

The official publication of the Utah Cattlemen's Association



All summer the cattle markets have been in record high territory and it did not seem that anything could cause that to change.

Then suddenly it did. While prices remain at pretty high levels we have seen some significant drawback. The recent volatility in the market has reminded us that while market fundamentals indicate higher prices, we still are at risk of outside forces disrupting our livestock markets.

As I have watched the video markets this summer, I have been impressed by how many opportunities ranchers have today to add value to the cattle

they market. There are programs that focus on vaccination protocols, programs for all natural production systems, some for organically produced products, as well as age and source verified programs. Each of these programs has its own requirements and are designed to fulfill the needs of the buyers in their marketing environments. Producers strive to find ways to differentiate themselves and their cattle from the rest of the pack and in recent years buyers have been willing to pay some premium for these types of cattle.

Over the years, programs have been developed that are adaptable to nearly every producer's production system. These programs have also become more rigorous in their management and record keeping. The continued growth and increasing popularity of such programs reflects the consumer's interest in understanding where their food comes from and how it is produced.

Some programs focus on animal care and welfare, while others take a more comprehensive approach and consider all aspects of the production system. Many programs have focused on animal health and the vaccination protocols the producers have followed. Other buyers seek out non-hormone treated cattle as well as all-natural. These buyers want some sort of verification that the cattle they are purchasing meet their criteria.

Programs that integrate and evaluate all aspects of the production

system are becoming more popular. These programs evaluate and document things like environmental stewardship, grazing management, animal health, employee training and safety, equipment maintenance, and nutrient management of manure in our feedlots. Some programs take very little effort to enroll your cattle, while others are much more detailed and require significantly more effort and record keeping.

With so many options available to producers to add value to the cattle they produce, it may be to your advantage to find a program that fits your specific operation. It looks like most of these programs add anywhere from \$20 to \$100 per head to the value of a 500-pound calf. Programs such as these strive to meet the demands of the cattle feeder as well as the end consumer. Increasingly, people are interested in where their beef comes from and how it was raised and handled. Even such things as having a current Beef Quality Assurance certification makes one eligible for a number of these programs.

Today operating margins seem to be pretty good for most producers, but we know that this industry goes through price cycles that are somewhat predictable. Prices will go down and margins will narrow. Any way to find additional value the market is willing to give may be the difference between being profitable or unprofitable in the lean years.

Jeff Young
UCA President

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UPCOMING EVENTS

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
SEP 17-19	PUBLIC LANDS COUNCIL ANNUAL MEETING - GRAND JUNCTION, CO
NOV 9	LEACHMAN FALL HARVEST SALE
DEC 4	UTAH CATTLEMEN'S CLASSIC SALE
DEC 4-6	UTAH CATTLEMEN'S ASSOCIATION WINTER CONVENTION AND TRADE SHOW - SLC SHERATON HOTEL
FEB 4-6	CATTLE INDUSTRY CONVENTION SAN ANTONIO, TX

STEVE REGAN ANNUAL CORN ROAST AND BBQ

STEVE REGAN CORN ROAST: SEPT 18 - 27, 2024

- Sept 18 - Logan
- Sept 19 - Burley
- Sept 20 - Caldwell
- Sept 23 - Salt Lake
- Sept 24 - Spanish Fork
- Sept 25 - St. George
- Sept 26 - Delta
- Sept 27 - Richfield

*All customer appreciation BBQ's go from 11 am - 1 pm

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Utah Beef Council Seeks At-Large Applicants for Open Board Position



The Utah Beef Council is seeking applicants for one at-large council member position. Applicants must be a Utah resident and an active cattle or dairy producer.

All applications must be made on the Utah Board and Commissions website, by clicking on the Utah Beef Council board.

In addition to filling the application, the applicant must submit two letters of recommendation from other cattle producers in the state. This year we are seeking to fill one vacant seat on the council. This is a three year position, with the possibility of extending the term one time. The Utah Beef Council meets at least quarterly, generally in Salt Lake City.

To inquire about serving, contact Brent Tanner at the Utah Beef Council, 801-355-0063.

The deadline for applying is October 1, 2024.

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Defining Sustainability

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



Sustainability has become a buzzword that I am quite certain most of you have gotten sick of hearing. But what does it really mean? Is the beef industry “sustainable”? Is your cattle operation “sustainable”?

Let’s first try to figure out what sustainability really means. The U.S. Roundtable for Sustainable Beef (USRSB) is a group that has come together to do just that. The group is made up of stakeholders from all segments of the beef production chain including producers, packers, foodservice and civil society (other interested parties). This group came up with metrics for the cow/calf sector related to greenhouse gas (GHG) emissions, proper use of land resources and water resources. Although these topics may sound daunting, all three really come down to grazing management plans resulting in improved plant and soil health, protecting water resources and good planning that will ensure the ranch is healthy and ready to pass on to the next generation.

Three other measures include employee safety and well-being, animal health and well-being, and efficiency and yield. The net effect of these measures is a safe and well-trained workforce, healthy livestock and continually striving for improvement that results in financial success. I would argue that all of us want to be “sustainable” by these measures.

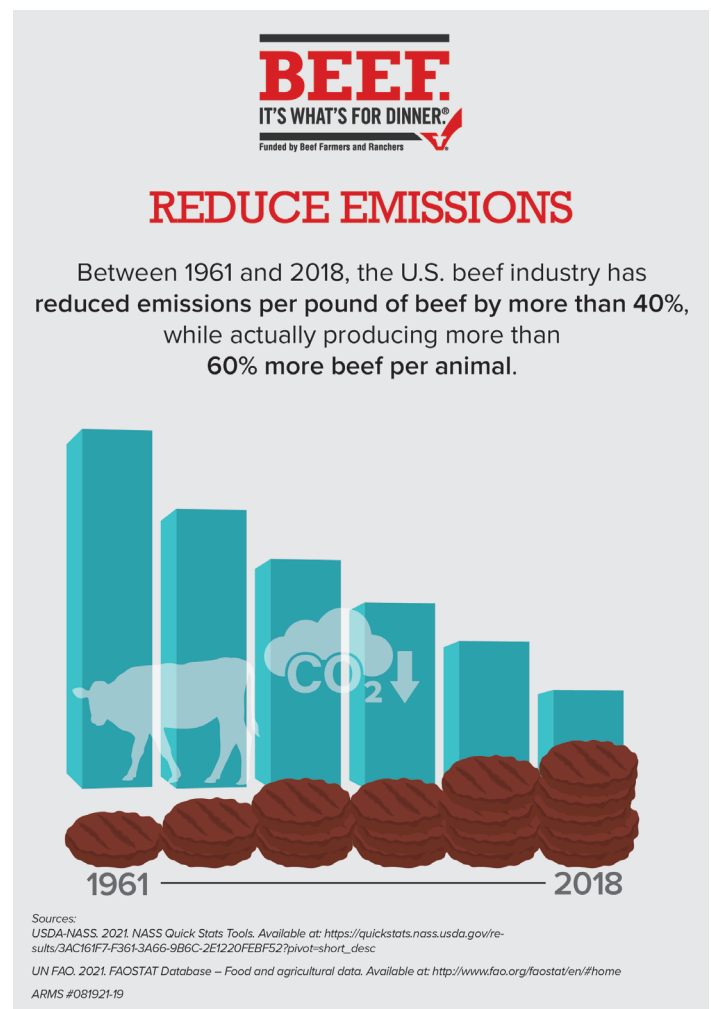
So how are we doing as an industry? Fortunately, the National Cattlemen’s Beef Association (NCBA) has taken this question head on. The answer to the question is a resounding “YES”! With that said, let’s dig into the numbers a little.

First of all, the production of beef in the U.S. makes up only 1.9% of all GHG emissions. Today, we have reduced the GHG emissions per pound of beef produced by over 40% since the 1960’s. Many of our critics would be surprised to hear those numbers. In fact, there are approximately the same number of beef cows today as there were bison in the early 19th century. It’s not a stretch to think that GHG emissions from ruminants have not changed at all since the time when bison roamed the prairies in massive numbers.

Another interesting fact is that the U.S. beef industry has increased the pounds of beef produced per head by over 74% since 1961. There are other agricultural products that can boast similar numbers. How has that happened? Have cattle producers been sticking their heads in the sand when it comes to progress and change? Obviously, those of us involved in the beef industry have been looking for ways to improve continuously and have done it in a big way. Good science, progressive thinking, free markets and an overall drive to succeed has propelled the beef industry. How many of you are doing things exactly like your grandfather did? I don’t see many hands. You have applied new ideas of your own along with

the sound application of science to move the needle in a very significant way.

I could go on and on with a lot more data, but for the sake of time and space, I will wrap it up. You are a part of an industry that has been doing more with less for well over a century. You have done it by taking care of the land, water, people and livestock under your stewardship. You have done it by continually finding better ways to apply your experiences and sound science. You have done it by being profitable. These are the same ways you will continue to progress. I am confident that your children and grandchildren will build on the improvements of the past and continue to a more sustainable future!



Farms and Ranches Required to File Ownership Information with U.S. Treasury

Many farms and ranches will be required to file “beneficial ownership” information with the Financial Crimes Enforcement Network (FinCEN), a division of the U.S. Department of the Treasury. In 2021, Congress passed a law called the Corporate Transparency Act that requires businesses to report the identity of their owners with the goal of reducing financial crime. Unfortunately, many small businesses like farms and ranches are required to comply with this requirement.

Who must file: Any producer whose farm or ranch employs 20 employees or less, is a corporation, limited liability company (LLC), partnership, or was formed as another type of entity by filing a document with the secretary of state or similar state office is

required to file a Beneficial Ownership Report with FinCEN.

When to file: Companies that were registered before January 1, 2024, have until January 1, 2025, to file their report. Any companies created between January 1, 2024, and January 1, 2025, have 90 days from their creation or registration with the state to submit this report to FinCEN. Additionally, any updates or corrections to beneficial ownership information must be submitted within 30 days.

Where to file: To comply with the Corporate Transparency Act, you must fill out a form online at <https://www.fincen.gov/boi>. The form will require your name, date of birth, residential or business address, and a unique identifying number like your driver’s

license or passport number.

Producers are encouraged to consult with their attorneys to determine if the CTA applies. Penalties for non-compliance can include a \$500 per late day fine, up to \$10,000 in fines, or even prison sentences for refusing to comply with the law.

Resources: For more information, visit <https://www.fincen.gov/boi> or review FinCEN’s Small Entity Compliance Guide at <https://www.fincen.gov/boi/small-entity-compliance-guide>.

This information is not professional advice. You should always consult with a tax professional and/or attorney for advice as to whether this Transparency Act applies to you.

42nd Annual

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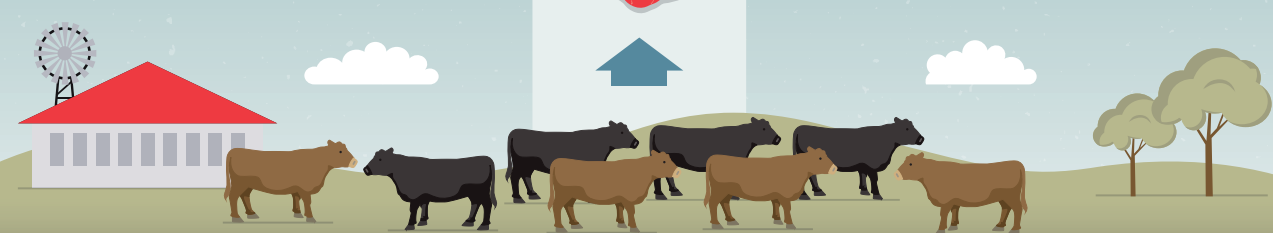
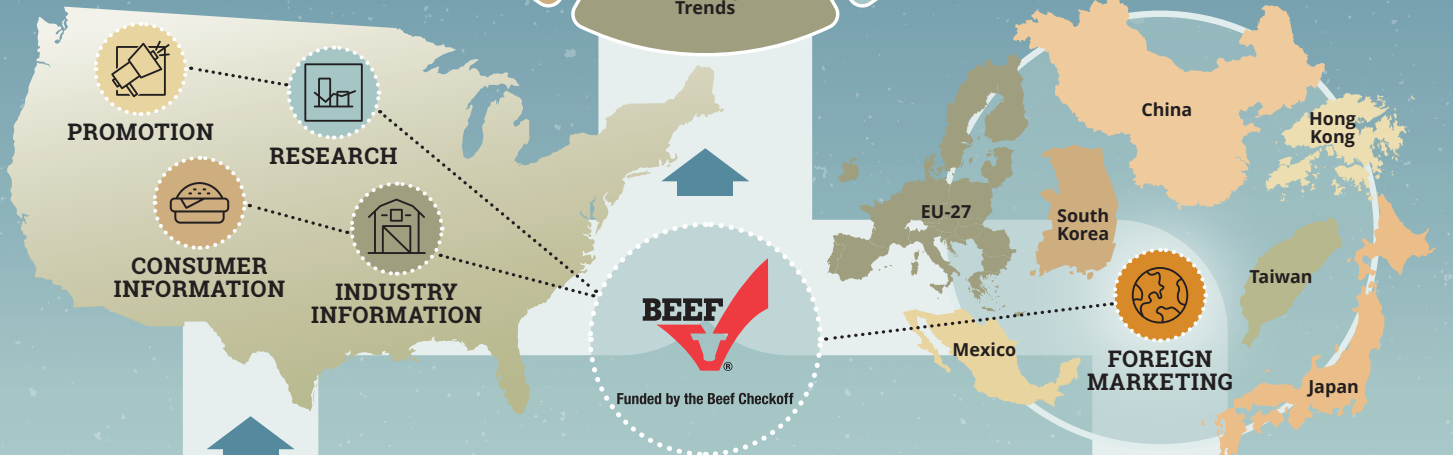


BEEF CHECKOFF 2023 BROADER ECONOMIC IMPACT STUDY

NATIONAL BEEF CHECKOFF DOMESTIC DEMAND-DRIVING ACTIVITIES INCREASED U.S. BEEF DEMAND BY 8.5%



NATIONAL BEEF CHECKOFF EXPORT DEMAND-DRIVING ACTIVITIES INCREASED U.S. BEEF EXPORTS BY 11.5%



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DIRECT EFFECT



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incremental increase in total revenue to the beef industry

INDIRECT EFFECTS



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Increases in U.S. employment income by **\$2 BILLION**



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\$34 MILLION
in county tax revenue



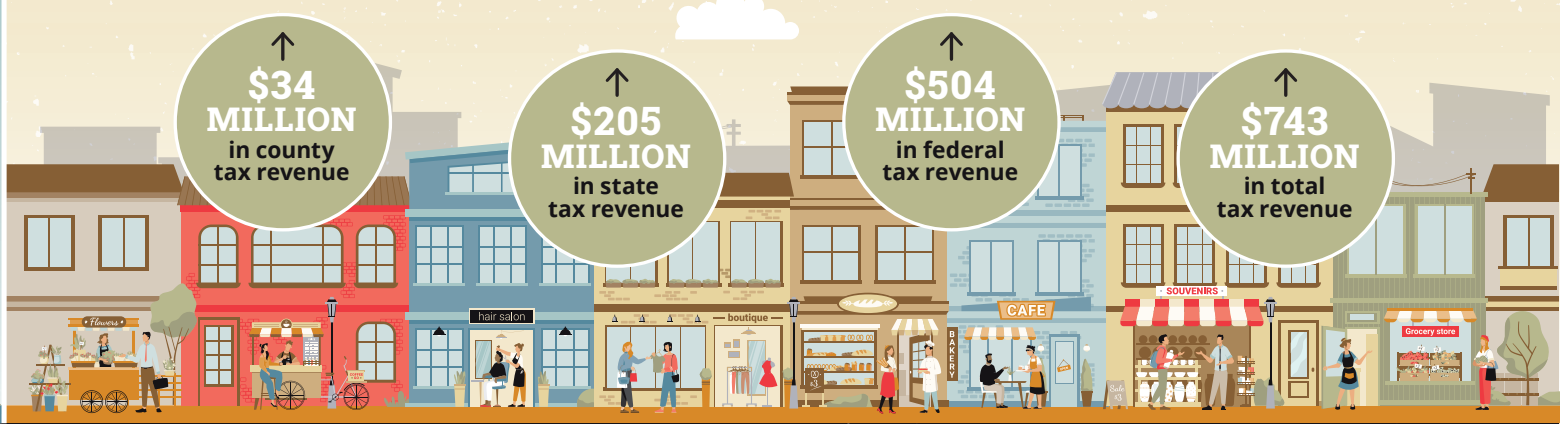
\$205 MILLION
in state tax revenue



\$504 MILLION
in federal tax revenue



\$743 MILLION
in total tax revenue



Utah Cattlewomen's Association



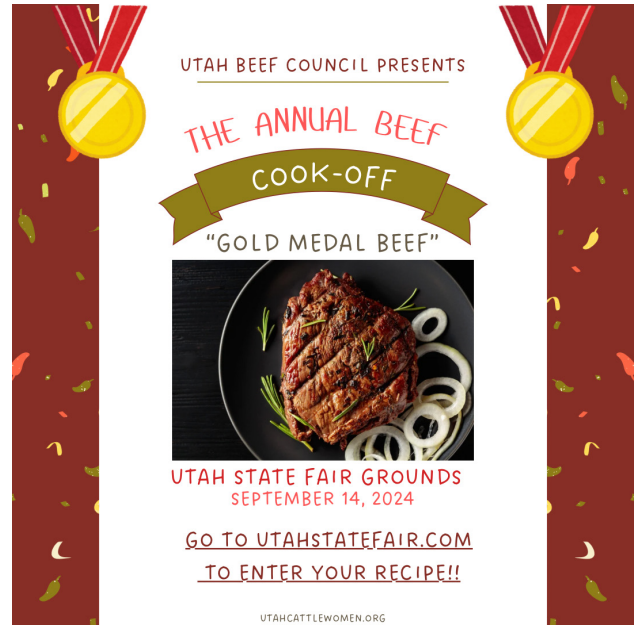
I hope that everyone has made it through the summer and haying season. Soon the cows will be coming in from most high-country ranges and we will move onto the next big project.

I wanted to make you aware of several things coming up for the Utah cattlewomen. Our beef ambassadors have been out representing at local events and attending the Stewardship and Stockmanship event in Richfield. The Utah Beef Cook-Off will be on September 14, at the state fair. If you know someone interested in participating in our version of the Olympics, please send them to the Utah State Fair website to register. On September 14, we will also be helping to serve beef kabobs at the USU Ag Day BBQ.

We are accepting ongoing brands for the brand quilt we are creating as a fundraiser to help support Nikki Weston in her term as ANCW president. Please

join us in this important fundraiser. Please see the included information below for details.

Please save the dates of May 6-9, 2025. Utah will be hosting the American National Cattlewomen's Region VI Meeting. We will also host our first WIRED (Women in Ranching Education and Development) Event. This is an amazing hands-on experience for women of all levels. Whether you are a beginner, or more experienced, there will be something for everyone. Both events will be at the Ledges Event Center in Coalville, Utah. If you are interested in serving on the planning committee for either event, please reach out to a member of the executive board. We are putting our committees together now and would love to have some more committee members.



Enjoy the next season as it rolls in. One thing I've learned in life and in ranching, seasons come, and seasons go. Some are more enjoyable than others, but if you choose to look, you will find joy in every season.

Brandee Mills
UCWA President

Brand Quilt for ANCW President-Elect Nikki Weston

We are so excited and proud that our very own Nikki Weston, of Randolph, will take over the reins as the American National Cattlewomen's President in January 2025. She will be the second Utah Cattlewoman to serve in this position. To defray some of the substantial expenses that Nikki will incur while she is serving as the ANCW President, the Utah cattlewomen are hosting numerous fundraising efforts. One of our fundraisers will be a hand-sewn brand quilt. One of Nikki's platforms for her presidency is legacy and tradition. She is very proud that her grandchildren are 7th generation on their family beef operation.

We would like to help preserve the tradition and legacy of brands on this beautiful quilt. One of the purposes of the brand is to identify ownership and to preserve our ranching heritage. We are selling squares for \$100 each.

Each square will make up the design of the quilt. A small portion will go towards the funds needed to provide the supplies for the quilt and having it made. Other donations are welcome. We encourage multigenerational ranches to add additional squares for all those that are on your brand. This could include the same brand but with an additional person or family's name. If you would like to include additional family or generational brands, the price will go as follows:

- 1 brand or square = \$100
- 2 brands or squares = \$175
(could include the same brand but additional person's name, etc.)
- 3 brands or squares = \$275
- 4 brands or squares = \$375
- 5 brands or squares = \$475
- 6 brands or squares = \$550
- 7 brands or squares = \$650
- 8 brands or squares = \$725
- 9 brands or squares = \$825
- 10 brands or squares = \$925

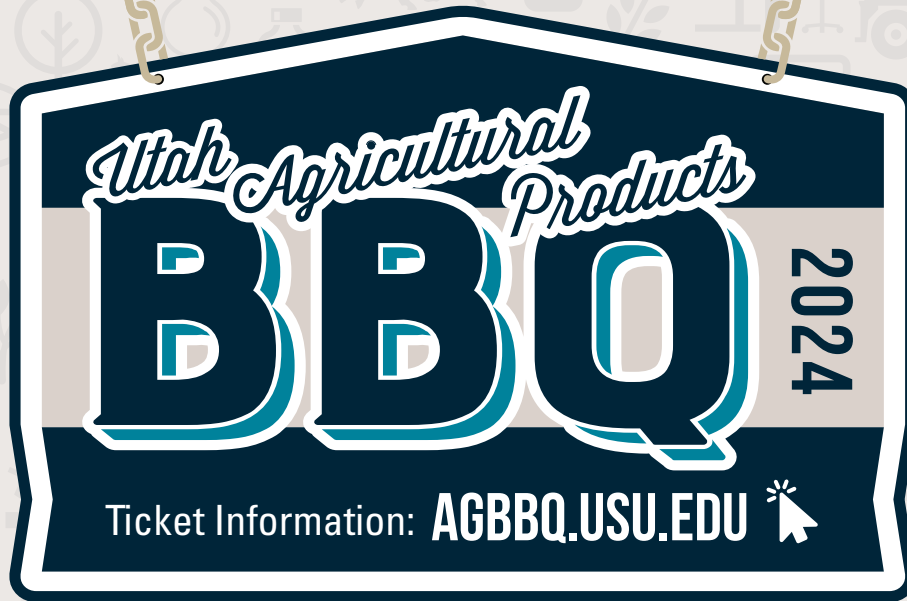
Brands will be accepted until October 1, 2024 so that the quilt can go into production.

Additionally, we will be selling drawing tickets to win the beautiful quilt to take place at the Utah Cattlemen's Association Winter Convention.

Every square sold will acquire 1 ticket. Additional tickets can be purchased through any UCWA board members or the Utah Beef Ambassadors. 1 ticket is \$5 or 5 tickets will be \$20. Please use the QR code to complete online.



Brand Quilt Form



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