

Approaching Harvest

Upper Iowa Beef | 2023 3rd Quarter Newsletter



It's hard to believe that summer is almost behind us. It always seems like, after the 4th of July, the time really goes by fast.

What a year we are experiencing in the cattle markets! One could say historical but I'm not sure that would do it justice. As of this writing, we are looking at fed cattle prices in the dog days of summer that are testing all-time highs. Demand for beef has held up amazingly well. People want to buy what we are producing, high-quality Angus beef. Cattle numbers are tight due to the prolonged drought. It's estimated these markets will stay well supported for a good long time. Wait until we get into heifer retention.

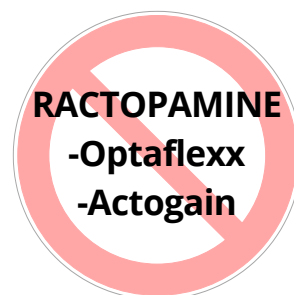
Agriculture is experiencing good times. That is great to see. We as a company want our cattle suppliers to prosper and do well. This is your time in the cattle cycle to prosper. Be wise and develop a thought-out risk management plan. It will be needed at some point.

Again this year we will be sponsoring a steer at the Governor's Charity Steer Show at the Iowa State Fair on August 12th. We invite you to attend this great event benefiting the Ronald McDonald Houses of Iowa. Events such as this highlight everything good about agriculture.

We invite you to attend our upcoming Beef Quality Assurance and Beef Quality Assurance Transportation training session on August 23rd at the Winneshiek County Fairgrounds in Decorah, Iowa. Just a reminder that all people delivering cattle to Upper Iowa Beef as of October 1, 2023, will be required to be in possession of a BQAT card or have one on file with UIB before unloading cattle at the plant. We hope to see you on the 23rd.

Reminder **NO RACTOPAMINE**

As you should be aware from previous newsletter articles as well as your most recent Producer Affidavit, Upper Iowa Beef only harvests cattle that have not been fed a Ractopamine-containing product. These products have the trade names Optaflexx, manufactured by Elanco Animal Health, and Actogain, manufactured by Zoetis Animal Health.



As a small harvesting facility, we are always looking for ways to be cost-competitive in a very capitalistic business. One option we have found is a buyer of tripe and other offal items for export to China. Due to a Chinese government ban on Ractopamine, we are obligated to abide by these rules and regulations.

Our export partner does random tests on the meat items they purchase from UIB. The foreign government does random tests on products when they reach their port of entry. These tests are not done to "catch" anyone in particular. They are done to be sure all are abiding by the agreed-upon rules and the buyer is receiving what they agreed to purchase.

There is a new product on the market by the name of Exporior from Elanco Animal Health. This product is approved to be fed to cattle for beef exported to China. We have been accepting Exporior-fed cattle for several months now with no issues.

Ractopamine is a very sensitive molecule with a long-lasting residue. If you have Ractopamine on your farm or have fed it in the past, please make your cattle buyer aware of this when representing your cattle. We will do our best to come up with a workable solution for all.

Forward Contracting *Update*

The recent escalation in feeder cattle values has all in the feeding sector of our business scratching their head, asking, "How do I make \$250 yearlings or \$280 calves work?" This is a question we should all be asking ourselves.

Only you know your cost of production. These costs vary from operation to operation and depend on several factors, such as overhead costs, labor costs, and cattle performance. Knowing your estimated costs is a great first step.

Upper Iowa Beef wants you to be profitable in your beef operation. One place that we can assist with is on the marketing front. We have been able to offer forward contracts for your cattle now for over two years. Interest in the program continues to grow, with cattle contracted for up to 12 months in advance. This is an excellent way to know what you will be receiving for your cattle at marketing time. Take the guesswork out of marketing and reduce your stress.

To learn more about forward contracting your fed cattle to Upper Iowa Beef or getting a basis bid for a specific month, please contact the office at (563) 566-2202 or contact your buyer.

CHANGE: The Only Consistent Thing at UIB

There is a saying that the only thing constant is change. That saying sure seems to be true for us at Upper Iowa Beef.

If you have driven by lately on Highway 63, you have probably noticed our most recent construction project. We are updating our wastewater treatment facility to better handle our increased capacity. It takes around 300 gallons of water to process a beef animal. This is a much-needed improvement and one we are excited to have completed this year.

If you delivered cattle to Upper Iowa Beef in the month of July, you noticed that trucks now unload facing south instead of north. This has also changed the way traffic is now headed in a clockwise motion instead of counterclockwise. We are adding much-needed pen space to allow us to hold twice the amount of cattle at any one time. This will allow for more flexibility in dock times and unloading schedules. We appreciate your patience and anticipate this addition to be completed by fall.

Changes have also shown up on your recent cattle settlement sheets. We have switched to a different cattle settlement program that has altered the look of the paperwork you receive, especially if you are selling your cattle on a grid pricing structure. This system will allow for increased efficiency and accuracy in your settlement sheets.

We are now providing muscle scores on all cattle on your settlement sheets to increase transparency and information feedback to the producer. We have been doing in-house scoring since January of 2023 and are now providing this on all cattle processed. This 1-5 based scoring system was devised to accurately score round and ribeye shape on carcasses as our industry processes more Beef on Dairy (BOD) cattle than at any other time in history. We are pleased with the results we are seeing on the cattle we harvest.

Our company continues to evolve to be able to serve you better, our cattle supplier customer. We appreciate your willingness to work with us during these changes for long-term improvements.



You Are Invited
**BQA + BQAT
MEETING & DINNER**

Wed., Aug. 23

**5:30 p.m. BQA
7:00 p.m. DINNER
8:00 p.m. BQAT**

WHERE:

**Winneshiek County Fairgrounds
Dannon Lansing Building
900 E Main St, Decorah, IA 52101**

Remember, a valid BQA certificate is required to market cattle to Upper Iowa Beef, and all cattle transported to UIB must be by a BQAT-certified driver, effective 10-1-2023.

BQA Certification starts at 5:30 p.m. If you were not planning on receiving your BQA certification but need your BQAT certification, you DO need to attend the full training.

RSVP by Fri., Aug. 18. Call or text Autumn at (507) 421-9479. You can also email at afeine@upperiowabeef.com.

As a reminder, per your signed Producer Affidavit, you are required to be BQA certified to market cattle to UIB. Every year Upper Iowa Beef undergoes a 3rd party Animal Welfare Audit to ensure an unbiased look at our animal handling practices. If you transport cattle, we are now requiring you to be BQA Transportation certified, effective 10-1-2023.

Meet Our
**UPPER IOWA BEEF
SUMMER INTERNS**



Emma Frohling

Garner, Iowa

**Iowa State University
Majoring in Animal Science**

FAVORITE BEEF DISH: Rare sirloin with sautéed unions and asparagus

PLANS AFTER COLLEGE: I want to work in the beef industry.

WHAT DO YOU LIKE MOST ABOUT YOUR INTERNSHIP?

I thoroughly enjoy getting to know our producers and their cattle through my work on the producer's survey. Making those connections with our producers is important and something very special to UIB.



Nick Flom

New Faribault, Minnesota

**University of Minnesota
Majoring in Animal Science**

FAVORITE BEEF DISH: New York Strip

PLANS AFTER COLLEGE: I want to work in the meat industry.

WHAT DO YOU LIKE MOST ABOUT YOUR INTERNSHIP?

As a food safety and quality assurance intern, I am meeting new people and learning the positions in the plant and what they are responsible for.



Your Partner in **Sustainable Beef Production**

Upper Iowa Beef 2023 Cattle Producer Surveys

As sustainability continues to move to the forefront of consumers' minds, we are taking steps to understand our producers' operations and how our products fit into the sustainability conversation.

This summer, we are surveying our cattle producers and learning more about their sustainable practices on their farms. The survey results will help validate our partnership in Sustainable Beef Production.

We would also like our cattle producers to complete the US Roundtable for Sustainable Beef Self Assessment.

We have received completed surveys from 80% of our cattle producers. If you have not completed this, it is imperative that we connect with you in the next few weeks. Please contact Autumn Feine, she would be happy to go over this information with you on the phone or in person.



**PLEASE
COMPLETE
YOUR
SURVEYS**

Contact Autumn Feine for more information at afeine@upperiowabeef.com or 507.421.9479.

Surveys can be download / completed at www.upperiowabeef.com on the Producers page.



IOWA GOVERNOR'S CHARITY STEER SHOW

**Iowa State Fair
Saturday, Aug. 12 at 4:30 p.m.**

Upper Iowa Beef will once again be sponsoring a steer in the Iowa Governor's Charity Steer Show. Come out and join us Saturday, Aug. 12 and support the Ronald Mc Donald House Charities of Iowa.



**Supporting Jesup Farmers Days
and Boy Scout Troop #95**

**Howard County Fair Sponsor
& UIB Family Fun Day**

