

## Seasons Greetings From the Upper Iowa Beef Family to Yours

Upper Iowa Beef | 2023 4th Quarter Newsletter

Another fall harvest season has come and gone. In most cases, our area was fortunate to have decent crops, considering how little moisture we experienced during the growing season. It's nice to see the rains replenish the subsoil moisture in October, as that will be critical going into next spring.

Things remain very busy at Upper Iowa Beef, just as they are on your farms. On October 23rd, we unloaded the first set of cattle into the new cattle pens. This is a needed improvement as it will allow us to hold an additional 160 head of cattle. We will also have more flexibility with dock times now and be able to accommodate more gooseneck loads each day. Work continues on our upgraded wastewater facility and increased box room area. All capital improvement projects take time, but they are great additions.

The cattle market remains strong despite competitive proteins being at a much lower price point. The consumer still wants to eat beef! Please have a risk management strategy in place for cattle currently on feed. We do not want a repeat of what happened in the fall of 2016 to the feeding industry. We need our cattle suppliers to be consistently profitable. Please let us know if you are interested in contracting your cattle for 2024. We have assisted many producers with this over the past few months.

Please join us for one of our winter meetings on November 30th or December 7th. The early conclusion to fall field work has allowed us to position these educational events ahead of the holidays. Both will be an evening of company updates and learning, with a great prime rib dinner served.

*Again, we wish you the warmest holiday season and a bright new year!*



## ATTENTION: PRODUCER REMINDERS

### CATTLE DELIVERY

With the construction of our new cattle pens, cattle delivery to UIB has been updated. Please enter from the south, Innovation Dr., and drive onto the scale facing Hwy 63 in a counterclockwise rotation.

### NO RACTOPAMINE

Please confirm with your buyer if you have ANY Ractopamine products on your farm.



### BQAT REQUIREMENTS

REMINDER all cattle transported to UIB must be by a BQAT-certified driver. This includes semi and gooseneck haulers. Supplier BQA and driver BQAT certifications must be on record with our main office. Please email these to [cattle@upperiowabeef.com](mailto:cattle@upperiowabeef.com).

# *You Are Invited*

## FALL PRODUCER MEETINGS

*Please join us for a post-harvest gathering of plentiful food, good company, and educational conversation.*

### MINNESOTA PRODUCER MEETING Thursday, Nov. 30

WHERE: VFW Stary-Yerka Post  
25 East 1st St., Zumbrota, MN

*Please RSVP for Zumbrota by Monday, Nov. 27*

### IOWA PRODUCER MEETING Thursday, Dec. 7

WHERE: St. Lucas Community Center  
101 West Main St., St. Lucas, IA

*Please RSVP for St. Lucas by Monday, Dec. 4*

**5:30 p.m. SOCIAL**

**6:00 p.m. PRIME RIB DINNER**

**7:00 p.m. PRODUCER SEMINAR**

- *UIB Updates (projects, muscle scores, trim report)*
- *Beef on Dairy Advancement*
- *Current Cattle Cycle Trends*
- *Global Beef Situation*
- *Tri-State Supreme & Forward Contracting*

RSVP by calling Kara at (563) 566-2202  
or email [cattle@upperiowabeef.com](mailto:cattle@upperiowabeef.com)

## Updates

### FORWARD CONTRACTING

The crops are wrapping up, leaves are falling off the trees, and the moisture continues to drop to make up for the lack of rain this summer. The days of green grass and warm temperatures are behind us, and another Midwest winter is in sight.

The year of 2023 in the cattle market will be one to remember. It is a great time to be a cattle feeder, cow-calf producer, rancher, farmer, and a valuable asset to the beef industry. With record-high prices being rewarded for all, there will be a time when it goes the other way. By locking in your price months ahead, you cover the risk for your operation if the market crashes and can still be profitable for your operations.

As the cattle numbers continue to tighten, Upper Iowa Beef needs you as a valued cattle supplier to continue to buy back feeders, calve out cows, and market your cattle with us. With the bearish September cattle on feed report, those who are hedged sleep a little bit better! The April 2024 live cattle month lost \$14/CWT in just two weeks. We are in a very volatile cattle market, and hedging cattle with us can be one less thing to stress about for your busy lives! **Contact your UIB Cattle Buyer for more information.**

### TRI-STATE SUPREME

Fall is always a busy time for any cattle operation. From putting up feed and bedding to weaning new crop calves and receiving incoming yearlings, there is never a spare minute this time of year. Now that harvest is over and most cattle are placed, producers turn their minds to other management decisions.

Our Tri-State Supreme program continues to grow in both numbers marketed and acceptance at the consumer level. Since launching the program in September of 2022, over 23,000 head of cattle have been enrolled and harvested. Cattle being marketed on this program are priced with added premiums over standard grid programs currently offered by Upper Iowa Beef. This added premium amounted to over \$970,000 this past year alone. If you are currently marketing on a value-based system, give the Tri-State Program a look. We believe it will put more dollars in your pocket.

If interested in finding out more on the Tri-State Supreme program or to receive tags for your incoming cattle, please contact Lincoln or Travis.

# Plant Updates

## CURRENT EXPANSION PROJECT



Cattle pen expansion and improved unload area



View to the east of the cattle pens under construction

Our new cattle pens are open for business! After several months of planning and construction, we unloaded the first cattle into the new pens on October 23rd. This capital improvement is welcome as it now allows us to hold an additional 160 head of cattle at any time. Our cattle suppliers are already commenting on the improved efficiency it is lending them with delivery. We aim to allow more flexible dock times and accommodate more gooseneck loads daily.

**To market or schedule your fed cattle, contact our procurement team.**

**Please call ahead to get your cattle on the schedule as we are typically 2-3 weeks out.**

**Travis Thomas  
(201) 988-5526**

**Lincoln Bryan  
(651) 301-1952**



# Update

## Sustainable Beef Production

At Upper Iowa Beef, sustainability means much more than a score or a number. The producers that we work with are the foundation of our story, and we feel you should receive recognition for the work you've been doing for generations within your operation. The need to advocate for our industry is more prominent now than ever. By surveying you as our cattle suppliers, we are building the story around sustainable beef production and sharing this with our customers who want to know more about where their beef comes from. As cattle producers, you have set the bar high, and we appreciate your willingness to share. We are excited to showcase these survey results at our meetings later this fall, in addition to future newsletters.

Thank you to our producers who have helped with this project. Please don't hesitate to reach out and be involved in this unique project through our survey. We work hard to provide high-quality beef to our distributors and differentiate ourselves in the marketplace. Through this project, we see opportunities to tap into unique value-added markets in the future. We appreciate all of you who have participated and look forward to working with those who still need to complete the survey.

# Plant News

## VILSACK VISIT

On October 10th, U.S. Secretary of Agriculture Tom Vilsack visited Upper Iowa Beef to view our harvesting facility, which received a grant through the USDA as part of the Meat and Poultry Processing Expansion Program (MPPEP). He addressed the state of small and medium-sized farmers in the industry and future options for capturing income utilizing sustainability and climate-smart options.

**"Since 1981 we have lost 437,000 farms. This is equal to all the farmers today in Iowa, Minnesota, South Dakota, Nebraska, Wisconsin, Illinois, and Colorado."**

*-U.S. Secretary of Agriculture Tom Vilsack*



Bob Noble President of Iowa Cattlemen's Association, Jerry Niewohner Owner of JSMM Farms, Tom Vilsack Secretary of Agriculture, Ed Greiman General Manager Upper Iowa Beef



Ed Greiman discussing plant updates with the Secretary of Agriculture Tom Vilsack

## Standing Ribeye Roast

AUTHOR: Certified Angus Beef ® brand Test Kitchen



### Holiday Recipe

#### INGREDIENTS:

- 8 pounds Certified Angus Beef ® bone-in rib roast
- 3 tablespoons kosher salt
- 2 tablespoons fresh cracked pepper

#### INSTRUCTIONS:

1. Preheat oven to 450°F. Season roast evenly with salt and pepper. Place roast bone-side down in pan.
2. Place beef in oven and roast 15 minutes. Reduce heat to 325°F and continue roasting about 2 3/4 hours for medium (when thermometer registers 135-140°F).
3. Transfer roast to cutting board; loosely tent with foil and let rest 15 minutes. Slice roast across the grain.

**This holiday season, don't forget to support your local retail outlets that carry Upper Iowa Beef.**