

Upper Iowa Beef Newsletter

we're so glad you're here!

Cattle, Community & Growth

It's an exciting time to be in the cattle business! What we're witnessing in our industry today is something few imagined possible. The world is demanding what each of you produces: high-quality, corn-fed beef. And if there's one thing we do exceptionally well in the Upper Midwest, it's producing just that.



Over the past several months, we've seen a remarkable rally across all cattle markets. Our five-year bull run continues. Whether you're selling fed cattle, feeder cattle, breeding stock, or cull cows and bulls, the market has surged most weeks to historic highs. It's hard to keep up when prices climb week after week.

While this is certainly a blessing for those marketing cattle now, we all understand these conditions won't last forever. Please consider managing risk on your current inventory using one of the tools available. Upper Iowa Beef continues to offer attractive basis contracts up to a year out. Keep us in mind when planning your marketing strategy.

At the plant, we continue to grow and strengthen our infrastructure. If you've delivered cattle recently, you've likely noticed the construction on our third carcass cooler and additional freezer space, both set for completion in August. These upgrades will enhance our overall operating efficiency and capacity.

Mark your calendars for August 14-15 to attend the CAB Feeding Forum in Rochester, MN. We're fortunate to have this valuable educational and networking opportunity so close to home this year. More details on the following page.

We're also excited to welcome a new member to the Upper Iowa Beef team. Justin Knutson joined UIB in January and is now covering the Iowa territory. If you haven't met him yet, feel free to reach out at (563) 419-4929. He'd be glad to visit your operation, look at your cattle, and help get you scheduled.

Wishing you a summer filled with memories, strong markets, and continued success!

ATTENTION CATTLE PRODUCERS: NO RACTOPAMINE

Reminder! Upper Iowa Beef cannot accept any cattle that have been fed ractopamine in the ration. As a small company, Upper Iowa Beef strives to add value to all beef that enters and leaves our facility. One of the ways we do this is through export. Countries that we export to have strict regulations against accepting any products from animals that have been fed ractopamine.

Due to sensitivity concerns, even trace amounts of ractopamine on your farm could contaminate cattle if shared equipment is used. You have signed the producer affidavit stating that you are not feeding ractopamine, but if a change has occurred in your feeding program, please let your cattle buyer know.

Thank you for your cooperation; we appreciate your continued business with Upper Iowa Beef!



Step Ahead in Beef Excellence

Certified Angus Beef Feeding Quality Forum, August 14–15 Rochester, Minnesota

Unlock the future of premium beef production at the 2025 Feeding Quality Forum: Where top cattle feeders, cow-calf producers, and beef industry leaders come together for two powerful days of insight, innovation, and connection.



Early registration is now open — save 50% through June at FeedingQualityForum.com

Kick things off with an exclusive packing plant tour at Upper Iowa Beef (limited to 30 attendees, \$50), then dive into cutting-edge sessions led by industry icons like Dan Basse (AgResource Co.) and Tim Schiefelbein (Schiefelbein Feeders). Topics range from genetics and grading technology to health challenges and sustainability in beef production.

Celebrate legendary researcher Gary Smith during a special dinner featuring the Certified Angus Beef® brand and a dynamic conversation with CAB President John Stika.

Registration:

- \$125 until June 30 (\$250 July 1–21)
- Students: just \$50 until July 21

This is where tomorrow's cattle industry takes shape. See you there!



FEEDING QUALITY
FORUM
ROCHESTER, MINNESOTA
AUGUST 14-15, 2025



REGISTER AT:
FeedingQualityForum.com

Discover practical solutions and useful insights to lead your operation with profitability top of mind.

Early Registration: \$125
(JUNE 1 TO JUNE 30)

Regular Registration: \$250
(JULY 1 TO JULY 31)

Student Registration: \$50
(JUNE 1 TO JULY 31)

THANK YOU TO OUR SPONSORS



Welcome to Upper Iowa Beef

Introducing our Summer 2025 Interns: Each summer, Upper Iowa Beef proudly hosts interns who bring fresh energy, ideas, and passion to our team. We're always on the lookout for bright, driven students who are interested in agriculture, business, or beef production. If you know someone who would be a great fit for our Summer 2026 program, we'd love your recommendation!

Lance Schmitt:

Lance is from Waucoma, Iowa, and is entering his senior year at the University of Northern Iowa, majoring in Networking and System Administration with minors in Interactive Digital Studies and Data Science. This is Lance's second summer interning with us at Upper Iowa Beef, and we're excited to have him join our team full-time after graduation!



Paige Heil:

Paige H. is from Kellogg, MN. She will be entering her Junior year at the University of Wisconsin River Falls, majoring in Animal Science with a meat animal emphasis, as well as a minor in Agricultural Sustainability. After graduation, she is looking to obtain a master's degree. In her free time, she enjoys being with her animals.

Wyatt Gonsior:

Wyatt is from Red Wing, Minnesota, and is entering his senior year at the University of Minnesota, majoring in Agricultural Food Business Management with a minor in Animal Science. He has a strong interest in the business side of the beef industry and enjoys evaluating livestock, playing baseball, and a good steak.



Paige Vileta:

Paige V. is from Algona, IA. She did not grow up with an ag background but has loved diving headfirst into learning everything she can about the agriculture and beef industries. She will be entering her Sophomore year at Iowa State University, majoring in Animal Science with a minor in Pharmacology & Toxicology and obtaining a beef certificate. In her free time, she likes to be outside and work with her dad in their shop.

Welcome to Upper Iowa Beef.



Justin Knutson

We're excited to introduce Justin Knutson to our Upper Iowa Beef producers. Based in Decorah, Iowa, Justin brings a deep-rooted passion for the cattle industry and a wealth of hands-on experience that makes him a great addition to our team.

Justin grew up immersed in the auction business, learning the ropes at the Decorah Sales Commission—an operation that holds personal significance as it was once run by his father, the late Dennis Knutson, a well-respected figure in the auction community. Following in his father's footsteps, Justin has worked in nearly every role—

from cleaning pens and sorting cattle to becoming a skilled and recognized auctioneer. He even earned top honors at the Greater Midwest Auctioneer Championship.

His understanding of livestock, strong relationships in the region, and dedication to producers make Justin a valuable resource for those marketing cattle. We're confident you'll enjoy working with him as much as we do.

Please help us welcome Justin to the Upper Iowa Beef team—we're glad to have him on board and look forward to what we'll accomplish together. Feel free to reach out to Justin at (563) 419-4929.

Japanese BBQ Flat Iron Skewers

INGREDIENTS:

- 1 pound flat iron steak
- 1/4 cup soy sauce
- 2 tablespoons brown sugar
- 2 tablespoons rice vinegar
- 1 teaspoon sesame oil
- 12 bamboo skewers, soaked in water
- 1 tablespoon toasted sesame seeds
- 2 green onions, sliced thin



INSTRUCTIONS:

- In a medium mixing bowl whisk together soy sauce, brown sugar, rice vinegar and sesame oil until sugar is dissolved.
- Slice flat iron steak at a 45-degree angle, about 1/4-inch thick to yield slices about 1 1/2-inches wide. Stir into marinade and refrigerate at least 1 hour.
- Preheat grill to medium high. Thread steak slices onto skewers and grill about three minutes per side.
- Garnish with sesame seeds, a sprinkling of green onion and a side of white rice.

Don't forget to support your local retail outlets that carry Upper Iowa Beef.