.

There are many resources available to young producers to get started. The Farm Service Agency has loans for first time farmers that help young people get their feet in the door. The State of Utah also has programs available to assist all producers. There are also several commercial institutions that specialize in ag lending. When borrowing for an agricultural enterprise it is generally recommended to use institutions that understand the business you are engaged in. They will be better able to understand the challenges of the business and help make adjustments when these challenges arise.

I have heard about the “graying” of the rancher since I became a fulltime producer over 30 years ago. I now look at myself and realize that I fit into that definition. It is important that we find ways to provide opportunities for young people to enter this industry. In order to see more youth engaged in ranching there needs to be enough profitability to make it a career worth pursuing. The future looks bright to me. The industry has changed and continues to change. The world needs food and people to produce that food. Beef continues to be the preferred protein and continues to demand a premium in the market. As the standards of living of people around the world continue to rise demand for our product will continue to grow. The positive opinion people have of beef and their desire to eat it provides market demand that should support prices at levels where producers enjoy more profitability than they have in the past.

The Utah Cattlemen’s Association annual convention will be held in Salt Lake City December 4th through the 6th. We hope to begin to involve more young producers in the organization. The meeting and presentations on Thursday will focus on young producers. We will also have the regular policy meetings, which are important to our organization to keep up with issues that affect our business. We encourage young producers to become involved in the organization. Come and enjoy the camaraderie of other producers. Make new friends and hopefully learn some new things.

Jeff Young - UCA President

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UTAH CATTLEMEN'S ASSOCIATION  
PO BOX 540568  
NORTH SALT LAKE, UT 84054-0568  
WWW.UTAHCATTLEMEN.ORG

**UPCOMING EVENTS**

- NOV 6-7 SOCIETY FOR RANGE MANAGEMENT ANNUAL MEETING - EPHRAIM, UT
  
- NOV 9 LEACHMAN FALL HARVEST SALE
  
- NOV 9 ROCKY MT. ANGUS - GOLDEN OPPORTUNITY ANGUS SALE
  
- NOV 23 SPRING COVE RANCH FEMALE CONNECTION SALE
  
- DEC 4 UTAH CATTLEMEN'S CLASSIC BULL SALE
  
- DEC 4-6 UTAH CATTLEMEN'S ASSOCIATION WINTER CONVENTION AND TRADESHOW - SLC SHERATON HOTEL
  
- DEC 6 YARDLEY FOCUS ON THE FEMALE SALE
  
- DEC 7 T-HEART RANCH HIGH ALTITUDE FEMALE SALE
  
- JAN 3 UCA SEEDSTOCK AD COMMITMENT DEADLINE - SEE PAGE 5
  
- FEB 4-6 CATTLE INDUSTRY CONVENTION SAN ANTONIO, TX

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Level

18.9 in

Voltage

13.72 V

Temp

71 °F

**Water Level History** Day Week Month Reset

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# Utah Cattlemen's Association Winter Convention

**December 4-6, 2024 - Sheraton Hotel  
150 W 500 S - Salt Lake City**

Early Bird Registration is open online at [www.utahcattlemen.org](http://www.utahcattlemen.org)  
**Discounted hotel rooms are available and close on November 12, 2024.**

To book hotel rooms online go to <https://rb.gy/xy4blo> or  
call the Sheraton at 801-401-2000 - Ask for the \$132 UCA rate.

*Registration is waived for producers 35 years and younger.*

<b>Wednesday, December 4<sup>th</sup></b>		12 pm	Tradeshow Reception Lunch Open Tradeshow Time
10 am	Extended Board Meeting		
1 pm	Nominating Interviews	1:30 pm	Cattlemen's General Meeting
1:30 pm	Utah Cattlemen's Classic Bull Show	2 pm	Issues Meeting: Federal Lands
5 pm	Utah Cattlemen's Association Board Meeting	3:30 pm	Break
5:30 pm	Utah Cattlemen's Classic Social & Bull Sale	3:45 pm	Issues Meeting: Private Lands
		6 pm	Awards Banquet PAC Auction Entertainment with Kaden Miner (cowboy poet, singer/songwriter)
<b>Thursday, December 5<sup>th</sup></b>			
7 am	Registration & Tradeshow		
7 am	Past President's Breakfast	7:30 am	<b>Friday, December 6<sup>th</sup></b> Marketing Breakfast Cattle Market Update Brett Stuart, Global AgriTrends
8 am	Young Producer Panel		Issues Meeting: Marketing
	Garrett Brown, Cattler Management Software	9:30 am	Issues Meeting: Animal Health
9:30 am	Tradeshow Break	11:30 am	UCA Business Meeting Policy Adoption Financial Report Elections
10 am	UBIA Board Meeting		
10:30 am	Opening Session and Welcome Keynote Speaker UCA/UCWA President Reports		



# UTAH CATTLEMEN'S CLASSIC ALL BREED BULL SALE



December 4th, 2024

UTAH STATE FAIRPARK

SHOW - 1:30pm

SOCIAL - 5:30pm

SALE - 6:30pm

Selling 30 Head of Angus, SimAngus, Simmental, and Hereford bulls from some of the Top Breeders in Utah and the Surrounding States.

## 2023 TOP BULLS

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# Money In The Bank

*By Dr. David Secrist, PhD - Beef Extension Specialist Utah State University*



At the time of this writing, a 500-pound steer is selling for around \$3.00 per pound. A similar weight heifer will bring about \$2.80 per pound. Assuming that your steers weigh 525 pounds and your heifers come in at 475 pounds (I figure you are keeping the bigger end for replacements), you will average a gross \$1,450 per calf. If you are weaning a 90% calf crop, that is a \$1,305 gross return per pregnant female. In my recollection, times have never been better at the ranch.

There are several drivers for the current market. Cow numbers across the U.S. are at lows not seen since the 1960's. Beef demand, as measured by retail price and supply, goes up and down throughout the year but has been on a steady increase over the last 30 years. Consequently, fed cattle prices have increased 80% since lows in late 2020 and 2021!

An additional factor is the corn price. Corn is the primary ingredient in feedlot rations and a major contributor to the cost of gain. The value of the gain (fed cattle price) and the cost of gain (corn price) has never been wider than it is today. That leaves plenty of room for feeders to bid up your calves which are already in short supply. Enjoy it while it lasts!

So how long will it last? Truly, if I knew the answer to that question, I wouldn't need a day job. However, we can discuss some of the contributing factors. Profitability, both

good and bad, has slowed heifer retention. Poor returns earlier in the last decade caused some producers to scale back herds and sell heifers to make ends meet. Currently, many producers are hesitant to hold on to a heifer that is worth \$1,400 as an unweaned calf.

Another factor has been persistent drought in some of the major cow/calf producing areas of the country, from the Southern Plains up through Nebraska and the Dakotas. The heifer retention trend seen for the last few years seems to be changing but it is happening very slowly. CattleFax is expecting U.S. beef production to be lower in 2025 than in 2024. That is good news for cow/calf producers.

As mentioned earlier, corn prices are low in relation to fed cattle prices and that is resulting in a change in the feeding industry. Feeders are feeding cattle longer and getting them heavier than ever before. Although feeders face discounts for overweight and overfat carcasses, the discounts don't outweigh that value gained by the added carcass weight. Packers have actually increased the carcass weight at which discounts occur up to 1,100 pounds.

The net result of this phenomenon is that we are producing more beef on the market relative to the number of cattle. This is easing the squeeze on the feeders and packers when purchasing feeder cattle, but only just a little bit. This same cheap corn is also reducing feed costs and allowing the feeder to pay more for feeder cattle. I believe that feeders

are finding out that they can feed cattle longer and still be efficient at much heavier weights than they ever thought they could. Although higher corn prices will moderate this practice a little, the concept of feeding longer is here to stay. Cheap corn is always to the benefit of the cow/calf producer. That looks to be in place through the first half of 2025, but our friends who grow corn are looking for a profit as well. If corn continues to be a loser for the farmer, he will plant less. I expect corn to be a little higher in the second half of next year.

In the end, I expect corn prices to be a little higher later in 2025 and into 2026 than they are today. However, the beef demand and cattle numbers will keep the market strong. One wild card is the U.S. and world economies. Difficult economic times will put pressure on beef prices and will be felt at the ranch. Watch the December corn futures for an idea of where corn is headed. It is a good barometer for calf values in the future. Cheaper corn means higher calf prices. At the same time, you can watch the fed cattle futures. If you are selling calves in the fall, you can add about 8 months to your sell time and that will tell you what fat cattle price the feeder is looking at when figuring his breakeven.

In summary, enjoy these great markets! We have good reasons to be optimistic for the next couple of years as well. However, keep in mind that our markets cycle and be prepared for leaner days down the road.



T-HEART RANCH

# HIGH ALTITUDE *Female Sale*

December 7, 2024 || LaGarita, CO  
**1,000 HEAD OFFERED**

700 SIMANGUS BRED HEIFERS || 60 SIMANGUS THREE AND FOUR YEAR OLD BRED COWS || 200 AGED REGISTERED BRED COWS

- Uniform load lots and small groups available
- Known calving dates and ages, all bred to PAP Tested T-Heart bulls and top Angus sires
- Bred heifers are AI bred and ultrasound fetal sexed
- Cattle located at both ranches – LaGarita, CO and Pauls Valley, OK

### TWO RANCHES – ONE PROGRAM

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# HIGH ALTITUDE *Bull Sale*

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**200 BULLS OFFERED**

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## FALL HARVEST SALE

**FORT COLLINS, CO - NOVEMBER 9, 2024**  
STARTS AT 1:00PM MST  
OFFERING 100 ANGUS, RED ANGUS & CHAROLAIS BULLS  
PLUS 30 HEIFERS

## HIGH ALTITUDE SALE

**LOMA, CO - DECEMBER 7, 2024**  
STARTS AT 11:00AM MT  
OFFERING 250 PAP TESTED STABILIZER BULLS



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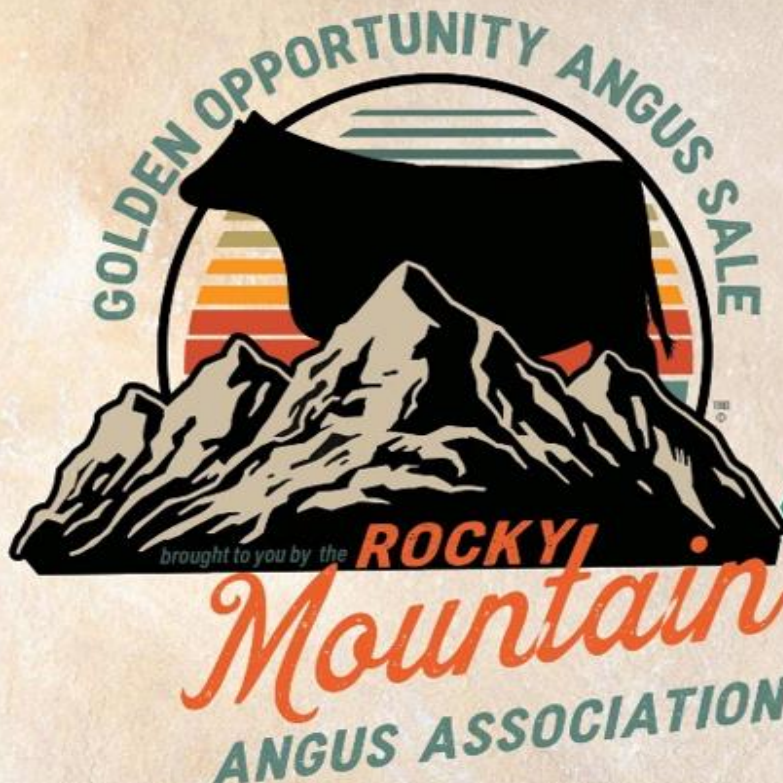


# Saturday, November 9 1:00pm

## Box Elder Co. Fairgrounds- Tremonton, UT

- Preview 10 am
- Lunch available
- Friday 5pm Jr Futurity Show
- Friday 4 Assoc. meeting

Contact  
Arnold Callison  
208-681-8441





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## 2025 UTAH CATTLEMAN SEEDSTOCK EDITION

### DATES AND DEADLINES

- 1/3/25 AD COMMITMENT DEADLINE
- 1/10/25 AD COPY DEADLINE
- 1/17/25 CAMERA READY DEADLINE



The Utah Cattlemen's Association is again collaborating to create a special edition for the upcoming spring season. This special 12<sup>th</sup> edition will include articles from industry leaders and is tailored for the Utah Cattlemen. We have a production team in place to meet your needs! Call today to reserve your space in this exciting edition!

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VOLUME 12

FEBRUARY 2025

## UTAH CATTLEMAN SEEDSTOCK EDITION

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1/4 Page	3.625" x 4.75"	\$400	

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## Utah Cattlewomen's Association



As my term as president ends, I want to take a moment to express my heartfelt gratitude for the time I've spent serving this incredible organization. Traveling across our beautiful state and promoting beef and the vital role of women in our industry has been a truly rewarding experience. I will continue to be available to speak at events as needed.

I've often reflected on my mom's example and the lessons she imparted about the importance of advocating for our industry and stepping into leadership roles. Her dedication inspired me to encourage all of you to share your stories. Each of us has a unique narrative that contributes to the rich tapestry of our cattle community. Our daughters and granddaughters are the future faces of this industry, and it's crucial that we empower them to share their experiences and insights.

In my time as president, I've also focused on improving communication within our organization. I can't say that I won this battle, but with the newly upgraded registration process for the Utah Cattlemen's Association, we are taking significant steps toward ensuring we have accurate and up-to-date contact information for all members. This will enhance our ability to keep you informed and connected. So, stay tuned for better communication coming your way!

I also have really tried to focus on reminding women across the state the importance of loving and supporting each other. With all the challenges that we are facing in our industry, we should strive to be kind to each other. Taking a moment to spread a compliment rather than negative gossip would improve all our outlooks.

I am grateful for the group of women I have been serving with this past year.

Thank you to Jennie Willis, Michelle Merrill, Hailey Davis, Malinda Broadbent, Riata Cummings, Kitty Young, Mikaela Williamson, Jennifer Tolbert, and Deb Richards. Serving with uplifting, supportive and like-minded women is such a joy and I appreciate each of them.

I would be remiss without adding that I am incredibly proud of our beef ambassadors and their outstanding work in promoting our industry. Their enthusiasm and commitment to spreading the message about the benefits of beef are truly inspiring.

All women involved in Utah cattle production are invited to attend our winter general meeting. The meeting will be held on Wednesday, December 5, 2024, at 1:30 pm at the Sheraton in Salt Lake City. We will be offering a Zoom link to those interested in participating but are unable to attend in person. We will hold a short business meeting and install the new officers. This will be our only gathering at the winter convention this year. We chose this time to give everyone who wants an opportunity to attend to come and not miss out on the issues meetings being held that day. We realize that women in ranching are stepping into greater roles in the industry. We love to meet and build each other up as women, but we also need to be in attendance at the other important meetings. We hope this new time will allow for that.

As we look ahead, I encourage you all to mark your calendars for the upcoming Region VI meeting and the WIRED event, May 6-9, 2025, in Coalville, Utah. These gatherings are excellent opportunities to connect, learn, and continue our mission of promoting beef and supporting one another. We have some special things we are working on to host these events. I am also looking for additional committee members to help.

Thank you once again for allowing me the honor of serving as your president. I am excited to see what the future holds for all of us and the impact we will continue to make together.

Warmest regards,

Brandee Mills  
UCWA President

• UTAH  
CATTLEWOMENS  
ASSOCIATION

*Winter 2024 General  
Business Meeting*

5 DECEMBER | 1:30 PM  
SHERATON HOTEL, SALT LAKE CITY  
ZOOM OPTION AVAILABLE

SHORT BUSINESS MEETING & NEW  
OFFICER INSTALLATION  
This will be the only UCWA gathering to  
allow for participation in UCA Convention  
meetings

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# Balanced Nutrition for Tweens & Teens Toolkits

Through funding by the Beef Checkoff, 120 Nutrition for Tweens and Teens Toolkits were distributed to doctor's offices throughout the state of Utah. These toolkits featured healthy eating tips and beef recipes geared toward growing tweens and teens.

Results from the post-survey outreach showed that 63% of the respondents indicated that they were much more likely/somewhat more likely to recommend beef for adolescents after receiving the materials. Those more likely to recommend beef cited many of the key attributes highlighted in the materials. Nearly 7 in 10 respondents reported that the educational materials they received were valuable in aiding their discussions about nutrition with adolescent patients and their families.


When asked what would make the materials more valuable, some said more recipes, more specific information about beef consumption as it relates to age/weight, and comparisons with other protein sources. Others indicated that they would not change anything and valued the materials as they were given.

On average, respondents rated their attitude to beef for adolescents 11% higher after receiving the toolkit. 6 in 10 indicated that they would like to receive more evidence-based materials in the future from the Beef Checkoff about beef's role in a healthy, balanced diet. The vast majority offered positive feedback and appreciation for the toolkit program.




## NUTRITION TO SUPPORT GROWING TWEENS AND TEENS

Funded by Beef Farmers and Ranchers




Adolescence is a transitional life stage distinguished by physical, psychological and emotional development and is influenced by unique challenges:<sup>1</sup>

- Rapidly Changing Bodies
- Independence
- Peer Pressure
- Food Choices
- Social Acceptance
- Social Media



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Developing healthy habits at this life stage, like eating a balanced diet and getting adequate physical activity, can set tweens and teens up for success now and into the future.

### Set adolescents up for success with a balanced diet to fuel play, empower learning, and optimize growth

Beef provides many of the nutrients that adolescents aren't getting enough of each day.<sup>9</sup> In fact, a 3 oz serving of cooked beef on average provides:

Including beef in a healthy dietary pattern can improve nutrient adequacy in the adolescent population and promote healthy growth and development during this vulnerable life stage.<sup>1,9-11</sup> In fact, recent research found that adolescents who eat beef are more likely to achieve nutrient adequacy than beef non-eaters.<sup>11</sup>

Read the complete research brief on beef's role in helping close nutrient gaps in adolescence.

### Diet quality declines during childhood and throughout adolescence<sup>1</sup>

The Healthy Eating Index (HEI) score measures an individual's dietary intake adherence to the recommendations outlined in the Dietary Guidelines for Americans (DGA). Current dietary intake data for adolescents indicates that their overall diet quality is poor, with HEI scores declining throughout childhood and adolescence.<sup>1</sup>

Age Group	HEI Score
Ages 2-4	61
Ages 5-8	55
Ages 9-13	52
Ages 14-18	51

Source: Dietary Guidelines for Americans, 2020-2025

**Did you know?**

On average, adolescents gain 15-20% of their final adult height and 40-50% of their adult weight during this time period. Bone mass also increases by 40-60%.<sup>2,3</sup>

### Build Balanced Plates with Beef

Guidance on how to build a balanced plate can help boost nutrition and fuel tweens and teens.

On average, adolescents 14-18 years-old require 5½ to 7 oz of protein-rich foods each day!<sup>1</sup>

A 3 oz cooked serving of beef contains about 25g of protein and 9 other essential nutrients.<sup>2</sup>

What does 3 oz of cooked beef look like?\*\*\*

= Deck of Cards

= Hockey Puck

**Did You Know?** Adoption of healthy dietary patterns and regular physical activity may boost body image, offering coping mechanisms for stress and improving self-confidence and self-esteem.<sup>12</sup>

# SPRING COVE RANCH Female Connection Sale

**Saturday, November 23, 2024**  
**At Spring Cove Ranch, Bliss, Idaho • 3:00 PM MDT**



**Spring Cove Grant 200K AAA 20669598**  
CED BW WW YW MILK CW MRB RE SM SW SF SG SB SC  
+8 -.3 +81 +140 +26 +63 +.98 +53 +97 +84 +99 +61 +160 +305  
*Sitz Feat 729H x Spring Cove Carol 811*  
Selling the first service to the \$400,000 Lindskov LT and Montana Ranch stud! Also selling 3 IVF Flushes out of his maternal sister pictured!



**Spring Cove Carol 140 AAA 20003955**  
CED BW WW YW MILK CW MRB RE SM SW SF SG SB SC  
+7 +.8 +73 +115 +26 +28 +.92 +.42 +110 +80 +55 +65 +120 +266  
*Sitz Resilient 10208 x Spring Cove Carol 811*  
Selling 3 IVF Flushes to the bulls of the buyer's choice from this maternal sister to the \$400,000 Spring Cove Grant 400K as well as her daughter pictured.



**Spring Cove Carol 3026 AAA 20929975**  
CED BW WW YW MILK CW MRB RE SM SW SF SG SB SC  
+4 +1.8 +77 +126 +29 +43 +.91 +.77 +75 +78 +75 +69 +144 +262  
*Musgrave Divergent x Spring Cove Carol 140*  
This daughter of Spring Cove Carol 140 will sell bred to the \$140,000 Pine View Warbucks L114.



**Spring Cove Carol 418 AAA 17933017**  
CED BW WW YW MILK CW MRB RE SM SW SF SG SB SC  
+5 +1.9 +66 +116 +31 +39 +.62 +.44 +62 +68 +83 +49 +132 +233  
*Sitz Longevity 556Z x Spring Cove Carol 033*  
Selling her heifer calf by Pine View Red State. Also selling embryos out of this \$92,000 valued Pathfinder sired by the \$360,000 Boyd Bedrock and \$140,000 Pine View Warbucks L114.



**Spring Cove Star 320 AAA 20654855**  
CED BW WW YW MILK CW MRB RE SM SW SF SG SB SC  
+13 -1.7 +68 +126 +31 +50 +.68 +.60 +49 +68 +90 +51 +141 +232  
*Spring Cove Crossfire 26H x Spring Cove Star 741*  
A powerful bred heifer safe to the \$400,000 Spring Cove Grant 400K. Many more like her sell!



**Spring Cove Liza 767 AAA 18894503**  
CED BW WW YW MILK CW MRB RE SM SW SF SG SB SC  
+11 +.3 +54 +99 +31 +31 +.99 +.46 +69 +58 +73 +66 +139 +249  
*SydGen 928 Destination 5420 x Spring Cove Liza 021*  
Selling 1/2 interest in this proven donor that is a maternal sister to Spring Cove Reno 4021.

**NOVEMBER 22 Pre-sale gathering and viewing of cattle - NOVEMBER 23 Sale 3:00 pm**  
Stay after the sale for Idaho Surf & Turf dinner and entertainment.

## OFFERING ELITE FEMALES AND GENETIC LOTS

- 50 registered spring bred heifers from the heart of the herd.
- 10 registered spring open heifer calves.
- 15 registered fall open yearling heifers.
- 50-75 spring calving cows, papers optional.
- PREGNANCIES - EMBRYOS - FLUSHES
- 250 commercial spring calving heifers from Spring Cove Ranch Commercial Customers.

## FEMALE CONNECTION BREEDERS

- HOST - Spring Cove Ranch, Bliss, Idaho
- Triple L Angus, Idaho
- Pine View Angus, Iowa
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PM-US-24-1542(2)

# YARDLEY CATTLE CO.

Friday Dec 6th, 2024  
2:00 MST in Beaver, UT

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PB Angus  
SAV Rainmaker x Bushwacker O'Reilly

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