



2021 4th Quarter Newsletter

HIGHLIGHTS

- ✓ PHASE 4 EXPANSION
- ✓ INCREASED EXPORTS
- ✓ MARKET UPDATE
- ✓ BEEF STROGANOFF RECIPE

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It doesn't seem like summer can be behind us, and fall is following suit just as quickly. 2021 once again has proven to be a challenging year for both weather, markets, and society in general. So bring on 2022 and better times.

It's been one year since completing our Phase Three expansion project, and we are now running at full capacity and plan to maintain this pace. We appreciate your understanding as cattle suppliers this past summer and fall as we were overwhelmed with numbers to process through our facility. We are now back to 10-14 days out for processing and will be accepting new cattle suppliers this fall.

All of us at Upper Iowa Beef hope you had a safe and bountiful harvest. We appreciate your support of an independent packer and look forward to working with you in 2022.

WHAT'S NEW AT UPPER IOWA BEEF?



PHASE 4 EXPANSION

If you have recently delivered cattle or driven down Highway 63, you have caught a glimpse of our 9,000 square foot expansion on the south side of the plant. We know that without a dedicated team, Upper Iowa Beef would not exist. That is why our current phase of expansion is investing in the welfare of our employees. This expansion includes new locker rooms, restrooms, break room area, and new human resources offices to help serve our growing team.



INCREASED EXPORTS

While our distribution customers are doing an excellent job marketing Upper Iowa Beef to the United States, we have taken the initiative to deliver our product to the world. We know we are buying the best cattle, raised by you, our cattle producers. Our entry into the international market allows us to supply the highest quality cattle to the world! Earlier this year, we delivered our first exports to Hong Kong, Thailand, and the Philippines. This fall, we received approval to export to Taiwan, Korea, and Japan, with more to come in 2022.

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POINTS TO REMEMBER

CATTLE UNLOAD TIMES FOR OVERNIGHT CATTLE

4 - 7 p.m.

Sunday - Thursday

The gate will be locked at 7 p.m. If delivering in the morning, please arrive at your scheduled dock time.

CATTLE HIDE COLOR REQUIREMENTS

We only process black-hided cattle. Cattle must be solid black from the shoulder back and from the flank up. White on the head, neck, underline, and legs are allowed.

TO SELL CATTLE

please contact
Travis Thomas at
(201) 988-5526.

**Know your farmer,
know your beef!**

CATTLE MARKET UPDATE

As of November 5th, 2021, live cattle futures have been trending lower to sideways since late August. The lackluster trade of recent months has been painful, but we have watched December live cattle make higher lows. December live cattle made a low of 125.00 on October 1st. However, we have seen strong demand for boxed beef, and we expect that to continue. This should keep support under live cattle futures. As we look ahead, I see April live cattle trying to work higher. The upside target to watch for is 142.725. The downside target to watch for is 137.45, followed by 133.30 basis the April 2022 live cattle contract.

PRODUCER HEDGE IDEAS

If you have a bullish bias on the cattle market as a producer, you can buy puts as a hedge. This will give you a floor under the market, and you can take advantage of the market if live cattle work higher. Conversely, suppose you have a bearish bias in the cattle market; you can sell the underlying futures contract for the respective month you will be delivering cattle to protect against adverse price movement. *For more information, contact Cody Forde, UIB Business Analyst/Procurement.*

KNOW SOMEONE LOOKING FOR A JOB?

Upper Iowa Beef is always looking for qualified team members to join our team in Lime Springs, Iowa. Entry-level positions start at \$16/hour, and all positions offer competitive wages and benefits based on the applicant's experience. Starting pay is \$16/hour. Experience is a plus, but training is available. *To apply, contact our office or see our job listings at www.indeed.com.*

PLANT OPERATIONS: harvest, skilled deboners, tenderloin pullers, trimmers, and packaging.

SHIPPING: transportation coordinator, dock workers, and CDL truck drivers (local hauls).

MAIN OFFICE: quality assurance, dispatch/customer service, IT, accounting, maintenance manager, and administrative team members.



Producer Spotlight



Slaichert Family Farm

St. Ansgar, Iowa

Father and son team, Harlan and Harley Slaichert, raise crops and feed Angus cattle on their land west of St. Ansgar, Iowa. The Slaichert's have been bringing their cattle to Upper Iowa Beef since our opening in 2017.

The tidy nature of the Slaichert farm shows the attention to detail and pride of ownership in managing their resources. This pride spills over to the cattle they feed, resulting in superior quality beef.

Heifer calves are purchased each fall from Jerry Roseth from Philip, South Dakota. After weaning from their mothers in November, calves are transported to the Slaichert farm, growing and developing over the next 9-10 months.

All cattle feed is raised on this generational farm, yielding high-quality feedstuffs while reducing the carbon footprint. The Slaichert sustainable crop operation utilizes a rotation of corn, hay, and soybeans to limit commercial fertilizer use. Waste

from the cattle operation creates an organic fertilizer for the crops in this closed-loop system.

Cattle comfort is a high priority for the Slaichert's operation. Cattle are allowed to roam in a dirt field during dry times of the year. This results in fewer feet and leg issues due to reduced stress. In addition, sheds provide shelter for the cattle during in-climate weather.

Certified in Beef Quality Assurance procedures, truckers utilize techniques honed by years of practice to transport the cattle to Upper Iowa Beef. Given the proximity, the Slaichert cattle experience less stress in their short, one-hour trip. Less stress results in increased animal comfort and a higher quality beef experience for the consumer.

Upper Iowa Beef is honored to work with local producers such as the Slaichert family, bringing you a superior experience when it comes to your beef.

If you would like to share your story with our audience, contact marketing@upperiowabeef.com.

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BEEF STROGANOFF: A WINTER RECIPE



RECIPE & PHOTO CREDIT

Adapted from Bon Appétit
by Richard Rosenberg

INGREDIENTS

4 Tbsp. extra-virgin olive oil, divided
2 Tbsp. unsalted butter, divided
8 oz. crimini or white mushrooms, halved, quartered if large (about 2 cups)
Kosher salt
1 lb. Upper Iowa Beef® skirt steak, cut into 4" sections
Freshly ground black pepper
2 small or one large shallot, finely chopped
4 garlic cloves, finely chopped
1 Tbsp. tomato paste
2 Tbsp. all-purpose flour
1/4 cup dry white wine such as Pinot Grigio or Chardonnay
2 cups (or more) low-sodium beef broth
1 tsp. (or more) fish sauce (substitute 2 anchovies, finely minced or 1 tsp. Worcestershire
1/4 cup sour cream, a bit more of you like it saucy
Buttered cooked egg noodles and sliced scallions (for serving)

PREPARATION

1. Heat 2 Tbsp. oil and 1 Tbsp. butter in a large skillet over medium-high until butter is melted. Cook mushrooms until browned and tender, about 5 minutes. Season with salt, then transfer to a plate.
2. Combine 1 Tbsp. oil and remaining 1 Tbsp. butter in the same skillet. Season steak generously with salt and pepper. Cook until well browned, 3–4 minutes per side for medium-rare, depending on thickness. Transfer to another plate; wipe out skillet.
3. Reduce heat to medium and pour the remaining 1 Tbsp. oil into the pan. Cook shallots, stirring often until softened, about 2 minutes. Add garlic; cook, stirring, until softened, about 1 minute. (Be careful: burnt garlic will ruin your life.) Add tomato paste and cook, stirring constantly, until slightly darkened in color, about 2 minutes. Add flour and cook, stirring often to coat shallots and garlic, until toasty smelling, about 3 minutes. Add wine; cook, scraping up browned bits, until evaporated, about 1 minute. Add broth, fish sauce (or anchovies or Worcestershire if substituting), and any liquid from mushrooms (leave mushrooms behind). Bring to a boil over high heat, then reduce heat; simmer, stirring occasionally, until sauce coats a spoon, 12–15 minutes.
4. Slice steak against the grain. Place sour cream in a small heatproof bowl and gradually whisk in 1 cup sauce. Stir back into the sauce in the skillet. Taste and season with more salt or fish sauce if needed. Stir in mushrooms. Serve sauce over noodles, topped with steak and scallions.

Richard Rosenberg is a Classically trained chef/retired Wall Street broker in New York City who lives to nurture. He has traveled the world searching for the best bites and will taste anything... at least once! You can sometimes find him doing pro bono farming and working cattle in Iowa. *If you would like to share a favorite beef recipe, please email marketing@upperiowabeef.com.*

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