



### INSIDE WLJ

**INTERMOUNTAIN REAL ESTATE EDITION** — This special issue of *WLJ* features information on farm and ranch properties, real estate values and land issues in the Rockies. **Page 6**

**CO RIVER COULD DRY UP** — At the latest Colorado River District meeting, an official warned the Colorado River is at risk of drying up in three to four years if drastic action isn't taken to reduce water flows. **Page 13**

#### A LOOK BACK IN HISTORY

In the next few months, many cattle associations will hold their fall meetings, and an October 1961 column from *WLJ* Publisher Nelson Crow provides a unique look into the issues up for debate at the meetings during that time: "There will be many county and regional meetings at which important matters pertaining to the welfare of the cattle business will come up for discussion. Perhaps one of the most vexing problems of all is this matter of beef grading. Then there will, of course, be discussions on the efforts of politicians, and some of the cattlemen themselves, to 'do something' for the cattleman. No doubt, efforts will again be made to tie beef cattle into government support and marketing programs. The matter of beef advertising and promotion will also again be hotly discussed by cattlemen."

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# WOTUS gets its day in high court—again

## — Significant nexus test under review

The Supreme Court of the U.S. opened its October session by

hearing arguments on a case regarding waters of the U.S. (WOTUS), a case where the decision will have overarching impacts on producers and what are consid-

ered waters and wetlands. Sackett v. Environmental Protection Agency (EPA) is about an Idaho couple's battle against the EPA's Clean Water Act (CWA) and

whether their property contains a wetland—a property where they want to build a house. Michael and Chantell Sackett have been battling against EPA for the past 11 years, and they headed to the Supreme Court for the first time in 2012.

On Oct. 3, the Sacketts headed to the Supreme Court for a second time for the justices to consider whether the U.S. Court of Appeals for the 9th Circuit erred in its August 2021 decision when it agreed the government had permitting authority over the couple's property.

At the forefront of oral arguments during the two-hour hearing was the definition of the word "adjacent" and which streams and wetlands are considered federally protected under the CWA. Congress did not define "adjacent" in the U.S. Code when it updated the law in 1977, according to Bloomberg Law.

Then-Justice Anthony Kennedy's "significant nexus" test in the 2006 ruling of *Rapanos v. U.S.* was intended to clarify "adjacent." The test evaluated whether any pollution in a tributary of a navigable



U.S. Forest Service

The Supreme Court recently heard oral arguments regarding a waters of the U.S. case. Pictured here, a wetland on the upstream end of Stanley Lake in the Sawtooth National Recreation Area, ID.

See WOTUS on page 24

# Easterday sentenced to 11 years in federal prison

## — Expressed remorse

Cody Easterday is headed to federal prison after pleading guilty to wire fraud in a "ghost cattle" scheme defrauding Tyson Foods Inc. and another company of \$244 million.

U.S. District Court Judge Stanley A. Bastian sentenced Easterday to 11 years in prison and three years probation after he serves his term. Easterday was also ordered to pay \$244 million in restitution, subject to offsets Easterday already paid. A separate restitution hearing will be held without the presence of Easterday.

Bastian took the advice of prosecutors seeking between 10 and 12 years. Prosecutors with the U.S. Attorney's Office argued Easterday's scheme was "a massive, brazen and long-term fraud" and asked the judge to comply with the sentencing guidelines.

See EASTERDAY on page 14

Bastian, at the time of sentencing, stated the case involves "the biggest theft or fraud I've seen in my career—and the biggest I ever hope to see." Bastian remarked to Easterday that "you destroyed" the very "empire you spent so much time building. It all came to a collapse because of what you have done."

Expressing remorse for his actions that led to the massive "ghost cattle" scheme, Easterday addressed the court, stating, "There is no excuse. I've let a lot of people down, and it will take a long time to fix that, if I ever can. I'm just sorry, and this is not the man I am," according to the Tri-City Herald.

Easterday's attorney, Carl Oreskovich, told Bastian that the number of supporters in the courtroom was a testament to Easterday's contribution to the community. Oreskovich said Easterday was an integral part

# Lack of inventory driving regional real estate prices

## — Double-digit gains in ID, MT

Despite a rise in interest rates and higher input costs, the lack of property inventory in the intermountain region has continued to fuel prices, but not as much as in the last couple of years.

"As of today, the market is good," Cory Clark, owner of Clark & Associates in Lusk, WY, told *WLJ*. "I don't know, but I think we've got some rough waters ahead in the future. But today, we are enjoying the benefits of higher demand for real estate."

The August 2022 USDA Land Values report showed the average value per acre for farm real estate—a measurement of the value of all land and buildings on farms—in the intermountain area was \$1,390/acre, up 8.6% from 2021.

The biggest increases were in

Montana and Idaho, which experienced a 10.8% and 10.4% increase to \$1,030 and \$3,700 per acre, respectively.

USDA's report showed farm real estate values in other states in the region rose as well—though not as high. Colorado was up 9.9% to an average of \$1,770/acre, Wyoming was up 7.6% to \$850/acre and Utah was up 7.3% to \$2,810/acre.

A report titled "Rise in Farm Real Estate Values Accelerates" by the Kansas City Federal Reserve looked at farmland values in the mountain states—Colorado, northern New Mexico and Wyoming. According to the report, the value of pastureland increased 18% compared to cropland's 32% jump in the fourth quarter of 2021.

Nathan Kauffman, Kansas City Fed vice president and agricultural economist, told DTN in an

interview that farmland values tend to reflect the financial conditions of agriculture, and local conditions do make a difference.

"When there's a severe drought in a particular area for a long period of time, we can see that play out in values," Kauffman said. "So, parts of the region we cover in the far South or the West that have been in more persistent drought, we maybe see a little bit more weakness in some of those areas."

The report, which was published in February, showed ranchland real estate values in the mountain region increased 14% in the fourth quarter of 2021, well below the 22% in the region that includes Kansas, Nebraska and Oklahoma. The mountain region was in the middle of drought during that time period.

See REAL ESTATE on page 8

**PERIODICAL: Time Sensitive Priority Handling**

# Steady week sees higher cash trade

The market continued to trade mostly steady over the week, with feedlots holding out for higher cash prices. Futures traded mostly sideways, but feeder cattle slipped a bit.

Live cattle futures traded mostly steady over the week. The October contract gained \$1.20 to close at \$145.32, and the December contract gained 10 cents to close at \$147.87.

"Feedlots know that packers are hungry for cattle and have thus held strong in waiting for potentially higher prices," ShayLe Stewart, DTN livestock analyst, wrote in her Wednesday midday comments.

Through Thursday, about 60,000 head traded on the cash market. Live steers sold from \$144-148, and dressed steers sold from \$227-230.50.

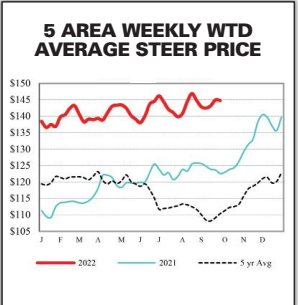
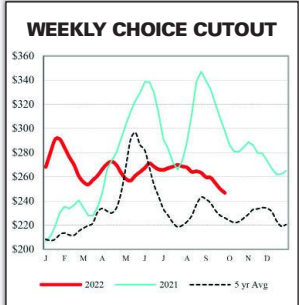
Cash trade for the week ending Oct. 2 finally totaled a sizable amount, at 100,258 head. Live steers averaged \$144.95, and dressed steers averaged \$229.21.

"Fed cattle prices may be the highest since 2015 but cattle are losing money and record high cost of gain values are taking a terrible toll," said Cassie Fish, market analyst, in *The Beef*.  
The national weekly direct beef type price distribution

for the week of Sept. 26 to Oct. 3 was the following on a live basis:

- Negotiated purchases: \$144.88.
  - Formula net purchases: \$146.81.
  - Forward contract net purchases: \$147.07.
  - Negotiated grid net purchases: \$145.84.
- On a dressed basis:
- Negotiated purchases: \$228.99.
  - Formula net purchases: \$231.52.
  - Forward contract net purchases: \$228.29.

• Negotiated grid net purchases: \$230.26.  
"Slaughter volumes for the past two months have  
See MARKETS on page 19



<b>LIVE STEERS</b>	<b>DRESSED STEERS</b>	<b>CME FEEDER</b>
\$145.93	\$230.10	\$175.69
WEEK ENDING: 10-6-22		

# COMMENTS

## Good ride, cowboy

On Monday, Oct. 3, I attended the celebration of life for industry icon Duane Martin Sr. in Ione, CA. He was an avid reader of *WLJ*, and he always maintained a friendship with all of us here. This column is dedicated to him.



IPSEN

I have been fortunate in my career to come across some of the changers in our time: industry leaders whose impact changed the landscape and the way we do business. I have come to know innovators whose ideas changed how cattle are marketed, how we perceive the data that follows each animal, how we manage inputs to drive profitability and so on. I have been very fortunate to learn bits and pieces from each of these people. I am grateful for their big ideas and the implementation that followed. I'm appreciative of their effort and know their impact on this industry and their work are why people are still in business.

Duane Martin Sr. didn't ever need a big idea. He didn't need the latest and greatest of anything. He simply needed a handshake, and he'd take care of the rest. "Old school" is how it's described today.

He made trades based on value, timing and reputation. But he was also willing to be fair. I watched him select bulls for function before data—power cattle with growth, skeletal balance and muscle shape. He knew what he liked, and he stayed with that. It seems his entire business was built around that same philosophy.

"Senior," as most people knew him, stayed the course and built one of the largest empires in our industry and was consistently in the top 25 producers in the nation for both cow-calf and stocker/yearling operators. Most importantly, he built a legacy that appears to withstand time. His family is entrenched in the industry and is poised to continue that trajectory.

When I moved to California in the spring of 2007, I'll admit I hardly knew anyone. I'll also admit I probably didn't deserve the job I was given, but I'm thankful for the opportunity. I started meeting people and working hard to gain the respect of our industry in the Far West. It was that fall that I first met Duane Martin. I can't deny he intimidated me. Everyone knew him. But what I quickly learned is that he knew more about my job than I did, even though he didn't need to. When we came face to face ringside at various auctions, he told me when he was in and when he was out, and I just agreed with him!

Over the course of the next few years, we became friends. I went and saw him a couple times and was able to go around his place in his notorious red vehicles. I began to respect him and appreciate him. What I also learned from him—plus a few others out there—was that a backbone and trust in yourself are as important as anything in this business, especially when it comes to auctions.

What he also taught me, and most in our industry, is to stay with it. He rode good markets, and he rode bad markets. But what separates the truly successful from the rest is they kept riding. Good markets outweighed the bad, and consistent work and effort resulted in what we know today as Duane Martin Livestock.

Today, we face so many challenges in our industry. Over the course of the last few years, it hasn't been easy, with skyrocketing inputs, fluctuating interest rates and so on. It's easy to become pessimistic right now. However, for every downside, we have so many upsides. When I look at those who have already ridden the highs and lows and continue to do so, it is rejuvenating. I encourage all of you reading this column to do the same. We're all in this industry together. Every size of operator deals with many of the same issues; the key is to keep dealing. That is the value that people like Duane Martin bring to our industry. It's not that they just made a great cow trade or leased a great ranch, it's that they positioned themselves to fight another fight. Their next trade might not be as good, but they can't have a good trade if they aren't in the business at all.

As Col. Max Olvera said at Duane's celebration of life, "Bom passeio vaqueiro," which means "Good ride, cowboy," honoring Senior's Portuguese heritage. To me, that sums it up perfectly. Duane Martin had a great ride. It wasn't always an easy one, as I reflect on conversations we had in 2015. But he kept riding, and now his torch has been passed on to the next generations so that they can keep riding.

On behalf of *WLJ*, we extend a heartfelt thank you to the Martin family for their continued friendship and support of what we try to do here at *WLJ*. — **LOGAN IPSEN**



## DITTMER'S TAKE

Log on to [USDA.gov](http://USDA.gov) and on the front page it proclaims their top priorities: "Advancing Racial Justice, Equity, and Opportunity," "Addressing Climate Change," "Tackling Food and Nutrition Insecurity" and "More, Better, and New Market Opportunities."

USDA's priorities have always been on the 80% of the budget that is food and nutrition programs. Recently, climate change has been coming down from the top as a focus of conservation and other ag programs. Now, race and other alleged discrimination practices are paramount issues over USDA's production agriculture policy.

USDA has released a draft proposal, the second of their projected competition rules. This proposal is different from previous rules, except for trying to gin up more packer lawsuits.

The draft notes that: "The historic Executive order issued by the Biden-Harris administration, Executive Order (E.O.) 14036—Promoting Competition in the American Economy (86 FR 36987; July 9, 2021), directs the Secretary of Agriculture to address unfair treatment of farmers and improve conditions of competition in their markets by considering rulemaking to address, among other things, certain practices related to market abuses and enhanced competition in the livestock, poultry, and related markets, including unjustly discriminatory, unduly prejudicial, and deceptive practices, in particular retaliation. E.O. 14036 also underscored that an individual should not have to show market-wide harm to secure relief under the Act. AMS has considered that direction in undertaking this rulemaking."

That EO is concerning, as it proposes more central government interference in the free market.

But USDA's Agricultural Marketing Service has other interpretations. The rule: "USDA Proposed Rule: Inclusive Competition and Market Integrity under the Packers and Stockyards Act." The first bullet point: "Protect people at higher risk of unjust treatment in the marketplace, based on their race, gender, sexual orientation, and religious affiliation."

In all the complaints, lawsuits and rhetoric of cattlemen or groups that have protested their treatment by packers, I can't recall any of them based on those factors.

The next bullet points deal with banning retaliatory practices and deceptive contracts and monitoring relevant records to ensure compliance.

Contracts are already being addressed with the Cattle Contracts Library Pilot Program. As for the power to examine your records, that sounds like a license to ignore constitutional rights, but the devil will be in the details. What records will actually prove "unjust treatment," and how would they be used? It would even grant power to examine board of

## WOKE USDA AND WHITE HOUSE

directors' materials, which I assume would mean cattle companies as well as packers.

The Department of Justice has sued poultry processors three times recently, and even with text messages to bolster their allegations, a jury has rejected the government's claims every time: not just a bureaucratic decision, but a citizen jury. The definition of "unjust" or "collusion" seems to differ among prosecutors, activists, judges and juries.

Then there is the state attorneys general stunt. USDA is apparently planning on putting a \$15 million pot out there to entice state attorneys general to go after packers. Is this some more of the inclusion, prejudice, discrimination mantra to see if they can find a minority feeder to launch a lawsuit against a packer? Jury awards can be quite costly to giant corporations. Is this what we need from an industry standpoint, the government trying to see if it can break a packer or cost one some serious money?

I can't quibble with this draft statement: "The increased use of long-term production and marketing contracts in livestock and poultry markets, can foster greater vertical coordination, and potentially allows certain production and marketing efficiencies related to scale and certain enhanced aspects of packer, or even retailer, control over product differentiation."

The woke diagnosis of the problem: "The most recent data from the 2017 Census of Agriculture indicate that non-white racial and ethnic groups constitute a very small share of contracted livestock and poultry producers—a trend likely due in part to historical discrimination against these groups."

In other unpleasant political news, there are proposed actions and directions to government agencies from the "Biden-Harris Administration National Strategy on Hunger, Nutrition, and Health."

The setup is that in the 50 years since the first such White House conference, the U.S. government has failed to eliminate hunger. In addition, there is an "urgent, nutrition-related health crisis—the rising prevalence of diet-related diseases such as type 2 diabetes, obesity, hypertension, and certain cancers."

According to the report, "The vast majority of Americans do not eat enough vegetables, fruits, or whole grains and eat too much saturated fat, sodium, and added sugars." Not shockingly, that statement is referenced from the "Dietary Guidelines for Americans 2020-2025." — **Steve Dittmer, *WLJ* columnist**

*(Steve Dittmer is the author of the Agribusiness Freedom Foundation newsletter. Views in the column do not necessarily represent the views or opinions of *WLJ* or its editorial staff.)*



## GUEST OPINION

## EXPORTS NECESSARY TO CONTINUE GROWING MARKET FOR US BEEF

There was a time, not so long ago, when I didn't really grasp the importance of beef exports to the entire beef industry here in the U.S. Like some producers, I thought we should sell our beef here in the U.S.

However, getting appointed to the Cattlemen's Beef Board (CBB) in 2020 and co-chairing its International Marketing Committee has really opened my eyes. Now, I can clearly see how much the export market adds to the value of U.S. beef by leveraging its unique attributes. By expanding U.S. beef demand and sales internationally, the Beef Checkoff is helping promote economic growth and support producers' bottom lines.

No matter how you look at it, international trade is a vital aspect of America's cattle industry. With 95% of the global population and 80% of global buying power located outside U.S. borders, we must market our beef in other countries if we're going to increase beef sales worldwide. And as U.S. beef exports grow, global recognition and worldwide consumer demand for the quality beef we provide also increase.

The Beef Checkoff's foreign marketing program is carried out by the U.S. Meat Export Federation (USMEF). USMEF works to develop international markets for U.S. beef through programs aimed at expanding market penetration, gaining access to new markets, improving global consumer perceptions and building trust in U.S. beef.

Using a boots-on-the-ground approach, USMEF promotes beef in more than 80 countries, with 17 international representatives and offices worldwide. As locals, these 17 representatives know and understand their marketplaces and the consumer trends in their regions. They help execute promotional campaigns and initiatives, helping to differentiate U.S. beef based on market maturity, income levels and demographics to drive demand for the entire carcass.

Here's a question: When was the last time you enjoyed beef tongue, lips, liver, heart, kidney, stomach or intestine? While variety meats are often not as popular with Americans, inter-

national consumers are eager to get their hands on these cuts and cook delicacies unique to their cultures. Exporting variety meats to other countries adds a significant amount of value per carcass.

The U.S. also exports primal cuts like chuck, rib, loin, round, brisket, short plate and flank to countries that are willing to pay higher prices for our quality beef. International markets use this beef to create many of the recipes you cook at home, as well as the exotic dishes you may enjoy when you venture to ethnic restaurants, like carne asada, beef rouladen, hot pot, birria, braised short ribs and Mongolian beef.

Market competition is fierce, but Checkoff-funded efforts work to educate foreign countries that U.S. beef is the premium choice. And those efforts are working. More and more consumers worldwide want U.S. beef, which is evident with record-breaking growth throughout 2021 and 2022. U.S. beef exports have been on a red-hot pace, topping \$1 billion for the fifth time this year in June. For the first half of 2022, beef exports increased 6% from a year ago to 743,904 metric tons, valued at \$6.19 billion (up 33%). Much of this growth comes from mainstay markets such as South Korea, Japan and Taiwan, but demand is also very strong in China/Hong Kong and key Latin American markets, while exports to the Middle East have also rebounded since the pandemic.

With programs like these in place, the Beef Checkoff is introducing high-quality beef to consumers who may never have enjoyed it before but will now continue to request it from their grocers and restaurants. As a beef producer myself, I strongly believe that Checkoff-funded programs will continue to grow U.S. beef's global demand and consumers' desire for a superior eating experience. CBB leadership will do what it takes to continue adding value to U.S. beef and benefiting all stakeholders who pay into the Beef Checkoff. — **Ross Havens, CBB member and co-chair of the International Marketing Committee**

**Letters to the Editor:** Letters for publication should be no longer than 675 words, must refer to an article that has appeared within the month, and must include the writer's name, address and phone number. Addresses and phone numbers will not be published. Letters may be shortened for space requirements. Send a letter to the editor by emailing [editorial@wlj.net](mailto:editorial@wlj.net) or mailing it to Western Livestock Journal Editorial, 7355 E. Orchard Road #300, Greenwood Village, CO 80111.

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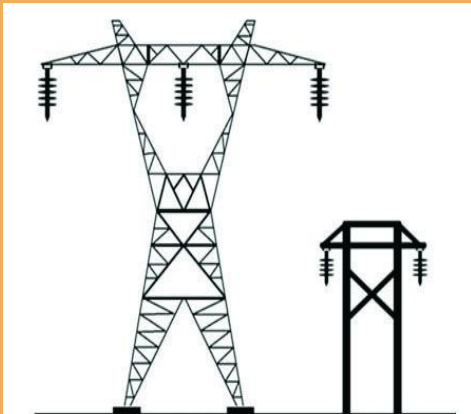
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# THE VIEWPOINT

with Jared Gould

This exclusive column found only in WLJ features unique perspectives from some of the nation's top producers, marketers, animal health experts, economists and more.

With fall in full swing, producers are making weaning decisions about their calves and preparing nutrition plans for the upcoming season. Dr. Jared Gould shared some insight for producers to keep in mind as we head into the fall amid drought and other stress factors.

Jared is a veterinarian based out of Nampa, ID, and

grew up on a cow-calf operation in northern Wyoming. He received his master's degree in ruminant nutrition from the University of Wyoming in 2000. From there, he headed to Colorado State University to further his education and receive his DVM. Jared's professional experience is extensive; he worked at a mixed animal practice in Wyoming before moving to Idaho and working for Simplot Land and Livestock as a staff feedlot cow-calf veterinarian. His career then led him to Elanco, where he worked as a technical veterinary consultant. Now, he partners with John Hepton and oversees management on several operations, and he also owns a veterinary prac-

tice in the Treasure Valley of Idaho.

The number one health issue at feedlots is typically bovine respiratory disease,

and calves with earlier experiences of stress are more likely to succumb to the disease at weaning or at the feedlot, Jared said. With the first



Jared Gould, DVM

Courtesy photo

most stressful event in a calf's life being calving, calves need to be equipped with the proper tools to get a strong start, Jared said. This all starts with proper management of the cow before the calf is even born.

to the sale barn to be commingled with other calves who have been around different environments and diseases, will limit the calf's chance of falling ill, Jared said. If producers have access to a separate feeding

**“As a rancher, you have a reputation that you want to market your animal to the utmost value.”**

“We tend to forget about the importance of colostrum,” he told WLJ, “and the tools for the calf for the first 30 days of his immune defense system. Not only is there an abundant nutrition package associated with colostrum, there's a lot of antibodies the cow has been exposed to in her life.” The cow is able to build that immunity herself and then pass it to the calf through colostrum and give her progeny a stronger start in the world.

The next stressful event in a calf's life is branding, Jared said, which isn't quite as stressful as it may seem since the calf is usually quickly reunited with its mother. However, for certain areas of the country where it is not as common to brand or castrate at a younger age, the odds of illness increase. “If we look at the West, we have a pretty good system where most producers are doing these processes at a pretty young age. The older they get, the more stressful that is on the calf,” Jared said.

Finally, and more currently, the second most stressful time in a calf's life is weaning (second to being born). “There's low-stress handling and fence line weaning and all those kinds of things,” Jared said. “Or we put them on the truck because we're working cows, and they either go to the sale barn or to a feedlot because we've sold them, and that's our weaning.”

While both of these methods put some form of stress on the calf, he said the least stressful method is when you are able to keep calves in the same environment with the same other calves they have been with. Separating the calf from its mother first, as opposed to immediately shipping him off

area, Jared also recommends putting pairs in the facility for a week or so, getting the calves used to eating out of a bunk, and then pulling the cows out.

In a year where input costs are heavier on the mind than ever, Jared said producers may think the cost of weaning a calf and putting some weight on it before selling may not be as economical. The question then becomes, “Is weaning the calf economical for me?” And while the answer may sometimes be “no” because of the current market, Jared suggests some extra considerations. “As a rancher, you have a reputation that you want to market your animal to the utmost value,” he said. “So if you consider that—even in a year such as this one—you're still going to be way ahead by maintaining that reputation and selling a ‘bulletproof’ product,” he said. “If you want to increase your ability to market your own calves, weaning them is a good thing.”

Nutrition plays a big role in the management of the cow and calf and setting the calf up for success through weaning, Jared added. Having the correct balanced minerals throughout the winter or the ability to have some kind of mix of protein to go hand in hand with grass or forage consumption will help with digestion and obtaining enough energy.

“Weaning can be an economic benefit to the cow-calf producer but can also help them maintain the pride in something they're very proud of—that they have probably spent generations developing—and extend that out to the next person in the chain of the industry,” Jared finished. — **Anna Miller, WLJ managing editor**

# 10.22.2022

HAY SPRINGS, NEBRASKA

## THE FALL RUN PRODUCTION SALE

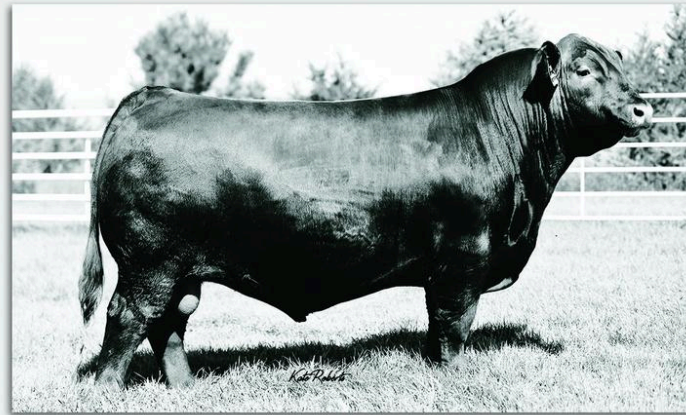
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**50 COWS** | Spring Bred Registered Red Angus Cows

**50 HEIFERS** | Spring Bred Registered Red Angus Heifers

**12 HEIFER CALVES** | Registered Red Angus Heifer Calves from the very top of our herd

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PIE CAPTAIN 057 - DAUGHTERS SELL!

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20	-6.2	72	118	36	0.66	0.22

Plus 40 Quarter Horses and Pregnant Recips including a full sister to PIE Quarterback 789.



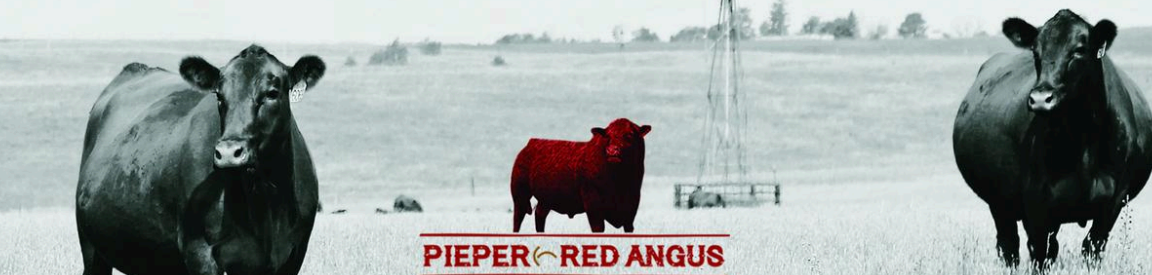
She sells! Playin with Metal Metallic Cat x Shiners Flow Glow



She sells! The first red progeny out of Angus legend Confidence Plus to sell. A sale highlight!



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## OBITUARY



**Keith Kissee; 1956-2022**

Keith Kissee, age 66, of Ozark, MO, died Sept. 18. He was born Aug. 14, 1956, the son of Donald and Nancy (Kessinger) Kissee.

He was a 1974 graduate of Ozark High School. He attended Northeastern Oklahoma A&M College for two years and graduated from Oklahoma State University in 1978. Keith was saved and joined First Baptist Church in Ozark at an early age. In 1980,

Keith moved to Virginia and was employed by Worrell Land and Cattle Company. He started his own company, KK Seedstock, managing sales and consulting for the Limousin cattle business across the U.S. and Canada. Most recently, he was involved with the Speckle Park breed of cattle and served on the board of directors for the breed association. Keith was an avid art collector. Living in Richmond, VA, Keith served on many civic boards there.

Recently, Keith had moved back to his family farm while continuing to do business in Virginia. Every person who came in contact with Keith was met with a story, a joke or a shared memory. Keith's boisterous personality never met a stranger. Keith will be remembered by family and friends through shared stories and memorable moments.

Survivors include: his father, Donald Kissee; his sister, Karol Sullivan and husband Terry of Ozark; a nephew, Andrew Sullivan and wife Emily of Nashville, TN; a niece, Elizabeth Sullivan of Oklahoma City, OK; other relatives; and many friends. His mother, Nancy Kissee, preceded him in death.

Memorial donations may be made to the charity of the donor's choice.

# Will it pay to retain and background calves this year?

In a recent presentation by Derrell Peel, Oklahoma State University (OSU) livestock marketing specialist, he shared that the projected value of gain for growing calves this winter is in the \$1.35-1.40 per pound range, and that values has the potential to go even higher based on projections for available feeder cattle numbers next spring.

This means if we can put gain on calves for less than the projected value of gain, backgrounding our calves to higher weights should be profitable. Pasture is probably not an option, so calves may have to be fed all winter. This may be difficult to do this year, with reports of hay sales in the country at \$150-170 per bale and feed prices over \$400/ton.

Based on these feed prices, our most common feeding program of feeding free-choice hay and a supplement at about 1% of body weight would cost about \$2.60 per day and around \$1.63 per pound of gain, with gains of around 1.5 lbs. per day.

Other feeding programs may be more profitable but are much more complex and management intensive. Limit feeding a higher concentrate grower diet to about 90% of projected free-choice intake could achieve gains of around 2-2.5 lbs. per day and would cost \$1.25-1.30 per pound of

gain.

Be sure to feed calves appropriately. Neither excessively thin—body condition score (BCS) of 1, 2 or 3—nor excessively fat—BCS of 7, 8 or 9—would be considered ideal from a marketing perspective. Excessively fat or fleshy calves will be discounted because of reduced potential for gain. Overly thin cattle may (or may not) receive premiums because of the possibility of compensatory gains, but these premiums are never enough to make up for the reduced pounds of sale weight.

Moderate flesh—BCS of 4 or 5—should be the target

condition at marketing. Body fat accretion occurs at different rates depending on the animal's frame score, sex, postweaning backgrounding gains and growth-promoting technologies used (for instance, implants and beta agonists).

How much gain should we try to put on calves during the backgrounding period? A medium frame steer weighing 450 lbs. with an expected finished weight of 1,200 lbs. and a beginning body fat percentage of 15% (BCS of 4) could gain 2.5 lbs./day and still only reach a BCS of 5 if marketed at 600 lbs. A medium frame

heifer should only be pushed to gain 2 lbs./day because fat deposits at a greater rate in heifers, and expected mature weights are 100 lbs. lighter. All targeted rates of gain depend on accurate estimation of mature weights, previous nutrition and the use of growth-promoting technologies.

Backgrounding programs are an important component of adding value to calves postweaning. Cost-effective nutrition programs should be designed to market these calves in the best possible manner. — **Paul Beck, OSU Extension beef nutrition specialist**

## The no-tech way to preserve California's state grass

Though it is disappearing, California's official state grass has the ability to live for 100 years or more. New research demonstrates that sheep and cattle can help it achieve that longevity.

Purple needlegrass once dominated the state's grasslands, serving as food for Native Americans and for more than 330 terrestrial creatures. Today, California has lost most of its grasslands, and the needlegrass occupies only one-tenth of what remains.

It is drought resistant, promotes the health of native wildflowers by attracting beneficial root fungi, burns more slowly than non-native grasses and speeds up the post-fire recovery of burned lands. For these and other reasons, many who work toward habitat restoration hope to preserve the needlegrass.

"Where it grows, these tall, slender bunches become focal points, beautiful as well as environmentally beneficial," said Loreale Larios, a University of California (UC), Riverside plant ecologist affiliated with UC Agriculture and Natural Resources. "However, identifying successful management strategies for a species that can live for a couple hundred years is challenging."

To meet that challenge, Larios teamed up with University of Oregon plant ecologist Lauren Hallett and northern California's East Bay Regional Park District.

They tracked the health of nearly 5,000 individual needlegrass clumps over six years, including during an El Niño rain year as well as during historic drought.

The researchers took measurements of plant health, including growth and seed production. They placed small bags over many of the grass clumps to capture the seeds and quantify the number of seeds they produced.

Their findings, now published in the *Journal of Applied Ecology*, were that purple needlegrass did better in places where sheep were allowed to graze. The positive effects of the grazing were amplified in times of wetter weather.

Previously, the park district spent a decade trying to assess the success of its grassland maintenance techniques. However, the district's method of applying a strategy like grazing and then measuring the percentage of needlegrass clumps in a given area resulted in data that didn't follow a discernible pattern from year to year.

"By tracking each plant over time, rather than scanning broadly across an area,

we gained much more clarity about how the grass responds to the grazing," Larios explained. "Perhaps counterintuitively, we saw that the needlegrass generally died back when sheep weren't allowed to graze on it."

When sheep were removed from the study sites, the needlegrass in all but two of the sites became less healthy. The researchers would like to learn whether the two sites that remained healthy have needlegrasses that are genetically distinct.

Grazing is a controversial strategy for grassland restoration. Some conservationists believe sheep eating the target grass, particularly during already stressful drought years, does not enhance its survival. As far back as the 1800s, some researchers hypothesized that the combination of grazing and drought resulted in the loss of perennial grasses.

Though drought was not beneficial for any of the plants in this study, the researchers believe grazing helped needlegrass survive in at least two ways. One, by trampling on leaf litter and other organic debris, sheep created space for new needlegrass to grow.

"Sometimes you get litter that's as deep as a pencil—so much dead, nonnative grass piles up. It's hard for a little seed to get enough light through all of that," Larios said.

Secondly, sheep eat non-native grasses that generate growth-suppressing debris and compete with purple needlegrass for resources.

When the Spanish colonized California, they brought forage grasses like wild oats that they thought would benefit cattle. Those introduced grasses spread, and they now dominate the state's grasslands.

"Our grasslands are known as one of the world's biggest biological invasions," Larios said.

California has as many as 25 million acres of grasslands, equivalent to the combined areas of Massachusetts, Connecticut and Rhode Island. Though Larios does not believe it is possible to rid the state of all nonnative grasses, she said it is possible to maintain or even increase the amount of purple needlegrass.

"It's great for carbon storage, which mitigates climate change, it doesn't serve as wildfire fuel and (it) cultivates a space for wildflowers that pollinators are then able to use," Larios said. "We want to keep all those benefits." — **UC Agriculture and Natural Resources**

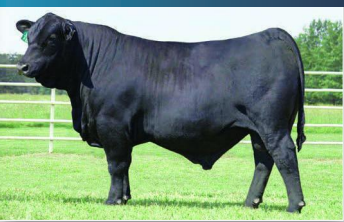
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PIERCE, CO—\$3,700,000**

Irrigated with 78 A.F. Set up for horses/cattle with a 150x350 lighted pipe and cable roping arena, hay shed, large metal octagon tack shed, 10 loafing sheds and a 54x56 metal shop.



**IRRIGATED FARM, 322 ACRES +/-  
KEENESBURG, CO—\$3,600,000**

Irrigated with 233 acre rights of Henrylyn water and a 2009 Valley 8-tower pivot. This property features three residences, a barn and several outbuildings.



**CATTLE OPERATION, 551 ACRES +/-  
AULT, CO—\$1,200,000**

Excellent set up with a two bedroom/one bath ranch, large shop, chicken coop and other outbuildings. Property has corrals and fencing for horses or cattle.



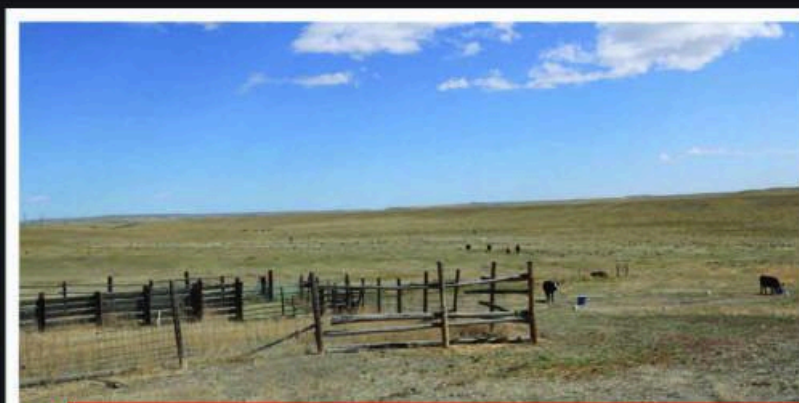
**IRRIGATED FARM WITH GREENHOUSES, 320 ACRES +/-  
WIGGINS, CO—\$1,800,000**

Contiguous acreage with two pivots, a newly remodeled home and eight greenhouses. Water is provided through MCQWD and three irrigation wells.



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Contiguous irrigated farm with two late 1990's pivots, 301 acre rights of Henrylyn water and a shed. The property could be subdivided into 35 acre tracts.



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homes, indoor arena, office. Pristine ranch!

**Reduced to \$19,950,000**

Scott Leach at (307) 331-9095  
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**FINGER BUTTES RANCH**

Alzada, Carter County, Montana  
10,201± total acres; 7,715± deeded, 600±  
State lease and 1,886± BLM acres includes  
3,500± acres of hay ground. Improvements.

**\$6,500,000**

Clark & Associates at (307) 334-2025

**LARAMIE PLAINS RANCH**

Rock River, Albany County, Wyoming  
54,209± total acres; 25,764± deeded acres,  
5,338± State lease acres, 8,251± BLM  
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Wheatland Reservoirs. Year-round access.

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**SPIEGELBERG RANCH**

Laramie, Albany County, Wyoming  
6,285± total acres; 5,019± deeded & 1,265±  
State lease acres. Live water via Spring  
Creek & Sand Creek, 89± acre private lake.

**\$6,500,000**

Mark McNamee at (307) 760-9510  
or Cory Clark at (307) 334-2025

**HALL RANCH**

Rock River, Albany County, Wyoming  
22,483± contiguous total acres: 17,203±  
deeded, 3,690± BLM & 1,600± State lease.  
15± miles of Rock River, 2,200± irrigated

**\$8,900,000**

Clark & Associates at (307) 334-2025

**FRITZ FARMS SOUTH PARCEL**

Pine Bluffs, Laramie County, Wyoming  
794.58± deeded acres dryland farm ground  
recently been organic, with improvements.

**\$1,275,000**

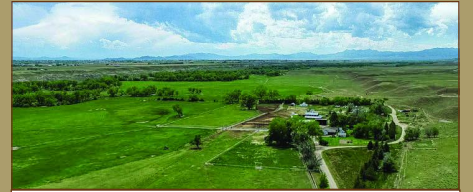
Michael McNamee at (307) 534-5156  
or Cory Clark at (307) 334-2025

**LITTLE SANDY RANCH**

Farson,  
Sweetwater & Sublette Counties, Wyoming  
832± deeded acres & 223 shares of Little  
Sandy Grazing Association. Four pivots.

**Reduced to \$3,500,000**

Travis Gitthens at (307) 315-1274  
or Scott Leach at (307) 331-9095

**CHRISTENSEN RANCH**

Wheatland, Platte County, Wyoming  
560± total acres, with historic water rights  
and two miles of Laramie River frontage.  
400+ head feedlot, beautiful improvements.

**Reduced to \$4,600,000**

Scott Leach at (307) 331-9095

**TURKEY TRACK RANCH**

Lemmon, Perkins County, South Dakota  
3,080± deeded acres plus 233 AUM Grand  
River Grazing Assoc. allotment. 12 miles of  
Grand River. Excellent grazing and water.

**Reduced to \$6,790,000**

Clark & Associates at (307) 334-2025

**HAT CREEK RANCH**

Lusk, Niobrara County, Wyoming  
4,842± total acres; 4,123± deeded acres,  
678± State lease acres, 40± BLM acres. Sea-  
sonal springs. Year-round access.

**\$3,200,000**

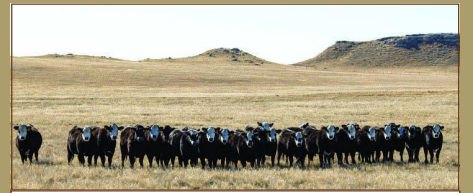
Cory Clark at (307) 334-2025  
or Mark McNamee (307) 760-9510

**SCENIC RANCH**

Scenic, Pennington County, South Dakota  
1,856± deeded acre grass ranch with re-  
modeled 5 bedroom home, outbuildings and  
livestock corrals.

**Reduced to \$3,350,000**

Logan Schliinz at (307) 575-5236  
or Ron Ensz at (605) 210-0337

**TEA KETTLE RANCH**

Torrington, Goshen County, Wyoming  
19,998± total acres; 19,358± deeded acres  
and 640± State lease acres. Excellent water  
and grazing.

**\$13,195,000**

Michael McNamee at (307) 534-5156  
or Cory Clark at (307) 334-2025

**HORSES, HILLS & STARS**

Wheatland, Platte County, Wyoming  
80± deeded acres, over 200 trees, 3,948 sq.  
ft. log home, oversized garage and finished  
garage apartment, 50'X20' horse shed with 5  
stalls. Views of Laramie Peak.

**\$1,200,000**

Scott Leach at (307) 331-9095

**BELL KNOB ACREAGE**

Gillette, Campbell County, Wyoming  
325.91± deeded acres lies directly adjacent to  
and partially surrounds the Bell Knob Golf  
Course in Gillette, Wyoming.

**\$1,271,049**

Cory Clark at (307) 334-2025

**ANTELOPE CREEK  
COW CAMP**

Laramie, Albany County, Wyoming  
172± deeded acres. Excellent hunting prop-  
erty with live water and 748 sq. ft. cabin

**\$985,000**

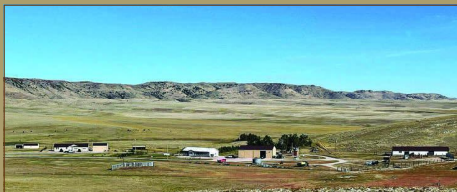
Mark McNamee (307) 760-9510

**KITE RANCH**

Wheatland, Albany County, Wyoming  
Historic 36,001± total acres: 8,561 deeded,  
3,738± State lease & 23,702 BLM acres.  
Excellent summer grazing and live water.

**\$9,700,000**

Scott Leach at (307) 331-9095

**MOORE SPRINGS RANCH**

Ft. Laramie, Goshen County, Wyoming  
402± deeded acres with 2 nice homes plus  
large shop with heated office. Cattle working  
facilities with 2,160 sq. ft. calving barn,  
shop/garage and additional loafing sheds.

**\$1,220,000**

Michael McNamee at (307) 534-5156

**GIBB ACREAGE**

Yoder, Goshen County, Wyoming  
10.28± deeded acres with 1,5126 sq. ft. ranch  
-style home and 1,440 sq. ft. shop.

**Reduced to \$360,000**

Michael McNamee at (307) 534-5156  
or Logan Schliinz at (307) 575-5236

**360 SYBILLE CREEK ROAD**

Wheatland, Platte County, Wyoming  
42.8± deeded acres with recently remodeled  
3 bedroom, 2 bath home, shop and garage.

**\$795,000**

Jon Keil at (307) 331-2833

**FRITZ FARMS  
NORTH PARCEL**

Pine Bluffs, Laramie County, Wyoming  
240± deeded acres dryland farm ground.

**\$350,000**

Michael McNamee at (307) 534-5156  
or Cory Clark at (307) 334-2025

**RIVER BEND ACREAGE**

Glenrock, Converse County, Wyoming  
9.74± deeded acres overlooking the N. Platte  
River, home, shop & RV hookups..

**\$725,000**

Scott Leach at (307) 331-9095  
or Travis Gitthens at (307) 315-1274

**HAEFELE'S CASTLE ROCK  
PASTURE**

Newell, Butte County, South Dakota  
1,109.36± deeded, 2,085± State acres. Excel-  
lent summer grazing with water provided by  
dams and dugouts.

**\$721,000**

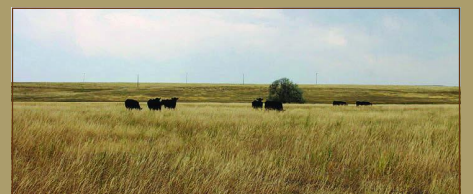
Ron Ensz at (605) 210-0337

**FRENCH CREEK PROPERTIES**

Buffalo, Johnson County, Wyoming  
Rare opportunity, large 273± acre parcel on  
Buffalo's Future Road & Land Use Map. City  
water lines throughout, development plan.  
Adjacent to Buffalo Golf Course.

**Reduced to \$2,500,000**

Cory Clark at (307) 334-2025

**ATKINSON 380 ACRES**

Wheatland, Platte County, Wyoming  
380± deeded acres with views of the  
Laramie Range. Parcels available.

**\$950,000**

Scott Leach at (307) 331-9095  
or Jon Keil at (307) 331-2833

# WY seeks input on aging irrigation infrastructure

Wyoming landowners, farmers and ranchers are encouraged to attend upcoming public meetings on critical aging irrigation infrastructure in their communities.

Much of the state's irrigation infrastructure is more than 100 years old. Troubling developments, such as the collapse of the Gering-Fort Laramie canal tunnel and the identification of structural issues in the LaPrele dam, prompted the state of Wy-

oming to launch the Critical Aging Irrigation Infrastructure Project, Level I Study.

The purpose of the project, as stated by the Wyoming Water Development Commission, is to minimize economic impacts and disruptions to producers by proactively identifying irrigation infrastructure failures before they occur.

Trihydro Corporation, based in Laramie, WY, is leading the study. The corporation

is responsible for developing, prioritizing and evaluating a list of critical irrigation structures.

In addition to analyzing historical reports and data, Trihydro has organized a series of critical aging infrastructure assessment public meetings across the state to provide information about the project and garner public input.

Farmers, ranchers and landowners are encouraged

to help identify aging infrastructure in their area and pinpoint the sources of greatest concern.

"Addressing critical aging irrigation infrastructure directly impacts ranchers and farmers," says Mandy Marney, senior associate director of University of Wyoming Extension. "These public meetings are great opportunities for all landowners to share their thoughts and concerns directly with the Wyoming

Water Development Office and Trihydro staff."

Attendees will also have the opportunity to discuss funding options for resource-related projects with representatives of state and federal agencies (as available).

The project is slated for completion in December 2023.

The meeting schedule is as follows.

- Lyman: Oct. 11.
- Pinedale: Oct. 12.

- Casper: Oct. 26.
- Buffalo: Oct. 27.
- Riverton: Nov. 8.
- Powell: Nov. 9.
- Worland: Nov. 10.
- Torrington: Nov. 17.

Please visit [bit.ly/wwdc-irrigation-infrastructure](http://bit.ly/wwdc-irrigation-infrastructure) for specific meeting locations and times. — **University of Wyoming Extension**

*(Editor's note: The above URL contains a typo but is correct.)*

## Buyers hedging against inflation and volatility

### REAL ESTATE (from page 1)

#### Wyoming/Montana

Clark said the lack of inventory has been the driver of prices in 2021 and so far in 2022.

"Right now we have not seen a weakness in the market," Clark said. "We'll see what happens in the future with interest rates and how the stock market goes, but right now it's still pretty aggressive. Inventory right now is the biggest factor—there is not a lot of inventory out there."

A recent search on LandWatch, an online seller of rural property, shows 2,482 parcels of land and 233 farms and ranches for sale in Wyoming, covering 721,344 acres. LandWatch states the average sale price for farms, ranches and other real estate is \$2 million.

Of the states that Clark sells property in—Wyoming, Nebraska, South Dakota, North Dakota, Montana and Colorado—he has seen the most interest in Wyoming due to favorable property and

income tax rates.

Clark said the majority of his customers continue to be 1031 exchange buyers who are either looking to expand their operation or moving to the state for lower input costs.

Clark remarked that some institutional investors are looking to hedge against inflation and put their money into a stable investment. He noted there is some concern in Wyoming about investors buying property with the intention of not using the land for ranching and farming, but he said his firm has not seen a lot of that at the moment.

Similar to Wyoming, a lack of inventory is driving prices higher and fueling faster property sales in Montana.

According to Montana Land Source, which tracks and maps farm, ranch and recreational property listings throughout the state, the number of properties for sale as of Oct. 5 is down 34% compared to 2021. The median listing price is up 26% to \$2,699/acre, compared to \$1,995/acre in 2021. The median days on the market have improved by 92% from 364 days in 2021 to 190 days in

2022.

Kim Bennett, founder and president of Terra Western Associates, told the podcast "Boroughs and 'Burbs" the biggest increase in values has been in the Paradise and Bitterroot valleys and in the northwestern portion of the state.

Bennett said when the stock market is volatile, people tend to purchase real estate in Montana and look for a "legacy" piece of property to hold for 20-30 years and then pass on to their children.

Bennett noted some new owners would either lease the property for agricultural purposes or keep the property for recreational purposes.

Bennett did a study on the resale value in Musselshell County, which lies north of Billings, and found the appreciation was 17-52% in the last couple of years. Bennett said the higher values were attributed to the presence of elk on the property for hunting.

She said higher prices per acre are generally seen on properties under 640 acres. For properties above 640

acres, she said there is no difference based on where the property is located within the state. Bennett noted there is a bifurcation from Lewistown, and prices are higher in the west of Montana. Still, as fewer properties become available in that region, the prices have slowly increased going east. She said acreage in Lewistown that sold for \$800-1,000/acre 10 years ago is now selling for \$2,000-2,500/acre.

Bennett said Wyoming has become a "spillover area" for property buyers in Montana and Colorado due to lower prices and the favorable tax situation. She anticipates that prices will climb in Wyoming due to the lack of inventory in the region.

Clark thinks there will probably be a lack of inventory going into the rest of 2022 and that demand will be good in Wyoming. The factors that concern him are commodity prices, input costs and inflation. Clark believes "there might be rough waters ahead unless we get a handle on inflation."

— **Charles Wallace, WLJ editor**

## Flexible stocking rates for drought

It is often recommended that ranchers stock at a moderate stocking rate to avoid overgrazing and to manage for dry conditions. However, during severe multiyear droughts, even moderately stocked rangelands become overstocked, and managers are forced to sell breeding stock to adapt.

Depending on market conditions during and after drought, liquidating breeding stock can have significant financial impacts on the operation. Developing plans that provide for interannual variability can give producers the opportunity to take advantage of above-average years and take action in poor years.

Stocking rate is defined as the number of animals on a given piece of pasture for a given amount of time, often expressed as animal unit months (AUM). One AUM is equivalent to 780 pounds of air-dried forage, the amount of feed required by a 1,000 lb. cow with a young calf for a month. This gives us three places to change our stocking rate: the animal, the forage resource (pasture size) and the length of time.

Changing and/or diversifying the class of animal is one way to build flexibility into stocking rates. For cow-calf producers, an example of this may be keeping a cow herd that is stocked at a level close to the lowest production drought years to prevent a loss of investment in the cow herd. Using weather and forage forecasting tools, such as the National Oceanic and Atmospheric Administration's Climate Prediction Center's seasonal forecasts and the University of Nebraska-Lincoln's (UNL) Grass-Cast, producers can plan to add more animal units during higher production years by adding a stocker cattle enterprise to the operation. Multi-species grazing is another way to increase animal units in a grazing system since the animals do not directly compete for all forage resources, allowing better utilization of forage resources across the pasture (especially native range).

Custom grazing options also allow greater flexibility than owned herds, as it is possible to take in different numbers of animals across years depending on forage resources. Animal size plays a key role in forage demand, as larger animals eat more than smaller ones. Understanding how animal size affects intake can be critical when bringing in growing animals, as they require more feed throughout the grazing

season. Larger cows/pairs also require more feed resources, which should be factored into custom grazing contracts.

Forage resources can be adjusted in many ways to add flexibility into an operation. Using different grazing systems, such as a rest rotation or a deferred rotation system, can build a bank of grass in the grazing system that can be utilized in poor years. If a producer owns their pasture, they may find it advantageous to lease out excess pasture in good years and retain pasture in poor years. This allows them to see lease income in good years and maintain a core herd through poor years.

On the other hand, if the majority of pasture is leased, it may be possible to sublease pasture during good years and retain lease ground for personal use during poor years or try to obtain more resources, such as leasing more pasture, leasing cornstalks or buying feed. Cover crops can also be a valuable forage resource if infrastructure is available.

Systems can also be built that are time flexible. Including stocker cattle in an operation is one option, as stocker cattle are more of a liquid asset than cows. This means that they can easily be sold when forage resources run out. Early weaning calves can save approximately 10 lbs. of forage per cow a day, and it allow calves to be marketed earlier, reducing forage demand. Calves can be weaned as early as 90 days; however, they may require increased management if retained.

When forage resources are short, pregnancy checking may be more important than normal, as it identifies open animals and can identify late-calving cows, whose calves will be lighter, allowing producers to make early culling decisions. This can affect pasture use as well as winter feed costs. There may also be opportunities to reduce bull feed costs. If a neighbor has similar goals and a different calving period, bulls can be bought together or leased out to other producers, reducing the amount of forage each producer must supply.

Quantifying available forage resources can be difficult, especially on new land. Previous managers, local Natural Resources Conservation Service employees or Extension educators may have a good estimate of appropriate and historical stocking rates. — **Ryan Benjamin, UNL Extension educator**

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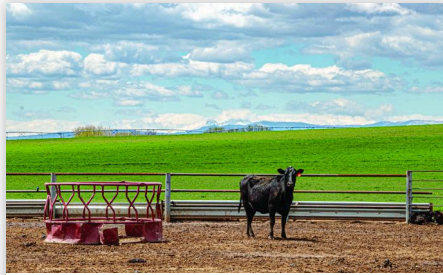
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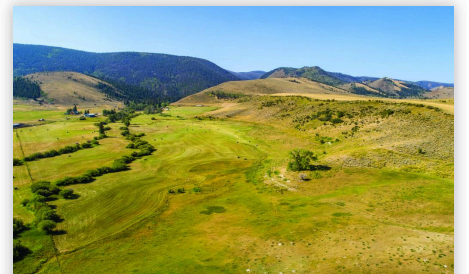
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## Bodner to be honored as Outstanding Agricultural Leader

Jay Bodner, division administrator for the Montana Department of Livestock's Brands Enforcement Division, has been named the 2022 Outstanding Agricultural Leader on behalf of Montana State University's (MSU) College of Agriculture and the Montana Agricultural Experiment Station.

The award is given annually to individuals or couples who are engaged and well-respected in the state's agricultural community. Recipients are those who have impacted many people with their accomplishments, have a lifetime of achievement in agriculture, are industry leaders or innovative producers and are actively involved in the agricultural community.

"We are thrilled to honor Jay as this year's Outstanding Agricultural Leader," said Sreekala Bajwa, MSU's vice president of agriculture and dean of the College of Agriculture. "Jay embodies everything this award stands for. Through two decades of work with key associations in the state and lobbying, Jay strives to help the cattle industry thrive and continues to play a crucial role in the state's economy and beyond."

Bodner was nominated by

numerous individuals and organizations, including the Montana Stockgrowers Association (MSG), National Cattlemen's Beef Association and Montana Department of Livestock. He has been described as someone who works with everyone from local, state and federal officials to ranchers and industry leaders, and he has a proven record of impacting agricultural policy for over two decades. Bodner is revered as an individual who serves cattle producers with dedication, passion and collaboration, according to his nominators.

"This is certainly a surprise. When I look at the list of past winners of this award and can now be in that category, (it) is very special and very much an honor," Bodner said.

In the Brands Enforcement Division, Bodner helps administer brand records, annual livestock inspections, investigations and more functions that help continue the strong integrity and compliance of the division.

Prior to the Department of Livestock, Bodner spent 20 years with MSGA. He was appointed executive vice president of the association in 2018 and had previously served as the director of

natural resources starting in March 2002. During his tenure as director of natural resources, Bodner focused on policy and natural resources issues as MSGA's lead lobbyist. He was the executive secretary for the Montana Association of State Grazing Districts as well as the secretary and treasurer for the Montana Public Lands Council from 2002-2018.

As executive vice president

of MSGA, Bodner worked on policy and natural resources, with an additional focus on organizational effectiveness. He was engaged in issues most heavily impacting the agriculture industry, such as the waters of the U.S. portion of the Clean Water Act, the Confederated Salish and Kootenai Tribes Compact, market transparency, tax relief and trade issues.

In one nomination letter,

Bodner is described as someone whose view of the cattle industry is more than just meeting the needs of Montana producers.

Outside of his work with the Montana Department of Livestock, Bodner is involved in his community as well as his family's ranch near Raynesford, MT. Along with his brother, John, Bodner and his family continue to run cattle and operate the fourth-

generation ranch. Bodner was a 4-H program leader for many years, coached youth sports teams, helped develop a community park for a local school and more.

"I certainly think it's important to be a good community servant," Bodner said. "Everybody is busy in their lives, but if you can take a little time to provide for your community, that goes a long way." — **MSGA**

## New lab facility on MSU land OK'd

The Montana Board of Regents approved Montana State University's (MSU) request to lease land to build a facility that will house three labs. The building would include the Montana Department of Livestock's Veterinary Diagnostic Lab, the Montana Department of Agriculture's Analytical Lab and MSU's Wool Lab.

The unanimous approval was a revision to a November 2019 approval from the board that would allow a ground lease for the Veterinary Diagnostic Lab. At the time, the vet lab was in the process of obtaining funding for a new facility.

Since that agreement, in 2021, the Veterinary Diag-

nostic Lab received legislative approval of \$26 million for a new facility. The Wool Lab—which analyzes wool, alpaca and other fiber samples from around the country—also received a \$5 million allocation from the 2021 Legislature for a new building.

The updated authorization now includes MSU's Wool Lab, which would take up around 17% of the building, or around 8,830 square feet, according to the agreement.

In the proposed ground lease—which will be between MSU and the state of Montana—the university will retain ownership of the land at the proposed site, southwest of the intersection of 19th Avenue and College Street.

When the university received funding for the Wool Lab, conversations began on cost effectiveness, according to Janelle Booth, MSU's government affairs director.

"We saw a benefit to making sure the Wool Lab that we received legislative funding for would be in the best position to maximize the funding," Booth said.

The university wanted to

be true to its land-grant mission and the promise made to wool producers in the state in 1947 when the Wool Lab was first opened, according to Booth.

According to the agreement, MSU and the university system won't be responsible for the design, construction, site improvement, operation and maintenance costs of the building outside of the university's Wool Lab.

"It will be a joint facility," Booth said.

Booth said it was also a way for the university to honor an agreement that was already in place.

In 1960, MSU reached an agreement with the state to lease land at no cost for a building that would be constructed and funded by the Legislature for the Department of Livestock.

The arrangement has remained in place since then. With the facility needing upgrades, discussions began in 2009 on what a new vet lab facility would look like, according to Booth.

Like the 1960 agreement, the initial ground lease will be at no cost for the initial term of 20 years. The state

will have the option to renew the agreement in 10-year increments. An additional agreement will outline the breakdown of maintenance and operational costs between MSU and the state.

The planning and designing of the new building is already underway, with LPW Architecture selected, Booth said. She anticipated the design of the building would be 90% complete by the end of this year.

The building will need additional legislative support in the 2023 session to finish the facility, according to Booth. With the inflation of construction costs since the last session, the agencies will seek money to cover the cost difference. If approved, construction could begin in spring 2023.

The state will need the Board of Regents' approval before initial construction can begin and will be subject to board policies regarding construction.

Like the initial 2019 agreement, the commitment is contingent on the Department of Agriculture leaving MSU's McCall Hall. — **Montana Stockgrowers Association**

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## Off-farm income crucial to many ag producers

Farm households increasingly rely on off-farm income. A report from University of Missouri (MU) Extension notes that on average, 82% of farm household income comes from outside the farm.

More than half of the principal operators of farms have primary jobs off the farm, said Alan Spell, MU Extension assistant professor and a co-author of the report.

"The Importance of Off-Farm Income to the Agricultural Economy" highlights the growing interdependence of rural and urban economies over the past several decades, Spell said. "The agricultural sector is vital to the U.S. economy and to rural communities. As productivity continues to reduce the need for farm labor, however, we need to recognize the growing importance of other sectors and nearby cities to rural economic prosperity and farmers' well-being."

More than half the residents of nonmetro and farm-dependent counties commute to other counties for work, he said. Farm opera-

tors with off-farm jobs typically work in areas such as construction or manufacturing, while spouses often have jobs in retail, wholesale trade or health care services.

Reasons cited for off-farm employment include the need for a stable source of income to support farm operations and job benefits such as health insurance and retirement plans. Outside income is particularly important to younger farmers, who often have higher debt loads as they grow their operations.

The report, which draws on data from USDA's Economic Research Service as well as employment and commuting data, was commissioned by the Denver, CO, based CoBank, a major provider of loans and other financial services to the agricultural sector.

"The rural economy has become more diverse and more complex than it was even 15 years ago," said Dan Kowalski, vice president of CoBank's Knowledge Exchange division. "What that

means for those of us who serve rural communities is we have to evolve our understanding of what fuels rural economies and what these communities need to succeed and thrive. In many cases, the historical concept of 'rural' no longer applies."

Spell said these trends also have policy implications. "The story of rural communities being solely dependent on agriculture is missing the evolving reality that workers, and often farmers, depend on a greater diversity of job opportunities to make a living," he said. "Rural development programs that recognize this changing landscape will be better able to support economic growth."

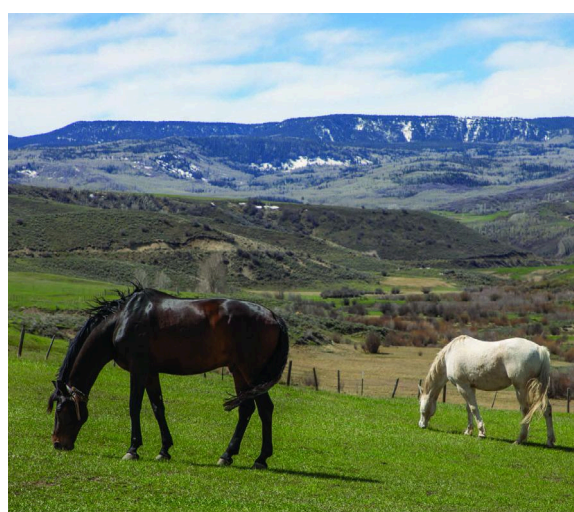
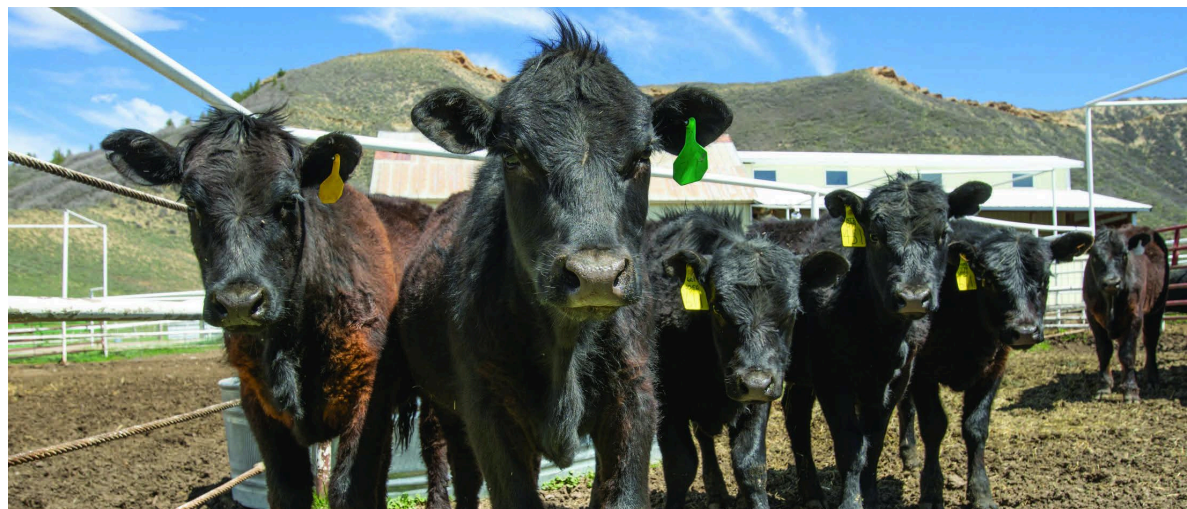
Examples include rural broadband expansion programs. "Lack of internet services was a problem before the COVID pandemic," Spell said. "But the crisis demonstrated how important it was for rural residents and businesses to be connected to services and customers outside their region." — **MU Extension**

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**SKULLY CREEK RANCH:** 94 AU with 1,440 deeded acres, state and federal leases in Greenlee County, approximately 40 miles northeast of Safford, Arizona. The ranch is located just over 4 miles off the paved highway and lies along Skully Creek. The headquarters includes an adobe, two-story rustic ranch house overlooking the cottonwood lined Skully Creek Canyon with amazing views of Hells Peak in the distance. This is a real nice "off-grid" property with private, solar-powered well. The deeded land location and physical features provide privacy and mountain views. **Price: \$1,600,000 - NEW LISTING!**



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# Official warns CO River reservoirs could dry up

## — Plan for 9 million acre-feet

Speaking at the Colorado River District's annual meeting, titled "Overdrawn," a top official warned if we do not plan for drastically reduced water flows in the Colorado River and take action now, the two largest reservoirs in the system could dry up in the next three to four years.

Andy Mueller, general manager of the Colorado River Water Conservation District, stated the Colorado River Compact is a "living document" to apply to today's standards, despite being 100 years old. Mueller continued when the compact was formed, the intent was to have an equitable approach to the apportionment of water, and the biggest mistake when adopting the compact was using the hard number of 7.5 million acre-feet (an acre-foot is 325,851 gallons) for the Upper Basin and Lower Basin states.

Mueller said when the compact was adopted, the best available science was not used, and hydrologists noted there was not enough water to satisfy dividing that amount of water.

According to Mueller, the average river water usage by the Basin states from 2011-22 was 14.7 million acre-feet. This included 60%—or 8.8 million acre-feet—allocated to the Lower Basin states and 30%—or 4.4 million acre-feet—for the Upper Basin states, with another 1.5 million acre-feet for Mexico. The problem, Mueller pointed out, was there were only 12 million acre-feet to divide, forcing the states to use water from Lake Mead and Lake Powell.

Mueller painted a picture where if the states continue to allocate water as they currently do, the water levels for Lake Mead and Lake Powell will hit "dead pool status" in the next three to four years if demand is not reduced. When the lakes reach dead pool status, water levels would no longer flow downstream and power hydroelectric power stations that serve the 40 million people who rely on the river.

Mueller said while the Bureau of Reclamation (BOR) could continue to rely on upstream reservoirs for maintaining lake levels downstream, those plans are unsustainable.

"We've now drained Blue Mesa (Reservoir in Colorado),

we're draining Flaming Gorge (Reservoir in Wyoming) as we speak and we have no plans for how we're going to handle this when those reservoirs are dropped. We can't keep doing this," Mueller said.

While there has been 12 million acre-feet of water to divide, Mueller said scientists are planning for 9 million acre-feet, which is "incredibly scary because ... that's a huge economic disruption; that's communities suffering in all the Basins."

Under that scenario, with the current usage percentages, Lower Basin states would receive 4.5 million acre-feet, and the Upper Basin states would receive 2.25

of opportunities for all of us."

### Federal efforts

DOI Secretary Deb Haaland, Assistant Secretary for Water and Science Tanya Trujillo and BOR Commissioner Camille Calimlim Tutton attended the Colorado River Symposium in Santa Fe, NM, in September to address evaporation and transit loss along with levels in Lake Mead and Lake Powell.

Currently, Upper Basin states account for evaporation in reservoirs, but Lower Basin states are not required to due to court decrees that followed the Supreme Court decision in Arizona v. California, which never required

accounting for evaporation from Lake Mead.

The symposium focused on taking action to reduce water consumption amid dire hydrological projections. These included protecting infrastructure in Lake Powell and studies of the bypass tubes at Glen Canyon Dam to increase water delivery capacity during low reservoir levels and to manage water levels.

The symposium also considered making additional water cuts in 2023 and changes to evaluate and adjust trig-

gering elevations and/or reduction volumes identified in the interim guidelines under the 2007 Record of Decision. Based on Lake Mead levels, the interim guidelines govern when water cutbacks would occur in Lower Basin states.

Department leaders announced plans for the \$4 billion BOR received from the Inflation Reduction Act, but they were not finalized. According to public radio station KUNC, the bulk of the money will go toward projects in the Colorado River Basin, with

the majority going to "system conservation." Sources told the station some funding would go toward farmers and ranchers in Lower Basin states to fallow land in exchange for \$300-400 per acre-foot of water conserved.

A DOI statement said the projects could include initiatives such as canal lining, re-regulating reservoirs, salinity projects and other infrastructure or "on-the-ground" activities.

— Charles Wallace, WLJ editor

**The water levels for Lake Mead and Lake Powell will hit "dead pool status" in the next three to four years if demand is not reduced.**

million acre-feet.

Mueller suggested the federal government demand the Lower Basin states account for evaporation and transit losses in their annual water use. Mueller said the transit and evaporative losses together account for 1.2 million acre-feet, and the Lower Basin states "do not get dinged for this." Mueller said the Department of the Interior (DOI) and BOR must fix this problem before the Upper Basin states begin programmatic water conservation.

Mueller added the BOR has a good relationship with the Lower Basin states, and the issue could result in litigation from the Colorado River Water Conservation District and the Upper Basin states.

"There very well may be litigation if they don't fix this problem," Mueller warned. "Because if their threat is to come after our federal projects in the Upper Basin, we will defend those projects."

Mueller said everybody needs to come to the table and come up with solutions, some of which may be local solutions.

"The key here is getting the accounting fixed and then recognizing we all have an obligation to participate as well," Mueller said. "How does that work? We'll see in the future, and there are lots

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## Social Security: New Provision Includes Farm and Ranch Workers

Farm workers will be covered by Social Security effective Jan. 1, in accordance with a recent law passed by Congress.

The new provision includes those who work in planting, cultivating or harvesting farm crops; in raising or tending livestock, bees or fur-bearing animals; in preparing, processing or delivering crops or livestock to storage or to market; cooks, household workers and other general farm workers.

Payments of 1 1/2 cents on each dollar earned will be made by workers who have been employed for five months or more. This amount will be matched by the employer, who will deduct the worker's contribution from his paycheck.

To be eligible, a worker must work at least 60 days and earn at least \$50 in every three-month period. Those who

change employers must work regularly at least three months before the new employer begins the joint payments.

The employer will report the worker's wages every three months, using the employee's name and social security number. Farm workers who do not have social security cards may obtain them at their local social security office.

Employees become eligible for benefits at 65. In case of death, survivors should notify the social security office and ask about benefits to which the family may be entitled.

Immediate family of farm operators—husband, wife, parents, or children under 21—are not eligible for social security for work done on that farm, according to the law. — **WLJ**

# Easterday must turn himself in

## EASTERDAY (from page 1)

of the community and described him as a "handshake kind of guy" who was good for his word.

Lawyers for Tyson countered during arguments that Easterday shook hands with many Tyson representatives and other businesses and defrauded all of them.

Bastian acknowledged the supporters present and the letters received in support of Easterday.

"You've had a lot of people who came here today, and who have written me, ... many people you've helped," Bastian said. "That's all great. You've had a good life, but many of these people supporting you were paid by you."

According to the Tri-City Herald, Bastian said he of-

ten decides on cases of addiction, but the issue was money, not drugs. "This wasn't greed, but I don't know how you got so deep into this you couldn't get out," Bastian said. "I understand that you've spent the last year and a half trying to clean up the mess, so to speak. I give you credit for that."

Oreskovich and defense experts argued that Easterday has a gambling disorder and asked for leniency in Easterday's sentence, arguing he has cooperated with the bankruptcy proceedings and helped the estate receive more money for the creditors rather than walking away.

Oreskovich said after the sentencing, "The family is devastated. We were expecting something different. It's a big loss."

Oreskovich said the bank-

ruptcy proceedings haven't been finalized, though the company's assets have been liquidated, and the courts must decide who receives what in compensation.

Easterday's lawyers have argued that Tyson is owed substantially less due to offsets in money owed to Easterday for feed and cattle services, interest and guaranteed funds, and a marketing venture called "Cody's Beef."

The Federal Bureau of Prisons will make a final determination on where he will serve, but according to the Tri-City Herald, it will most likely be the detention facility in Sheridan, OR. Bastian granted the defense request for Easterday to turn himself in, but court documents do not indicate a date. — **Charles Wallace, WLJ editor**

## Preparing your cattle for winter

It's not too early to prepare for winter. This week, we look ahead at a checklist to consider to be ready for winter. Many of these are typical preparations for the winter months, and some are of more significance this year.

1. Water is the most important of the classes of nutrients. A clean and abundant supply of water is critical for the health, reproduction and production of beef cattle. In a year when ponds are low, now is the time to be planning for your winter water supply. Evaluate your ponds or

water sources now.

Whether it is pond clean out, installing automatic waterers or checking wells, windmills, etc., now is the time to take action before freezing temperatures are upon us. Most ponds are at low levels. Shallower ponds are more subject to freezing. Plan accordingly.

2. Secure your feed and hay supply. Even if we receive ample moisture before the first frost, we are running short on growing days for warm-season grasses. The warm-season forage base you have now is all you will have. As we

*Many of these are typical preparations for the winter months, and some are of more significance this year.*

move into the typical hay feeding season, demand and prices for hay (already scarce) will increase.

In a year like this, getting a feed analysis on your hay is more critical than

ever. If you are buying hay, ask for the feed analysis before you agree to purchase. If your grass is short and hay inventory is low, you may need to cull.

3. Eliminating your cow

inventory/culling may be necessary. In a year of record high hay and feed prices, keeping open cows and heifers around through the winter greatly diminishes the profit potential of your cow-calf operation.

Believe it or not, there are parts of the country not in drought. If you do some checking, it may be possible to custom graze your cows in other regions. If this is what you decide to do, don't overlook the cost of trucking your cow herd to areas where there is grass. The trucking bill could exceed the grazing

bill.

4. Repair or install shelters and windbreaks.

5. Monitor the body condition of your cow herd. The dry period is the most efficient time to put flesh and weight on cows that may have gotten too thin while raising a calf this past summer. Managing now for an optimum body condition score at calving next spring will pay dividends in future reproductive efficiency and getting cows bred back. — **Mark Z. Johnson, Oklahoma State University Extension beef cattle breeding specialist**

# MONTANA Angus Female Bonanza XIX

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**1,970 BRED ANGUS HEIFERS**

945 AI Bred Heifers

- 57 Carrying bull calves by Vermilion Leo ..... Calve Feb 9-12
- 37 Carrying heifer calves by Vermilion Leo ..... Calve Feb 9-12
- 257 Carrying bull calvs by Connealy King Air ..... Calve Feb 15-19
- 267 Carrying heifer calves by King Air ..... Calve Feb 15-19
- 35 Carrying bull calves by King Air ..... Calve Feb 23-24
- 33 Carrying heifer calves by King Air ..... Calve Feb 23-24
- 55 Carrying mixed sexes by Commerce ..... Calve March 4-8
- 115 Carrying bull calves by Vermilion Leo ..... Calve March 5-7
- 87 Carrying heifer calves by Vermilion Leo .. Calve March 5-7

**1025 Pasture Bred Angus Heifers**  
Bred to LBW Vermilion Angus Bulls

- 340 Carrying bull & heifer calves ..... Calve Feb 1-28
- 46 Carrying bull & heifer calves ..... Calve Feb 18-28
- 171 Carrying bull & heifer calves ..... Calve March 1-31
- 61 Carrying bull & heifer calves ..... Calve March 1-31
- 100 Carrying bull & heifer calves ..... Calve March 1-31
- 19 Carrying bull & heifer calves ..... Calve March 1-31
- 119 Carrying bull & heifer calves ..... Calve March 10-31
- 93 Carrying bull & heifer calves ..... Calve April 1-30
- 52 Carrying bull & heifer calves ..... Calve April 1-30
- 24 Carrying bull & heifer calves ..... Calve March 1-April 30

**1,555 BRED ANGUS COWS**  
Bred to Top Vermilion Angus Bulls

**1,225 • 2 Coming 3 Year Old Cows**

- 15 Head ..... Calve February 14-16 AI Bred Connealy Spur
- 60 Head ..... Calve Feb. 25-March 31
- 620 Head ..... Calve March 1-31
- 50 Head ..... Calve March 1-31
- 312 Head ..... Calve April 1-30
- 35 Head ..... Calve April 1-30
- 14 Head BWF..... Calve March 1-31
- 75 Head ..... Calve May 1-15
- 25 Head ..... Calve May 16-31
- 20 Head ..... Calve April 1-May 15

**272 • Coming 3 Year Old to Solid Mouth Cows**

- 30 - Coming 3's BWF..... Calve March 1-April 20
- 33 - Coming 4 & 5's BWF..... Calve March 1-April 20
- 36 - Coming 3 & 4's..... Calve March 15-April 30
- 95 - Coming 3 & 4's BWF..... Calve March 20-April 30
- 10 - Coming 5 & 6's BWF..... Calve March 20-May 31
- 12 - Solid Mouth Bred Cows..... Calve April 9-April 21
- 6 - Coming 3 & 4's ..... Calve May 1-30
- 50 - Coming 3 & 4's BWF..... Calve May 1-June 15

**57 • Registered Angus Cows**

- 18 - Registered Angus Cows..... Calve February 23-Mar 10
- 9 - 3-4 Yr Old Cows carrying Bull Calves ..... Calve Mar 1-31
- 16 - 3-4 Yr Old Cows carrying mixed sexes ... Calve Mar 16-31
- 5 - 3-4 Yr Old Cows ..... Calve April 1-24
- 9 - 4-9 Yr Old Cows ..... Calve Mar 16-31

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\* All cows and heifers have been on a sound health and mineral program. Vira-Shield-6-VL5, Ivermectin Pour On and a Multi-Min shot in the spring.

## STORY SHORTS

### NCBA attends hunger conference

National Cattlemen's Beef Association (NCBA) CEO Colin Woodall attended the White House Conference on Hunger, Nutrition and Health on Sept. 28 to represent U.S. cattle producers. The conference was first held 50 years ago and brings together stakeholders to lay out a vision for ending hunger and reducing diet-related disease by 2030. A minimum of \$2.5 billion will be invested in startup companies that are working toward hunger and food insecurity solutions, according to the White House. Over \$4 billion will be dedicated toward philanthropy that improves access to nutritious food, promotes healthy choices and increases physical activity. "The White House has prioritized ending hunger and increasing access to nutritious food, and America's cattle producers are ready to help by providing safe, sustainable and nutritious protein to the world," Woodall said. "We will continue to highlight beef's role as an excellent source of protein for all ages, especially for those Americans lacking iron and other essential beef nutrients."

### GOP: Look into farmland ownership

House Republicans, led by Ag Committee Ranking Member Glenn "G.T." Thompson (R-PA-15) and Oversight Committee Ranking Member James Comer (R-KY-1), penned a letter requesting a Government Accountability Office (GAO) review of foreign acquisitions of U.S. farmland and their impact on national security, trade and food security. The letter states while the USDA shows foreign investors represent 2.9% of privately owned farmland, that number may be "underreported due to the data's lack of reliability and definitions used by USDA to report foreign ownership." The House members expressed concern about national security with a recent purchase of a farm near an Air Force base in North Dakota by a Chinese company. They are asking the GAO to conduct a study that addresses the extent and trends of foreign farmland investment, how the USDA collects its data, the procedures in place to ensure proper and accurate disclosure, how the U.S. ensures land remains in agricultural use and doesn't pose a risk to national security, and how to strengthen reporting.

### Senators request US lamb purchases

Several U.S. senators in the West sent a letter to USDA Secretary Tom Vilsack, asking the agency to purchase American lamb as part of its authority under Section 32 of the Agricultural Adjustment Act Amendment of 1935. The section authorizes USDA to support prices of commodities in surplus by purchasing them in the marketplace and also authorizes USDA to distribute commodities domestically. According to the letter, sheep ranchers helped fill the shortages experienced during the pandemic by increasing their herd size, and consumer demand increased as well. "Now that market conditions have largely returned to pre-pandemic levels, demand for beef, pork and chicken has rebounded," the letter read. "As a result, domestic lamb supply now outstrips demand, leaving lamb prices stagnant and lamb feeders struggling to find outlets for their maturing surplus." The senators also ask for "improvements to USDA's reporting structure and requirements for the lamb marketplace to increase price transparency and stability." The letter concluded, "We hope USDA will work closely with industry members on long-term solutions to support domestic lamb producers and feeders."

### JBS pulls plug on Planterra Foods

JBS S.A. has pulled the plug on its plant-based venture, Planterra Foods, closing its manufacturing facility in Colorado and laying off the entire staff. Planterra Foods' products were sold at retail under the OZO brand and were introduced in March 2020 with the introduction of burger patties, grounds and meatballs. JBS told Foodmarket, "We continue to believe in the potential of plant-based options for consumers and remain committed to the alternative protein market. JBS will focus its efforts on its plant-based operations in Brazil and Europe, which continue to gain market share and expand their respective customer base." Sales of plant-based products have declined, with supermarkets experiencing double-digit declines in dollars and volumes in the refrigerated segment, where the OZO brand made its debut, according to Foodmarket.

### Nebraska Beef pays \$200K fine

Nebraska Beef Ltd. has entered a guilty plea in the U.S. District Court of Omaha, agreeing to pay a \$200,000 fine for misrepresenting beef grading labels. In the plea agreement, Assistant U.S. Attorney Don Kleine said Nebraska Beef was served with a subpoena on June 3, 2016, regarding the grading of 30 beef carcasses. Kleine said the grading records were altered by an employee when USDA Agricultural Market Service graders visited the company for an inspection. They found at least 30 beef carcasses that were ungradable and designated No-Roll because of their age. The graders later found the carcasses with USDA ink stamps designating them as Prime. Prosecutors said as early as 2012, boxes of beef processed at the main plant would be labeled as No-Roll and Select. They would then be transported to an off-site warehouse, where employees "would remove original labels on the boxes of beef and replace them with higher-grade labels such as Choice and Prime." Two employees responsible for the label changes pleaded guilty, were fined \$1,000 and received probation.

# US beef industry reduces carbon emissions through genetic selection

"General genetic improvement in the North American beef herd is doing a good job of improving emissions intensity. Improving profitability and production efficiency through genetic selection is doing a good job for the carbon footprint of beef," explained John Crowley, Ph.D., a consultant with AbacusBio.

Crowley was a featured speaker during the 2022 Beef Improvement Federation (BIF) Symposium on June 2 in Las Cruces, NM.

### Mitigating emissions

Improvements in feed efficiency, fertility, animal health, mature live weight and reduced age of harvest can be accomplished through breeding and genetics, and all of those traits hold a lot of promise in reducing the greenhouse gas footprint of beef.

"Each trait has low to mid

potential for mitigating emissions alone, but cumulatively, you're getting towards a medium or high potential for mitigating greenhouse gases through genetics and improving each specific trait," Crowley said.

### Policy drives reduction

Policy will be a major driver of the reduction in greenhouse gases. However, consumers will drive most of this impact. Many beef packers are working to create frameworks to source verified greenhouse gas efficient animals. Improving the greenhouse gas level of your animals can act as a point of difference between producers. Reducing the emissions of their animals may allow producers to receive a premium for their animals with low greenhouse gas emissions.

"As a genetics-exporting nation, a lot of different

countries are going to be looking at your genetics and seeing what metrics and genetics you have on your animals for greenhouse gases," Crowley explained.

### The selection objective

"When we talk about selection objectives, the conundrum we come up against is what we want to do at the end of the day. Do we want to reduce gross emissions? Do we want to improve emissions intensity?" Crowley asked.

Emissions intensity is emissions per kilo of product or carcass. Gross reduction is concerned with the total amount of carbon coming from a system. Reductions in gross emissions will require a producer to reduce animal size and number of days on feed, resulting in lower kilos of carcass produced per year.

"The conundrum is policy

may want to reduce gross emissions. If in North America, where emissions intensity values for beef production are good, this policy is put in place, requiring a focus of gross emission will result in carbon leakage. That is, the reduction of beef production in this part of the world will require it to be supplemented from another part of the world. Global demand for beef isn't going anywhere, and other parts of the world reduce carbon less efficiently than here."

Emissions intensity should be the focus and form of your selection objective to ultimately reduce the carbon emissions per kilo of beef.

To watch Crowley's full presentation, visit [youtu.be/UL3wbWfQHk8](https://youtu.be/UL3wbWfQHk8). For more information about this year's symposium and BIF, including additional presentations and award winners, visit [BIFSymposium.com](https://BIFSymposium.com).

— BIF



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# FDA attempting to clarify ear implant labels for reimplantation

After June 2023, reimplanting cattle with an ear implant that is not permitted for reimplantation on the label will no longer be appropriate.

As of August 2020, the U.S. Food and Drug Administration's (FDA) Center for Veterinary Medicine (CVM) has been working to improve the consistency of new animal drug applications. The FDA CVM has recognized that some anabolic cattle ear implants may not have clear instructions on the label regarding their use for reimplanting within a production phase. The FDA CVM has issued two letters, one in May of 2021 and another in December of 2021, to inform the beef industry of its attempt to clarify reimplantation claims on cattle implant labels.

Currently, there are cattle implant labels that state the cattle implants are intended for reimplantation,

and there are cattle implant labels that state the cattle implants are not intended for reimplantation within a production phase. At this time, however, there are other cattle implants that do not specify on the label whether reimplantation is approved.

The FDA CVM has set a June 2023 deadline for cattle implant manufacturers to update the labels on their cattle implants to clarify their reimplantation approval within a production phase. Therefore, after June 2023, the FDA CVM expects cattle implant labels to indicate the approval of use for reimplantation within a particular production phase and for cattle producers to follow the instructions on the label.

What does this all mean? First, the labels on cattle implants should clearly state if they are approved for reimplantation in a

production phase by June 2023 so cattle producers can follow the label's instructions. Implant labels should provide instructions for which production phase the implant is approved for (e.g., the "beef calf" phase, the "growing beef steers/heifers on pasture" phase, the "growing beef steers/heifers in a drylot" phase or the "growing beef steers/heifers fed in confinement for slaughter" phase).

The FDA CVM has definitions of these different production phases on its website. Below is a bulleted list of some of the production phases involving younger cattle that are typically raised for beef production.

#### Beef calves:

- Calves nursing their dams and less than 2 months of age (pre-ruminating).

- Calves nursing their dams and greater than 2 months of age (ruminating).

#### Beef steers/heifers:

- Growing beef steers/heifers on pasture (e.g., stockers).

- Growing beef steers/heifers in a drylot (e.g., backgrounders).

- Growing beef steers/heifers fed in confinement for slaughter (e.g., feedlot cattle).

If the cattle implant you choose to use is not labeled for reimplant use, it may still be used again during a subsequent production phase if approved for that production phase. If the cattle implant is labeled with approval for reimplantation, that means you can readminister the cattle implant within that approved production phase.

Ambiguity may remain in the FDA CVM production phase definitions due to the housing and diet requirements, as these can vary between cattle operations. — **Michigan State University Extension**

## LEGAL LEDGER

### Newsom signs farmworker bill

California Gov. Gavin Newsom (D) signed Assembly Bill 2183 into law on Sept. 28, a highly controversial bill that will expand union rights for farmworkers. The legislation was introduced by Assemblymember Mark Stone (D-Monterey Bay) and creates additional ways for farmworkers to vote in a union election, including by mail and through authorization cards submitted to the California Agricultural Labor Relations Board. The California Farm Bureau (CFB) was opposed to the bill from the get-go. "The governor's unfortunate decision to sign this bill will create a mail-in balloting system that threatens the integrity of secret ballot elections and leaves farm employees vulnerable to intimidation by union organizers with an obvious interest in the outcome," said CFB President Jamie Johansson in a statement. "It also forces California's farmers and ranchers to choose to give up free speech and private property rights in a dubious trade to allow their employees a real voice in a union election."

### Bill to stop SEC climate rule

More than 80 House of Representatives members introduced a bill recently that would prohibit the Securities and Exchange Commission (SEC) from requiring an issuer to disclose information related to certain greenhouse gas emissions. The legislation, Protect Farmers from the SEC Act, would not allow the SEC to require an issuer to disclose emissions from upstream and downstream activities in the issuer's value chain arising from farms. The bill stems from the SEC's Enhancement and Standardization of Climate-Related Disclosures for Investors rule, which the agency has said would protect investors in publicly traded companies. "This proposed rule would effectively force publicly traded companies to require small, independent, family farms to report on-farm data regarding individual operations and day-to-day activities, hindering the ability of American farmers and ranchers to compete in global markets and creating onerous compliance requirements for operations with few or no employees," said Rep. Dan Newhouse (R-WA-04), a bill sponsor, in a statement.

### Bill to double funds for export programs

A group of senators has introduced a bill to double funding for the USDA's Market Access Program (MAP) and Foreign Market Development (FMD) Program. The bill, the Cultivating Revitalization by Expanding American Agricultural Trade and Exports (CREATE) Act of 2022, was introduced by Sens. Angus King (I-ME), Joni Ernst (R-IA), Tina Smith (D-MN) and Chuck Grassley (R-IA). The legislation would increase MAP mandatory funding to \$400 million and FMD funding to \$69 million. "A recent econometric study conducted by agricultural economists at IHS Market and Texas A&M University predicted that doubling funding for these programs would generate an additional \$44.4 billion in U.S. agricultural exports over the 2024-2029 time period," the coalition said. Official text for the bill has not yet been released.

### TX commissioner's cattle seized

The Burnet County Sheriff's Office seized close to 80 head of cattle in September from a Texas county commissioner on suspicion of cruelty to livestock and neglect. Billy Wall, the Burnet County Precinct 3 commissioner, settled out of court on Sept. 30 in a civil case regarding his alleged failure to adequately feed cattle on his property. No criminal charges were filed, according to defense attorney Eddie Shell. "This case was a fiasco on the part of Burnet County officials who handled its issues," Shell told attendees during a local media conference. "It was a little bit theatrical, a little bit unnecessary, and certainly it could have been handled a different way." However, Burnet County Sheriff Calvin Boyd told The Highlander, "Eddie Shell has made a career out of blaming the police in order to defend his clients. We can't comment on his comments at this time due to pending criminal charges." Wall's property was investigated in September after complaints surfaced regarding cattle "unreasonably deprived of necessary food and care." The seized cattle were taken to auction, and Wall will pay fees of roughly \$30,000 to cover expenses incurred for removal of the cattle, care and feed while they were held in seizure.

### Input sought on H-2A programs

The Farm Service Agency held three listening sessions for the public regarding a recently announced planned farm labor stabilization and protection pilot grant program. The program focuses on improving food supply chain resilience by addressing labor shortages, reducing irregular migration and improving farmworker labor protections. Members of the public may also submit comments online by Oct. 24. To submit a comment, search for docket ID FSA-2022-0013 at federalregister.gov. For more information, visit [www.fsa.usda.gov/farmworkers/](http://www.fsa.usda.gov/farmworkers/).

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# Manage shrink when marketing weaned calves this fall

When selling calves, shrink is a concern because it is a reduction on the sale weight, but abnormal levels of shrink are often used as a health indicator for cattle arriving in receiving facilities at stocker operations, grow yards and feedlots. Adjustments in price are common to compensate for varying shrinkage and gut fill.

Shrink is often characterized in two categories: fill shrink and tissue shrink. Fill shrink is the loss of excreta from the digestive system. This type of shrink is common in marketing and can be recovered quickly in a few days once cattle are back

stressful, and calves are often unfamiliar with water and feed locations, so they may refuse to eat or drink even when feed and water are offered. Preconditioning programs have been designed to reduce the effect of weaning stress on calves later in production by enhancing the immune system and teaching calves to eat from a feed bunk and drink from a water tank or fountain at the ranch of origin.

Preconditioning calves before marketing reduces shrink because the stress of separation from the dam has already occurred, and calves are familiarized with handling and feed

30-minute haul was similar and only around 0.5% of the initial weight. The weight loss of steers moved directly from pasture was much greater than steers that were fed hay before transport when hauls were one to two hours.

After four hours of transit, steers directly off wheat lost 37 pounds (5.1% shrink). Steers given access to hay before trans-

port lost 28 lbs. (3.85% shrink) over the same haul. This shows that shrink losses were about 1.28% per hour of transport, but providing access to a dry hay before transport decreases shrinkage rates to 0.96% per hour. The reduced shrink was likely due to a slower passage rate of feed through the digestive tract and less water loss.

Cattle market surveys have shown that calves that are gaunt or shrunk prior to marketing have \$2-4/cwt premiums over cattle with average fill. These premiums are unlikely to cover the lost revenue from the excessive weight loss due to shrink. Calves that were classified as "full" or "tanked" were discounted \$4.73/cwt and \$11.10/cwt, respectively, in

a survey of Arkansas feeder cattle markets.

These large discounts are reflective of the buyer belief that excessive shrink will occur before cattle reach their final destination. There is value to both the buyer and seller for calves to have a fair weigh up at marketing. — **Paul Beck, Oklahoma State University Extension beef nutrition specialist**

*Selling calves directly after weaning leads to some of the highest levels of shrink.*

on feed and water. Tissue shrink is more severe, with shrinkage levels greater than 6%, associated with long periods without feed and water along with other stressors, such as long-distance transport, weaning, rough handling or heat stress. Tissue shrink may take up to 30 days to recover.

Selling calves directly after weaning leads to some of the highest levels of shrink. Weaning is

and water sources. Unweaned calves transported directly to the auction market can have shrinkage of 7-10%, while preconditioned calves can have 2-5% shrinkage.

Dietary interventions can be used to reduce shrink. Steers coming off wheat pasture were transported for four hours either directly off pasture or after they were given access to hay and water for 24 hours. Initial shrink after only a



## COMING EVENTS

(Send calendar of events information to [editorial@wjl.net](mailto:editorial@wjl.net).)

**Nov. 10-12** – The Washington Cattlemen's Association and Washington CattleWomen's Convention and Trade Show will be held in Wenatchee, WA. Registration: [bit.ly/3Scywp](http://bit.ly/3Scywp). The host hotel will be the Coast Wenatchee Center Hotel. Call 509-662-1234 to get the convention group rate.

**Nov. 30-Dec. 1** – The 2022 California Cattlemen's Association/California CattleWomen Convention is headed back to the Nugget Casino Resort in Sparks, NV, and will be held in

conjunction with the Nevada Cattlemen's Association's Annual Convention. Attendee and exhibitor registration for the event are now open! Register and get more information at [calcattlemen.org/convention2022](http://calcattlemen.org/convention2022).

**Dec. 8-10** – The U.S. Cattlemen's Association's 15th Annual Meeting and Cattle Producer's Forum will be held at the DoubleTree Nashville Downtown in Nashville, TN. Registration and room reservations are now live at [cattlemensmeeting.square.site](http://cattlemensmeeting.square.site). Contact [usca@uscattlemen.org](mailto:usca@uscattlemen.org) for sponsorship opportunities.

# Connealy Angus



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12:00 MST

**Bulls out of these sires:**

<ul style="list-style-type: none"> <li>SG Salvation</li> <li>Connealy Reformed</li> <li>Deer Valley Growth Fund</li> <li>Connealy Big Valley</li> <li>Sitz Resilient 10208</li> <li>Connealy Lone Star</li> <li>Myers Silverado M109</li> <li>BJ Surpass</li> <li>Connealy Kilroy</li> <li>G A R Ashland</li> <li>Connealy Niobrara</li> <li>Connealy Stronghold</li> <li>Connealy Upscale</li> </ul>	<ul style="list-style-type: none"> <li>Connealy Clarity</li> <li>KCF Bennett Exponential</li> <li>Connealy Conqueror</li> <li>Myers Fair-N-Square M39</li> <li>Connealy Payraise</li> <li>Square B Atlantis 8060</li> <li>Connealy Ferdinand</li> <li>Connealy Gary</li> <li>G A R Home Town</li> <li>Connealy Copyright</li> <li>Mead Magnitude</li> <li>Connealy Emerald</li> </ul>
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[www.connealyangus.com](http://www.connealyangus.com)

Remote bidding will be available.

**Connealy Angus**  
PO Box 96  
Whitman, NE 69366

Jerry Connealy: 308-544-6552  
Gabriel Connealy: 308-660-6543  
Jed Connealy: 308-650-9022 (Commercial Cattle Services)

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## Spectacular

### ANGUS FEMALE SALE

CROOK CO. FAIRGROUNDS, PRINEVILLE, OR

JOIN THE OREGON ANGUS ASSOCIATION THE LAST WEEKEND IN OCTOBER IN PRINEVILLE, OR

**SAT., OCTOBER 29**

SALE SOCIAL: 4 P.M. CATTLE SALE: 5 P.M.

Sunday's Cascade Futurity Show for heifers purchased out of the Saturday Sale will offer top cash premiums for juniors buying heifers!

Sale Book Online: [www.angus.org](http://www.angus.org)  
Facebook @Oregon Angus Association

**SATURDAY, OCTOBER 29**

12 p.m. .... Cascade Jackpot Steer & Heifer Showmanship  
5 p.m. .... Cascade Spectacular Angus Female Sale

**SUNDAY, OCTOBER 30**

8 a.m. .... Futurity Show, Jackpot Steer & Heifers Shows

CASCADE SPECTACULAR ANGUS SALE MANAGER

*Oregon Angus Association*

Dick Hubman, President – 541-601-5495

Ty Kliewer, Vice President – 541-891-2528

Tom Ayres, Auctioneer – 406-531-6130

CASCADE JACKPOT STEER & HEIFER SHOWS  
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*Sale Offering of Live Cattle*

Oregon, Washington & Montana  
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**OPEN & BRED HEIFERS - COW-CALF PAIRS**

**PREGNANCIES & EMBRYOS - PICK OF THE HERD**

**SHOW HEIFER PROSPECTS - STEERS**

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Traci Coltrane  
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R. Angus  
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SALE CATALOG REQUESTS:  
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The DLX  
Hansen Cattle Co.  
JMAC Club Calves  
Tyrell Kliewer

*Montana*  
Blevins Rafter E



# MARKET NEWS

**MARKET SITUATION REPORT**  
 WLJ compiles its market reports, ODJ stories and statistics from USDA and independent marketing organizations.

MARKET AT A GLANCE	This Week: 10/6/2022	Week Ago	Year Ago
Choice Fed Steers	145.93 ▲	144.51	122.96
CME Feeder Index	175.69 ▼	175.94	153.80
Boxed Beef Average	247.36 ▲	246.08	285.30
Average Dressed Steers	230.10 ▲	229.17	195.37
Live Slaughter Weight*	1,365 ▲	1,360	1,374
Weekly Slaughter**	664,000 ▼	667,000	640,000
Weekly Beef Production***	549.0 ▲	548.9	530.6
Hide/Offal Value	13.92 ▼	14.87	16.22
Corn Price	6.76 ▲	6.70	5.34

\*Average weight for previous week. \*\*Total slaughter for previous week. \*\*\*Estimated year-to-date figure in million pounds for previous week.

BEEF REPORT: Weekly Composite Boxed Beef												
WEEK ENDING	COMPREHENSIVE Loads/Price		PRIME Loads/Price		BRANDED Loads/Price		CHOICE Loads/Price		SELECT Loads/Price		UNGRADED Loads/Price	
September 30	6,628	248.12	207	338.30	1,236	256.66	1,988	247.55	921	222.40	2,276	208.09
September 23	7,929	250.51	247	340.43	1,442	261.29	2,325	248.97	1,098	226.81	2,818	215.29
September 16	7,342	256.84	198	340.39	1,222	262.76	2,417	253.37	899	232.50	2,606	221.78
September 9	6,450	260.06	148	340.48	1,176	265.75	1,985	258.40	838	237.43	2,302	224.66

CATTLE FUTURES: CME Live Cattle							
	9/30	10/3	10/4	10/5	10/6	High*	Low*
Oct.	14328	14433	14420	14468	14533	14630	12525
Dec.	14705	14803	14750	14793	14788	15135	13055
Feb.	15065	15155	15125	15175	15163	15555	14003
Apr.	15430	15530	15530	15598	15580	15903	15388

CATTLE FUTURES: CME Feeder Cattle							
	9/30	10/3	10/4	10/5	10/6	High*	Low*
Oct.	17418	17553	17655	17655	17573	18418	15425
Nov.	17463	17605	17733	17733	17643	18610	16373
Jan.	17568	17703	17808	17808	17785	18703	16958
Mar.	17808	17915	17995	17995	17990	18748	17595

\*High and low figures are for the life of the contract.

FED CATTLE TRADE				
	Head Count	Avg. Weight	Avg. Price	
<b>WEEKLY WEIGHTED AVERAGES</b>				
Live FOB Steer	8,101	1,498	145.93	
Live FOB Heifer	3,059	1,338	145.01	
Dressed Del Steer	7,216	949	230.10	
Dressed Del Heifer	1,143	842	230.13	

SAME PERIOD LAST WEEK				
Live FOB Steer	31,031	1,495	144.51	
Live FOB Heifer	11,916	1,346	144.22	
Dressed Del Steer	12,605	959	229.17	
Dressed Del Heifer	3,248	858	229.04	

SAME PERIOD LAST YEAR				
Live FOB Steer	26,494	1,489	122.96	
Live FOB Heifer	12,060	1,293	123.57	
Dressed Del Steer	11,441	966	195.37	
Dressed Del Heifer	2,340	857	195.61	

NATIONAL WEEKLY FED BEEF SLAUGHTER VOLUME: OCTOBER 2			
	Domestic	Imported	
Forward Contract	30,745	5,309	
Formula	264,276	771	
Negotiated Cash	103,115	167	
Negotiated Grid	51,770	0	
Packer Owned	10,858	0	
<b>Total</b>	<b>460,764</b>	<b>6,247</b>	

SLAUGHTER FORWARD CONTRACTS				FORWARD BEEF SALES			
Delivery Month		Neg. Sales 0-21 days	1,930	Neg. Sales 21+ days	1,128	Formula sales	3,493
Oct. '22	143,889						
Nov. '22	141,974						
Dec. '22	100,193						
Jan. '22	102,751						
Feb. '23	81,695						

CANADIAN LIVESTOCK PRICES & FEDERAL INSPECTED SLAUGHTER FIGURES				
Alberta Direct Sales (4% shrink)		Price	Weekly Change	
Slaughter Steers, mostly Choice & Select 1-3, 1300-1500 lbs		134.88	-2.16	
Slaughter Heifers, mostly Choice & Select 1-3, 1200-1400 lbs		134.15	-1.75	

Ontario Auctions				
Slaughter Steers, mostly Choice & Select 1-3, 1300-1500 lbs		134.46	-3.51	
Slaughter Heifers, mostly Choice & Select 1-3, 1200-1400 lbs		N/A	N/A	
Slaughter Cows, Cutter and Utility 1-3, 1100-1400 lbs		80.64	-3.9	

\*Price comparison from one week ago.

Average feeder cattle prices (CND) for week ending Friday, September 23, 2022				
Steers:	Alberta	Saskatchewan	Ontario	
501-600 lbs	202.09	199.97	197.21	
601-700 lbs	192.00	191.88	184.26	
701-800 lbs	184.84	187.47	179.94	
801-900 lbs	176.81	177.67	181.27	
Heifers:				
401-500 lbs	183.89	177.79	167.67	
501-600 lbs	176.03	170.88	154.77	
601-700 lbs	171.51	170.51	151.52	
701-800 lbs	167.91	169.47	154.80	

USDA MEXICO TO U.S. WEEKLY LIVESTOCK IMPORTS				
Feeder cattle imports weekly and yearly volume.				
Species	Current Week	Previous Week	Current Year-to-date	Previous Year-to-date
	10/1/2022	9/24/2022		
Feeders	11,308	7,962	581,654	796,268

USDA WEEKLY IMPORTED FEEDER CATTLE				
<b>Friday, September 30, 2022</b>				
<b>Mexico to TX. &amp; NM. Weekly Feeder Cattle Import Summary</b>				
Receipts EST: 8,000	Week Ago Act: 5,737	Year Ago Act: 13,489		

Compared to last week, steer calves and yearlings sold 3.00-4.00 lower. Heifers 1.00-3.00 lower. Trade and demand moderate. The bulk of the supply consisted of steers and spayed heifers weighing 300-700 lbs.

Feeder steers: Medium and large 1&2, 300-400 lbs 200.00-210; 400-500 lbs 185.00-195.00; 500-600 lbs 170.00-180.00; 600-700 lbs 155.00-165.00. Medium and large 2&3, 300-400 lbs 185.00-195.00; 400-500 lbs 170.00-180.00; 500-600 lbs 155.00-165.00.

Feeder heifers: Medium and large 1&2, 300-400 lbs 173.00-185.00; 400-500 lbs 163.00-175.00; 500-600 lbs 153.00-165.00; 600-700 lbs 143.00-155.00.

(slide 10 cents on steers and heifers basis 300 lbs. All sales FOB port of entry.)

## Selected Auction Week Ending October 6, 2022

Selected Auction Week Ending October 6, 2022											
Feeder prices for steers & heifers reflect medium and large 1 cattle, unless otherwise noted; * Indicates medium and large 1-2											
		STEERS / HEIFERS									
DATE MARKET		200-300 lb.	300-400 lb.	400-500 lb.	500-600 lb.	600-700 lb.	700-800 lb.	800 lb. -up	SLAUGHTER COWS	PAIRS REPLACEMENTS	
September 30 Blackfoot, ID	N/A		192-216.50	185-195 183-209	176.50-186 183-199	159-173 173-187	153-172 161-170	137.50-164.50 131-167	87-113 76-90		
September 29 Burley, ID	519		213	198-209 184	190-204.50 170-179			173.50-180	74-83		
October 5 Emmett, ID	1,057		154.50-196 140-147.50	185.75-205 166.25-184	183-198 161.50-178	171-197 162.35-186	170-189 160-175	156.50-180 154-166	87-93 101-106		
October 1 Eugene, OR	823		170-196	160-190.50 130-143	158-170 130-143	138-149 125-155	130-155 115-125.50	135-144 110-120.50	70-85 80-80	350-1,100 900-1,350	
October 3 Madras, OR	N/A		215-225	210-225 180-200	190-205 175-193	185-201 165-182	165-191 160-170	155-165 145-160	75-90 95-105		
September 28 Vale, OR	776			192-224 176-190	170-202 160-172	160-188 142-173.50	155-185	144-160	95-118		
October 5 Davenport, WA	1,004	100-182		170-213 92-174	101-189 101-178	84-190 97.50-173.25	130-177 50-144	83-156 101-144	45-127 90-115	1,100-1,375	
September 29 Toppenish, WA	2,000			180-189.50* 165-170*	162-188* 159-183*	191* 169-177.50*			81-100 92-112		
September 29 Oriand, CA	1,815			185-235 190	170-226 174	160-196 175	140-186 163	130-186 157	125-169 157	90-107 100-136	1,800-1,950
October 3 Escalon, CA	N/A			145-174 125-156		125-161 120-153	120-146 100-135	100-125 95-115	79-95 90-130	1,000-1,300	
September 26 Famoso, CA	566			150-200 125-165	160-200 140-165	165-185 138-175	150-157 130-140	130-140 130-155	80-110 95-121.50		
No report available Galt, CA											
September 27 Turlock, CA	1,860			139-250 132-172	131-220.25 120-185	127-192 115-174	118-184 111-160	109-165 100-155	95-155 90-140	85-105 101-120	
September 27 Salina, UT	1,636			185-250 165-237.50	185-239 160-229	177.50-210 155-192.50	165-189 150-178	152.75-178 144-168	146-175 128.50-156	120-164 101.25-109.75	
October 3 Iowa	6,967			180-242.50 193-215	184-229 176-215	179-232 160-206.50	172.50-219.75 156-198.50	160-200.35 136.50-181	163-187.75 164.50-173	158-187.85 156-168.75	74-105 69-121
October 4 Miles City, MT	1,412			218.50 192.50	213-220 186-192	179-216.50 179	179.50-192	175-183 166.50-173.50	177.50 157-170	71-84 81-103.50	
October 5 Bassett, NE	3,770			235 221	212-239 204-220	194-228 188-197.50	196-214 173.50	186.50-188 166-184.35	171.25-186 162.25-176		
October 1 Ericson, NE	4,380			241-246 209-230	225-246 188-212	199.50-227.25 181.50-218.50	190.50-207	196 170.50-186	163.50-176.75		1,185-1,550
October 4 Imperial, NE	2,200			240-250.50 190-227	204-236 191-218	199-219.50 188-196.50	189-192 179.50	185 170	174.50 160		
September 28 Kearney, NE	2,950				204-230.50 183-199.50	197.75-205.25 182.50-191	176-200.50 161-168	180-192.50 155-193.25	175.50-183.50 155-168.50	84-95.50 95-112	
September 30 Lexington, NE	4,436			269 200-227	208-239 191-208	191-218.25 182.50-200	187.25-205.75 175.50-196	190	169-171.25 162-170.50		1,005-1,360
No report available Ogallala, NE											
September 29 Valentine, NE	2,890			241 211	228-243 199.50-206.50	206-224.50 180-190	202-234	193-193.50 179-189.50	190.75 160.50-181.25		
September 30 Herreid, SD	2,576							193-213.25 169.50-174.50	164.75-192.50 160-170.75		
October 5 Torrington, WY	4,204			231-245 210-239	211-231 190-212	190-218 176-213	190-206	178-196 168-178	162-185 157.25-178		
September 29 Willcox, AZ	N/A			165-186 149-155	165-186 150-156	140-174 143-165	133-161 132-148	124-145 130-139		78-99 76-102	
October 3 Colorado	6,709			204-239 180.50-228	181-216 161-201	176-214.50 154-194	166-186 161-171.50	167-176 159.50-170.25	140-173 135-162.50	37.50-100 75-109	1,500-1,525 825-1,235
September 28 La Junta, CO	2,057			217-227 178-190	181-203 162-177	173-194.50 154-168	170-183.50 151-165	165-171 160-164	149-169 145.50-160	73-89 93-106	1,260-1,575 1,250-1,410
October 3 Loma, CO	171					179		123-129 129	77-89 101		
October 5 Dodge City, KS	2,601			211	178-207.50 160-190	184-192 160-187	170-195 154-168.50	150-192.50 141-170	141-179.50 155-170	135.50-180.25 83-107	60-80.50 83-107
October 6 Pratt, KS	1,800										

# The importance of beef trade to the cattle industry

A recently released report estimated the impacts of ceasing both U.S. beef exports and imports. The report was authored by Glynn Tonsor of Kansas State (K-State) University and Derrell Peel of Oklahoma State University (OSU). The report was commissioned by the Kansas Beef Council, Oklahoma Beef Council and Texas Beef Council.

Major conclusions of the report include:

- It is hard to overstate the complex and ever-growing role of beef exports and imports. Exports and imports are, to a large extent, conducted by different firms for different reasons precisely because they are mostly different sets of products. Beef exports and imports combine to provide opportunities to increase value in the U.S. industry by exporting products that have more value in foreign markets and importing products that can be sourced more economically in international markets.

- The mix of countries the U.S. exports beef to has developed, resulting in a more diverse, less concentrated export portfolio. Conversely, sources of U.S. beef imports have comparatively fluctuated less over time.

- Implied trade prices

clearly show the U.S. receives a higher dollar per pound value for exports than it pays for imports, reflecting core differences in product types and the role of each transaction in adding economic value. From 2016 through 2020, the U.S. saw average annual unprepared beef exports of 2.05 billion lbs., an export value of \$6.4 billion and an implied export price of \$3.13/lb.

Conversely, 2016-20 average annual unprepared beef imports were 2.3 billion lbs., import value was \$5.8 billion and the implied import price was \$2.52/lb. These statistics clearly indicate participation in the global market provides a net economic gain.

- Export volume as a percentage of domestic production has grown substantially in recent decades, while imports as a share of domestic disappearance have varied much less.

- If both U.S. beef exports and imports declined by 10%, prices and quantities of feeder cattle and fed cattle would decline significantly. The cumulative present value of impacts over 10 years would be an economic loss of \$12.9 billion to feeder cattle sellers and \$6.8 billion to fed cattle

sellers. Impacts would be distributed proportionately across states that produce feeder and fed cattle, with the largest beef cow and feedlot states seeing the largest negative impacts of reduced beef trade.

- Extrapolating the considered 10% beef trade loss case to a more extreme 100% loss scenario would suggest catastrophic impacts, broadly approximated at \$129 billion for feeder cattle sellers and \$68 billion for fed cattle sellers, reflecting a much smaller overall industry.

While the methods used here are not precise for such extreme situations, the take-home point holds: Entirely ceasing U.S. beef export and import trade would be economically catastrophic. As an overarching summary, the report concludes that the economic importance of beef exports and imports is substantial and growing with time. In the absence of beef trade, the entire industry would shrink significantly.

The report focuses on the impacts of losing international beef trade on domestic feeder and fed cattle sellers and does not consider spillover impacts on other sectors, such as allied industries (including input

suppliers for row crops, feed, materials, etc.), local labor markets and agricultural lending. As such, this assessment likely understates the total impact involved with the possibility of losing U.S. international beef trade. The study focuses on beef trade, en-

abling a deeper and achievable assessment, leaving the trade of cattle, hides and other aspects of the broader industry to other projects.

The importance of beef trade continues to grow; beef exports increased to a new record in 2021 and

have increased even more thus far in 2022. The full report and executive summary are available on the K-State University AgManager website at [www.agmanager.info](http://www.agmanager.info). — **Derrell Peel, OSU Extension livestock marketing specialist**

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## Packer margins under \$100 for the first time since 2020

### MARKETS

(from page 1)

exceeded prior year each week. Saturday slaughter volumes have moderated and are an important control point for processors as they regulate supplies to stabilize prices," according to the Cattle Report.

Slaughter through Thursday was about 510,000 head, a few thousand head more than the same time a week earlier. Slaughter for the week prior is projected at 664,000 head. Actual slaughter for the week ending Sept. 24 was 671,224 head. Dressed steer weights were 915 lbs. "Activity in the country is very slow," Fish said. "Net packer margins slipped under \$100 per head for the first time since Q1 2020 last week. Boxed beef values are expected to bottom this week and begin a seasonal increase, but no doubt packers are (eyeing) cattle costs, throughput and margin management in a way they haven't had to in a very long time."

Boxed beef prices traded mixed over the week. The Choice cutout gained \$1.28 to close at \$247.36, and the Select cutout lost about \$2.80 to close at \$216.99.

"The cash cattle market's ability to trade cattle higher this week is helping lessen the pain of the morning's (export) report," Stewart said on Thursday morning. Beef net sales of 16,400 metric tons (mt) for 2022 were mostly for South Korea (6,000 mt), Japan (2,200 mt) and Mexico (2,200 mt).

### Feeder cattle

"The past two weeks have witnessed weather and grain prices as major factors in price determination for stocker and feeder cattle," the Cattle Report wrote. "The nation's corn crop is now in the midst of harvest and the price is sky high from any historical perspective."

Feeder cattle futures were lower over the week. The October contract lost 25 cents to close at \$175.72, and the November contract lost \$1.40 to close at \$176.42.

The CME Feeder Cattle Index gained 25 cents to close at \$175.69.

"Early August rains in the southern plains promised bountiful winter grazing and caused a surge in calf prices," the Cattle Report continued. "Currently the combination of high feed cost and returning drought in the southern plains is causing a reset in replacement prices."

Corn futures were slightly higher over the week. The December contract gained 7 cents to close at \$6.75, and the March contract also gained 7 cents to close at \$6.83.

**Kansas:** Winter Livestock in Dodge City sold 1,750 head on Wednesday. Compared to a week earlier, there were not enough cattle in each weight group for a market trend. Benchmark steers averaging 769 lbs. sold from \$160.50-170, averaging \$167.58.

**Missouri:** Joplin Regional Stockyards in Carthage sold 5,000 head on Monday. At the mid-ses-

sion, feeder steers and heifers were trading steady with a week earlier. Benchmark steers averaging 774 lbs. sold between \$171-179.75, averaging \$176.31.

**Oklahoma:** Oklahoma National Stockyards in Oklahoma City sold 8,500 head on Monday. Compared to a week earlier, feeder steers sold \$1-3 lower, and heifers sold mostly steady. Demand was moderate to good for feeder cattle. Benchmark steers averaging 778 lbs. sold from \$165-173.50, averaging \$169.36.

**Nebraska:** Bassett Livestock in Bassett sold 3,770 head Wednesday. The auction consisted of weaned and nonweaned spring calves and yearlings. Comparable steer offerings 900-1,000 lbs. traded steady. Benchmark steers averaging 740 lbs. sold between \$186.50-188 and averaged \$186.96.

**South Dakota:** Sioux Falls Regional Cattle Auction in Worthing sold 2,845 head Monday. Compared to the last auction, there were limited price comparisons, as there were few steers and heifers with similar weights to the last sale. Feeder steers 600-650 lbs. sold steady to \$2 lower, 700-750 lbs. and 900-950 lbs. were steady to \$1 higher, and other weights were not well compared. Feeder heifers 700-800 lbs. sold steady to \$3 lower, with other weights not well compared. Benchmark steers averaging 768 lbs. sold between \$174.50-187.25 and averaged \$180.48. — **Anna Miller, WLJ managing editor**



### ~CLM REPRESENTATIVES~

Jake Parnell ..... 916-662-1298  
George Gookin ..... 209-482-1648  
Rex Whittle ..... 209-996-6994  
Mark Fischer ..... 209-768-6522  
Kris Gudel ..... 916-208-7258  
Steve Bianchi ..... 707-484-3903  
Jason Dailey ..... 916-439-7761  
Brett Friend ..... 510-685-4870  
Tod Radelfinger ..... 775-901-3332  
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### ~AUCTION MARKET~

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Oct. 27 • Nov. 29

### CATTELMEN'S FALL SPECIAL FEEDER SALES

SELECT WEDNESDAYS AT 12 NOON

October 12 • October 26 • November 9  
November 16 • November 30

### CLM ANNUAL BRED COW AND REPLACEMENT SALE AND "WORLD OF BULLS" SALE

SATURDAY, NOVEMBER 5

Females sell at 9:30 A.M.  
Lunch served at 12:00 P.M.  
Bulls sell at 12:30 P.M.

#### Featuring

- The complete dispersal of the Cinco Cattle Company cow herd. 125 pairs, foothill exposed.
- 3 loads of 3-4-year-old pairs. Calves vaccinated but unbranded.

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*Ogallala*  
LIVESTOCK  
AUCTION MARKET

OGALLALA, NE ~ 308-284-2071

## Special Stocker & Feeder Sale

THURSDAY, OCT. 13, 2022

**RUSHCREEK LAND & LIVESTOCK - SOUTH (1,000)** - Ang str, 400-575#

**DON MCCASLAND (450)** - Ang str & hfrs, 400-575#

**TERRY & MERREL MARTIN (300)** - Ang str & hfrs, 425-550#

**LYNDON & KORY HOOPER (250)** - Ang & BWF str & hfrs, 525-575#

**LANCE & CAROL MOST (165)** - Blk & BWF str & hfrs, 425-525#

**BRAD & PAULA POKORNY (150)** - Rd Ang str, 500-600#, Red Angus FPCC Tagged

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# Blackburns named New Mexico Ranch Family of the Year

Settled in the northeastern corner of Curry County, NM, Blackburn Farms began in 1913 when the family started raising cattle, wheat and sorghum cattle feed. C.J. Blackburn was the teller of the origin story, where his father, grandmother and uncles worked to establish their homestead in Broadview.

As a boy, C.J. was very involved in 4-H and FFA, showing sheep at the county fair and Eastern New Mexico State Fair for several years. It was not until 1958 that he was able to convince his father to let him feed a steer, which began his cattle showing enterprise and the family's emphasis on enhanced genetics for future generations.

In June of 1959, C.J. married Nancy Cagle of Clovis. As a result of timing the nuptials with the wheat harvest, a honeymoon was nonexistent, so taking C.J.'s steer to the New Mexico State Fair

would have to do.

For the next 49 years, C.J. and Nancy Blackburn watched as their children and grandchildren participated in 4-H and FFA activities. Their children, Jay, Lisa and Julie, had livestock projects from 1970 to 1985.

In the early years, with encouragement from county 4-H agent Billy Dictson, the family started a registered Hampshire sheep and registered Hereford cattle herd. Then, C.J. introduced exotic breeds into his cattle herd in hopes of enhancing the calves he raised for his children to show. The Blackburn kids did well with their home-raised calves, including Lisa's Reserve Grand Champion in 1976 at the state fair and a carcass contest winner.

The family's involvement with livestock showing only grew from there. Loading up one year to attend the state fair, the



*Courtesy photo*  
(L-R back row): Jay Blackburn, Darshan Blackburn, Nancy Blackburn, Malia Blackburn (holding Faden), Brian Blackburn, Lisa (Blackburn) Schumacher, Heather (Blackburn) Lewellen and Jennifer (Blackburn) Warren. (L-R front row): Carter, Bryla and Kynlee Lewellen and River Blackburn.

family brought 43 head of livestock to Albuquerque, including bulls, heifers, steers, breeding sheep and market lambs. It wasn't unusual to find one of the kids asleep on a hay bale during those days, as the days were long, and they were busy walking cattle

in the mornings, grooming and preparing for the ring.

Time spent together out in the barns proved to be time well spent, earning the Blackburns the Grand Champion Bull at the state fair and several ribbons with their New Mexico-raised sheep and cattle

at the Curry County Fair and Eastern New Mexico State Fair. C.J. and Nancy served as 4-H leaders for close to 20 years.

More than a century of Blackburns still live and operate the farm in Broadview, raising the same crops and livestock for fellow 4-H and FFA exhibitors. Through the years, all the children and grandchildren have worked cattle, driven a tractor and accomplished anything else necessary to get the job done and ensure the success of the farm and ranch.

"We have always explained to our children, other 4-H members and their parents, while win-

ning is fun and rewarding, the experiences and the lessons taught are more valuable," said Jay Blackburn. "Although Dad (C.J.) passed in 2019, this day would have meant a great deal to him. My family extends our gratitude for this great honor and our thanks to be considered a part of New Mexico's ranch and show family."

The Blackburns were honored Sept. 15 during the Professional Rodeo Cowboys Association's rodeo performance held at Tingley Coliseum during the New Mexico State Fair, when the whole night was dedicated to farmers and ranchers. — **New Mexico Cattle Growers' Association**



## SALE CALENDAR

Sale Calendar is a service to our advertisers. There is a minimum advertising requirement to be eligible to be listed in the Sale Calendar. Contact your fieldman for more information or to have your date added to the Sale Calendar. We will only run auction sale dates or private treaty start dates.

### ALL BREED

**Oct. 15** — Western Stockmen's Market, Bull Sale, Famoso, CA  
**Oct. 15** — Western Stockmen's Market, Bull & Female Sale, McFarland, CA  
**Nov. 5** — Cattlemen's Livestock Market, Bull Sale, Galt, CA  
**Nov. 12** — Leachman Cattle of Colorado, Bull Sale, Fort Collins, CO  
**Nov. 30** — Utah Cattlemen's Association, Bull Sale, Salt Lake City, UT

### ANGUS

**Oct. 10** — Ox Bow Angus, Female Sale, Wolf Creek, MT  
**Oct. 11** — 9 Peaks Ranch, Bull Sale, Fort Rock, OR  
**Oct. 11** — Coleman Angus, Female Sale, Charlo, MT  
**Oct. 11-12** — R.A. Brown Ranch, Bull & Female Sale, Throckmorton, TX  
**Oct. 12** — Montana Ranch, Female Sale, Big Fork, MT  
**Oct. 14** — Wooden Shoe Farms, Female Sale, Blackfoot, ID  
**Oct. 15** — Fink Beef Genetics, Bull Sale, Randolph, KS  
**Oct. 20** — Thomas Angus Ranch, Production Sale, Baker City, OR  
**Oct. 22** — 44 Farms, Bull Sale, Cameron, TX  
**Oct. 22** — NILE, Female Sale, Billings, MT  
**Oct. 24** — Montana Angus, Female Sale, Billings, MT  
**Oct. 29** — Oregon Angus Association, Bull Sale, Prineville, OR  
**Oct. 30** — Nansel's Flying N Angus Ranch, Dispersion Sale, Miles City, MT

**Nov. 2** — Huwa Cattle, Female Sale, Roggen, CO  
**Nov. 3** — Stokrose Land & Livestock, Bull Sale, Moses Lake, WA  
**Nov. 8** — Wilkes Ranch, Bull Sale, Eastland, TX  
**Nov. 9** — Heart K Ranch, Bull Sale, Lewistown, MT  
**Nov. 12** — HD Dunn and Son, Bull Sale, Teton, ID  
**Nov. 12** — Montana Ranch, Bull Sale, Big Fork, MT  
**Nov. 12** — Rocky Mtn. Angus, Bull Sale, Tremonton, UT  
**Nov. 14** — GDAR, Female Sale, Sidney, MT  
**Nov. 14** — Hoffman Ranch, Bull Sale, Thedford, NE  
**Nov. 16** — TC Angus, Female Sale, Franklin, NE  
**Nov. 17** — JR Ranch/Sackmann Cattle, Bull Sale, Othello, WA  
**Nov. 18** — Green Mountain Angus Ranch, Bull & Female Sale, Rye, MT  
**Nov. 18** — Rollin' Rock Partners, Production Sale, Pilot Rock, OR  
**Nov. 19** — Diamond Peak Cattle Co., Female Sale, Loma, CO  
**Nov. 19** — Hollowtop Angus, Bull Sale, Ramsay, MT  
**Nov. 19** — Redland Angus, Bull & Female Sale, Buffalo, WY  
**Nov. 19** — Sydenstricker Genetics, Bull & Female Sale, Mexico, MO  
**Nov. 19** — Yardley Cattle Co., Female Sale, Beaver, UT

**Nov. 20** — Bear Mtn. Angus, Female Sale, Palisades, NE  
**Nov. 21** — Connealy Angus, Bull Sale, Whitman, NE  
**Nov. 22** — Paint Rock Angus, Bull Sale, Hyattville, WY  
**Nov. 26** — Vermilion Ranch, Bull & Female Sale, Billings, MT  
**Nov. 28** — Stevenson Diamond Dot, Bull & Female Sale, Hobson, MT  
**Nov. 29** — Stevenson Angus Ranch, Bull & Female Sale, Hobson, MT  
**Nov. 30** — Beef Country Breeders, Bull Sale, Columbus, MT

### BRANGUS

**Nov. 4-5** — GENEPLUS Brangus at Chimney Rock Cattle Co., Bull & Female Sale, Concord, AR

### CHAROLAIS

**Oct. 15** — Fink Beef Genetics, Bull Sale, Randolph, KS  
**Nov. 1** — Cobb Charolais, Bull Sale, Great Falls, MT

### HEREFORD

**Oct. 14** — Wooden Shoe Farms, Female Sale, Blackfoot, ID  
**Oct. 15** — Lambert Ranch, Bull Sale, Oroville, CA  
**Nov. 14** — Hoffman Ranch, Bull Sale, Thedford, NE  
**Nov. 14** — Mohican West, Bull Sale, Laurel, MT  
**Nov. 30** — Beef Country Breeders, Bull Sale, Columbus, MT

### MAINE ANJOU

**Nov. 19** — Yardley Cattle Co., Female Sale, Beaver, UT

### RED ANGUS

**Oct. 11-12** — R.A. Brown Ranch, Bull & Female Sale, Throckmorton, TX  
**Oct. 21** — NILE, Female Sale, Billings, MT  
**Oct. 22** — Pieper Red Angus, Bull & Female Sale, Hay Springs, NE  
**Oct. 29** — Ludvigson Stock Farms, Bull Sale, Shepherd, MT  
**Nov. 10** — Bieber Red Angus, Female Sale, Leola, SD  
**Nov. 21** — Lautenschlager and Sons, Bull & Female Sale, Othello, WA

### SIMANGUS

**Oct. 11-12** — R.A. Brown Ranch, Bull & Female Sale, Throckmorton, TX  
**Nov. 14** — Hoffman Ranch, Bull Sale, Thedford, NE  
**Nov. 19** — Diamond Peak Cattle Co., Female Sale, Loma, CO  
**Nov. 19** — Yardley Cattle Co., Female Sale, Beaver, UT

### SOUTH DEVON

**Nov. 30** — Beef Country Breeders, Bull Sale, Columbus, MT

### STABILIZER

**Oct. 29** — Leachman Cattle of Colorado, Bull Sale, Dinuba, CA  
**Nov. 19** — Leachman Cattle of Colorado, Bull Sale, Wytheville, VA

### COMMERCIAL

**Oct. 22** — Pieper Red Angus, Bull & Female Sale, Hay Springs, NE  
**Nov. 4-5** — GENEPLUS Brangus at Chimney Rock Cattle Co., Bull & Female Sale, Concord, AR  
**Nov. 5** — Cattlemen's Livestock Market, Female Sale, Galt, CA  
**Nov. 18** — Rollin' Rock, Commercial Bred Heifer Sale, Pilot Rock, OR  
**Nov. 21** — Central Oregon Livestock Auction, 21st Century Female Sale, Madras, OR

### HORSE

**Oct. 14** — Western Stockman's Market, Showcase Horse Sale, McFarland, CA

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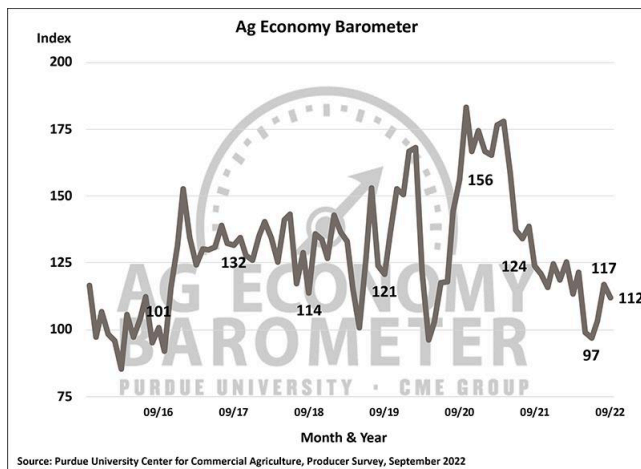
# Rising interest rates contribute to farmer uneasiness

The Purdue University/CME Group Ag Economy Barometer farmer sentiment index declined 5 points to a reading of 112 in September. The decline in farmer sentiment was primarily the result of producers' weakened perception of current conditions, as the Current Conditions Index declined 9 points to 109. The Index of Future Expectations also weakened slightly, declining 3 points from a month earlier to a reading of 113. The Ag Economy Barometer is calculated each month from 400 U.S. agricultural producers' responses to a telephone survey. September's survey was conducted Sept. 19-23.

"Concerns about input costs and, in some cases, availability are key factors behind the relative weakness in this month's farmer sentiment," said James Mintert,

the barometer's principal investigator and director of Purdue University's Center for Commercial Agriculture. "However, a growing number of producers are also concerned about the impact of rising interest rates on their farm operations."

Higher input costs remain the number one concern among survey respondents. In September, 44% of respondents chose "higher input costs" as their number one concern, while 23% chose "rising interest rates," and 14% chose "availability of inputs." When asked to look ahead to 2023, 38% of producers expect input prices to rise from 1% to 9% compared to 2022 prices. Meanwhile, nearly a fourth (24%) of producers expect input prices to rise from 10% to 19%, and 9% of survey respondents said they expect an input



price rise of 20% or more.

The Farm Capital Investment Index declined to a record low of 31 in September, as producers continue to indicate now is not a "good time" to make large investments in their farming operations. To understand why they felt that way, a follow-up question was posed to farmers who reported now being a "bad time" to make large investments. For the third month in a row, producers overwhelmingly (46%) said it was

due to increasing prices for farm machinery and new construction; however, 21% indicated that "rising interest rates" were a primary reason, up from 14% who cited interest rates in August.

Despite that negative perspective, fewer producers plan to reduce their farm machinery purchases. Since peaking in March 2022 at 62%, the share of producers who plan to reduce their machinery purchases compared to a year earlier has

been declining, dipping to 47% in September. Their plans for farm building purchases tell a similar story. Since the March 2022 high of 68%, the share of producers who planned to reduce their building and grain bin purchases has fallen to 56% in September.

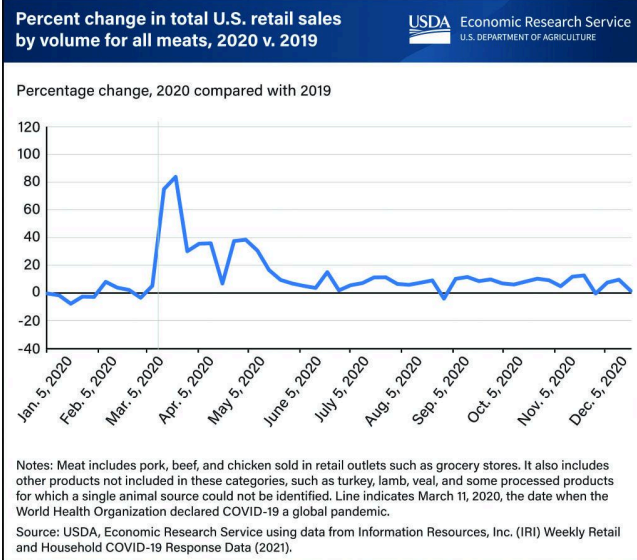
Producers' perspective on farmland values continues to soften. This month, the Short-Term Farmland Value Expectations Index fell 5 points to 123, and the Long-Term Farmland Value Expectations Index fell 7 points to 139. Compared to a year ago, the short-term index is down 21%, while the long-term index has fallen 12% over the same time frame. In a follow-up question posed to respondents who expect farmland values to rise over the next five years, many respondents (60%) said nonfarm investor demand remains the primary reason for the rise.

This month's survey included a series of questions to understand producers' cover crop usage. Nearly 6 out of 10 (57%) respondents said they currently plant cover crops on

a portion of their farmland, while approximately 1 in 4 producers said they have never planted a cover crop. Most producers who report planting cover crops say they only plant them on a portion of their farmland, with half indicating they plant on 25% or less of their acreage. However, some farms report more intensive use of cover crops, as nearly a fourth of respondents said they plant cover crops on over 50% of their farms' acreage.

A large share (40%) of producers who reported planting cover crops this month said they have been planting cover crops for five years or less, while 28% of respondents said they have been planting cover crops for more than 10 years. The reasons for planting cover crops vary, with 37% of producers citing improving soil health and 33% citing improving erosion control as the primary motivators. Just 5% of cover crop users indicated "carbon sequestration" as a motivation for planting cover crops. — Purdue University Extension

## Meat sales spiked from COVID-19



The stay-at-home orders implemented during the COVID-19 pandemic disrupted the U.S. meat and poultry industries as consumers shifted from purchasing food away from home (FAFH) to food at home (FAH).

In the weeks before the World Health Organization (WHO) declared COVID-19 to be a global pandemic, the volume of meat sold in grocery stores fluctuated modestly between 3% below and 8% above 2019 sales. When WHO declared a global pandemic on March 11, 2020, the quantity of meat sold at grocery stores increased sharply to 75% above that week's 2019 sales volume. Meat sales reached their pandemic peak the following week, at 84% above 2019 sales.

This increase in retail meat sales was consistent with overall consumer patterns in March-April 2020, when restaurant closures led to a surge in FAH sales relative to 2019 as FAFH sales fell. After the peak, weekly meat purchases slowed but remained roughly 30-40% above 2019 sales for most weeks until mid-May.

Sales may have slowed partly because consumers had stocked up on meat supplies in the previous weeks and because FAFH expenditures rose as COVID-related restrictions were lifted. For the remainder of 2020, total weekly sales of meat at retail remained higher than weekly 2019 sales for most weeks. — USDA Economic Research Service

## YOUTH OPPORTUNITIES

(In an effort to serve the next generation of livestock producers, WLJ's Youth Opportunities calendar lists internship and scholarship information for agricultural- and livestock-focused students, listed by application deadline. If you have an internship or scholarship to announce, please email it to [editorial@wlj.net](mailto:editorial@wlj.net).)

**Oct. 10** – Internship applications are open for the 2022 California Cattlemen's Association (CCA)/California CattleWomen Convention happening Nov. 30-Dec. 1 at the Nugget Casino Resort in Sparks, NV. Applicants must be a young, regular or feeder member of CCA. High school students are not eligible. Learn more at [cattlemen.org/convention2022](http://cattlemen.org/convention2022).

**Oct. 21** – The National Cattlemen's Beef Association (NCBA) is offering college students a unique behind-the-scenes experience through its annual convention internship program. Interested students must complete an online student internship application and submit college transcripts, two letters of

recommendation and a resume at [convention.ncba.org/ncba-internship](http://convention.ncba.org/ncba-internship). For more information, contact Grace Webb at [gwebb@beef.org](mailto:gwebb@beef.org).

**Dec. 1** – Applications for the Angus/Talon Youth Educational Learning Program Internship are now open. College sophomores, juniors, seniors and graduate students under the age of 25 and majoring in an agricultural-related field of study are eligible to apply. Angus breeders and students interested in participating in the program can learn more and apply at [bit.ly/AngusFoundationTalonProgram](http://bit.ly/AngusFoundationTalonProgram) or contact Jaclyn Upperman, Angus Foundation executive director, at [JUpperman@Angus.org](mailto:JUpperman@Angus.org).

**Dec. 2** – The Public Lands Council, in conjunction with the National Cattlemen's Beef Association, is now taking applications for public policy interns to join the D.C. office during the summer of 2023. This in-person internship will run from May 15-Aug. 11, 2023. Application: [jobs.keldair.com/ncba](mailto:jobs.keldair.com/ncba). Contact Justyn Tedder at [jtetter@beef.org](mailto:jtetter@beef.org) with any inquiries.

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<p><b>004J • Reg# 4510441 • DOB 3/2/21</b> POWER BROKER X BOURNE X NIGHT CALVER 126PROS, 67HB, 59GM, 12CED, -2.8BW, 71WW, 115YW, 29MILK, 17HPG, 7CEM, 14ST, 0.67MB, 0.20RE, \$16,103\$PRO, \$52\$SRAN <i>Really strong record bull that does everything right!</i></p>	<p><b>002J • Reg# 4510389 • DOB 3/1/21</b> POWER BROKER X REDEMPTION X NIGHT CALVER 139PROS, 58HB, 81GM, 12CED, -2.9BW, 78WW, 132YW, 28MILK, 15HPG, 7CEM, 15ST, 0.69MB, 0.32RE, \$17,373\$PRO, \$60\$SRAN <i>This herdsire prospect comes from the great Della Cow Family!</i></p>	<p><b>1807J • Reg# 4411985 • DOB 1/29/21</b> BRUNSWICK X DEFENDER X BOXED BEEF 91PROS, 41HB, 50GM, 14CED, -2.9BW, 75WW, 124YW, 27MILK, 12HPG, 6CEM, 14ST, 0.90MB, 0.17RE, \$17,474\$PRO, \$56\$SRAN <i>Outcross herd bull from the Dakel Cow Family!</i></p>
<p><b>1317J • Reg# 4456183 • DOB 3/8/21</b> GUARDIAN X AUTHORITY X NIGHT CALVER 118PROS, 60HB, 59GM, 16CED, -4.9BW, 77WW, 123YW, 28MILK, 12HPG, 8CEM, 16ST, 0.65MB, 0.50RE, \$19,370\$PRO, \$52\$SRAN <i>Long and smooth as a rope!</i></p>	<p><b>1183J • Reg# 4455921 • DOB 1/30/21</b> GUARDIAN X FANTASTIC X PREMIER 72PROS, 18HB, 54GM, 14CED, -2.2BW, 83WW, 137YW, 26MILK, 13HPG, 7CEM, 9ST, 0.50MB, 0.38RE, \$18,041\$PRO, \$47\$SRAN <i>Deep soggy made with all kinds of growth!</i></p>	<p><b>1321J • Reg# 4456191 • DOB 3/12/21</b> GENUINE X PREMIER X CONQUEST 139PROS, 51HB, 88GM, 13CED, -1.3BW, 80WW, 131YW, 32MILK, 13HPG, 10CEM, 12ST, 0.90MB, 0.32RE, \$20,957\$PRO, \$62\$SRAN <i>Great herdsire prospect with a 104 MPPA dam!</i></p>

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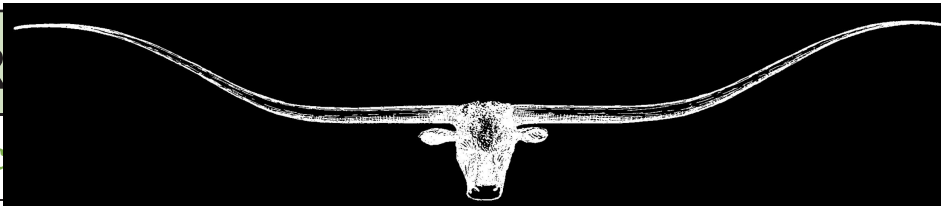
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# Plan ahead for hay purchases; supply will be low

Cattle producers who want to purchase hay need to plan ahead. The drought this growing season has limited supplies and pushed prices higher, according to Extension educators. When purchasing hay, there are several factors to be considered, including price, quality and storage.

## Less supply, higher prices

In a University of Nebraska-Lincoln (UNL) Center for Agricultural Profitability webinar titled "Planning Ahead for Hay Purchases," UNL Extension staff recommended livestock producers who plan to purchase hay should begin thinking about their needs now. Supply will be limited due to the drought currently affecting forage production.

Randy Saner, UNL Extension beef systems educator based in North Platte, NE, said forage production hay stocks in the U.S. are at a 50-year low, thanks in part

to dry conditions. All of Nebraska was affected by drought this growing season, and alfalfa production will be considerably less in 2022 compared to 2021, he said.

With less production within the state, some producers might consider shipping hay in from other states. With drought in the West and South, one option might come from the North, he said.

"If producers can't find any hay in Nebraska, they might want to look at South Dakota," Saner said. "They produced a lot of hay this year."

With less hay available, prices will be more expensive. Forage prices could climb even higher if the upcoming winter is especially cold and wet. Saner said prices have been on the increase, and alfalfa hay has been bringing around \$280/ton in his central Nebraska location. Other hay has been bringing around \$180/ton, he said.

The USDA Nebraska Direct Hay Report for Sept. 29

stated alfalfa sold steady to \$10 higher, while grass hay sold steady with the previous week. Demand was good, especially for hay that can be shipped to out-of-state buyers, the report said.

"Once again, hay buyers from south of Nebraska have been up in the area looking for large quantities of forages that can be easily shipped," the USDA report said.

## Forage prices could climb even higher if the upcoming winter is especially cold and wet.

There were 2,375 tons sold for the week ending Sept. 30. This was slightly lower than last year and slightly lower than the previous week. Alfalfa hay prices ranged from \$200-\$250/ton across the state, according to the report. Grass hay prices ranged from \$150-200/ton.

## Hay buying recommendations

Saner said if livestock producers do purchase hay, there are certain things to keep in mind. Producers should try to buy forage by the ton and not by the bale. Bales range in weight by several hundred pounds, so purchasing hay by tonnage ensures you are not being shorted by the weight of the

bales, he said.

Saner said hay quality is also extremely important. Saner said to test the hay or see a report of the hay quality from a lab. If possible, try to purchase hay in tightly-rolled, dense bales with square shoulders, he said. Bales with net wrap would

also keep water out of the hay.

"You want bales free of molds, weed seeds and high levels of nitrates," he said.

Saner said producers should also consider trying to purchase hay that best matches their livestock needs. For instance, young calves would need higher quality hay than older cattle would need. Additional supplements would need to be fed if the quality of hay is lower, he said.

T. L. Meyer, a UNL Extension beef systems educator based in Thedford, NE, said once hay is purchased, the locations where it will be stored and fed are important considerations. While it may not be possible in all opera-

tions, storing hay inside is the best option to keep moisture off the hay. If inside storage is not a possibility, then store the bales in a well-drained area, she said.

Meyer said bales should be lined up from north to south at least 3 feet apart. If the purchased hay does have some weeds in it, consider feeding the hay in a limited area. This will control weed growth the following spring, she said.

Cattle producers should consider their different feeding options right now, Meyer said.

"Purchase hay now, or at the very least have a plan for feeding some sort of alternative," Meyer said. — **Russ Quinn, DTN staff reporter**

## Biden administration still working on WOTUS rule

### WOTUS (from page 1)

river or lake would affect the larger water body.

At the Oct. 3 hearing, justices discussed whether the significant nexus test is the most appropriate way to assert jurisdiction.

"Like the Sacketts, our nation's farmers and ranchers would argue that it is not the appropriate test, and we hope that justices will create a limiting principle that will provide clear guardrails on how far the federal government can reach," said Courtney Briggs, senior director of government affairs for the American Farm Bureau Federation, in a "Newline" podcast episode.

### Oral arguments

"I think one of the most notable takeaways is the fact that a number of justices from various sides of the political spectrum recognized the shortcomings of the significant nexus test, and they really discussed the confusion for landowners in using that test," Briggs said.

Damien Schiff, attorney for the Sacketts, argued in his opening statements that EPA has no authority to regulate the couple's property under the CWA in its view of navigable waters. "Under no plausible interpretation of that term does the agency have such authority," Schiff said.

He continued that EPA must establish two things before regulation. First, there must be a water that would be referred to as a type of stream, creek, river, lake or something similar. He noted that a wetland is none of those things and, as such, can be regulated as a water only to the extent that it blends into and becomes indistinguishable from an abutting water. Second, the water has to be a water of the U.S., or a navigable water.

"Now this test is vastly superior to the significant nexus test for a number of reasons. First and most importantly, the two-step framework closely adheres to the textual limits that Congress itself imposed on the agency," Schiff said.

In addition, the test vin-

icates all of Congress' purposes to preserve the state's traditional preeminence over land and water resources, he continued. And finally, it's an easy test to administer.

"Under this two-step framework, it's clear that the Sacketts' property contains no waters, much less waters of the United States, and so they should be entitled to a declaration that their property is not subject to EPA's authority," he finished.

Brian Fletcher, principal deputy solicitor general for the Department of Justice, opened his beginning arguments by noting that the consensus seemed to be that waters protected under the CWA include some adjacent wetlands. "The narrow but important question presented in this case is whether wetlands lose protection if they're separated from other waters by a barrier like a berm or a road," he said.

"Overwhelming scientific evidence and essentially undisputed scientific evidence shows that those sorts of barriers do not diminish wetlands' essential role in protecting the integrity of other waters," he continued. "For 45 years, the EPA and the Army Corps have recognized that the presence of such a barrier does not categorically strip a wetland of the Act's protections," he said, asking the court to uphold that interpretation.

It is unclear what the Supreme Court's ruling will be, but after Monday's oral arguments, it seems a review over the proper designation test will be conducted.

The EPA and Army Corps of Engineers are still working on their proposed WOTUS rule. Briggs said the rule is currently being reviewed by the Office of Management and Budget and will likely be finalized by the end of 2022.

"But we remain confused as to why the agencies are insisting on moving forward with this rule. It makes more sense for them to wait until the Sackett decision is handed down," she said. "And the introduction of this new rule is only going to add confusion to an already very confusing situation." — **Anna Miller, WLJ managing editor**

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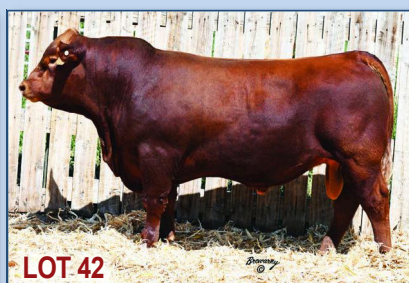
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