



2022 3rd Quarter Newsletter

HIGHLIGHTS

- ✓ TRI-STATE SUPREME PROGRAM
 - ✓ UIB PROCUREMENT TEAM UPDATE
 - ✓ WHERE DO UIB PRODUCTS GO?
 - ✓ UIB SPONSORING THE GOV'S CHARITY STEER SHOW
 - ✓ MEET OUR SUMMER INTERNS
- ➔ FOLLOW UIB ON YOUTUBE, FACEBOOK, INSTAGRAM, AND NOW LINKEDIN

As the days get shorter, we think about the upcoming harvest and cattle movement off grass into feedlots. Most of us have been blessed in our area with good crops and timely rains. We hope this continues resulting in a bountiful harvest.

It's been another quarter of positive change at Upper Iowa Beef. Our plant continues to grow and find ways to increase operating efficiency. We are thankful for our dedicated labor force and our management team for their hard work and adding value to the beef we market. The ability to have access to a local, price-negotiated market is essential to all of us in agriculture. You, as cattle producers, are needed and valued. Your efforts do not go unnoticed.

We have two events planned as we wrap up summer. First, on August 13th, Upper Iowa Beef will be sponsoring a steer in the Governor's Charity Steer Show at the Iowa State Fair. We invite you to join us that Saturday in Des Moines to support this great cause. The other event is an informational meeting on September 8th near Spring Valley, Minnesota to discuss our Tri-State Supreme program. This source-verified program helps you, as beef producers, get a better grid base for utilizing sustainable methods in your production system. We hope to see you there.

Upper Iowa Beef. Know your farmer. Know your food.

JOIN US FOR THE LAUNCH OF THE UIB TRI-STATE SUPREME PROGRAM



DINNER & INFORMATIONAL MEETING

Join us for the kick-off of Upper Iowa Beef's new Tri-State Supreme program, which will provide a competitive market for higher quality, locally raised beef. This meeting will include a ribeye dinner, educational speakers, and program details.

MEETING DETAILS

WHEN: Thursday, Sept. 8, 2022 at 6 p.m.

WHERE: Isle of Dreams, 13029 Co Hwy 3, Spring Valley, MN

PLEASE RSVP BY SEPT 2 by calling (563) 566-2202 or emailing jpopp@upperiowabeef.com



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 the flank up. White on the head, neck, underline, and legs are allowed.

LIVE WEIGHT SCALE TICKETS

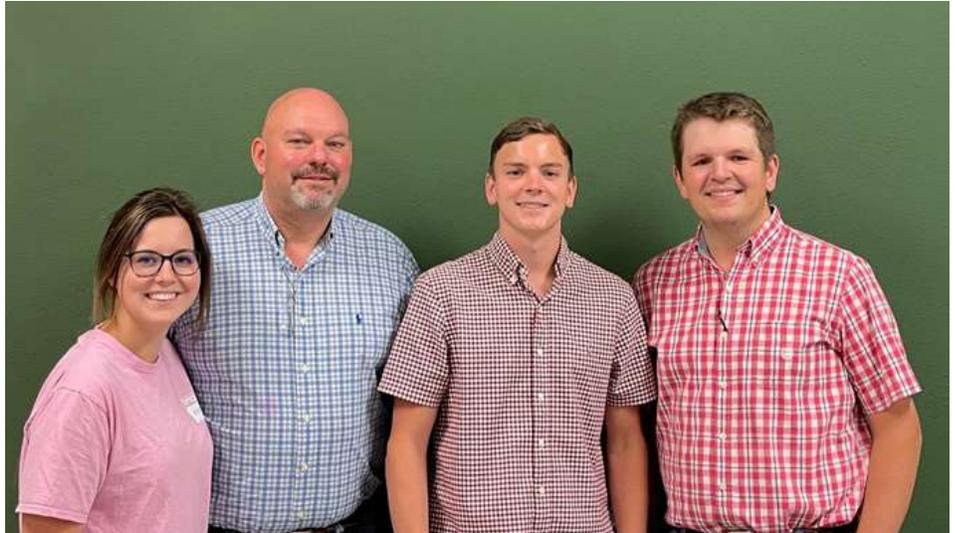
If you would like to receive yield information on your cattle, please provide a scale ticket or written weight of the load with your live cattle delivery.

WE ARE HIRING!

Check our website for employment opportunities.

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

THE UPPER IOWA BEEF PROCUREMENT TEAM WELCOMES TWO NEW MEMBERS



Pictured left to right: Jadie Popp, Travis Thomas, Lincoln Bryan, and Hunter Aggen

Upper Iowa Beef is growing its procurement team to keep up with the rising demand for our high-quality products. You all know Travis Thomas as the one to call when you need to get your cattle scheduled for market. Jadie Popp will continue to be your contact for cattle settlement. "I am excited to have two more people procuring the best cattle in the upper midwest. Trust that Lincoln and Hunter are ready to serve you, our producers," states Travis.

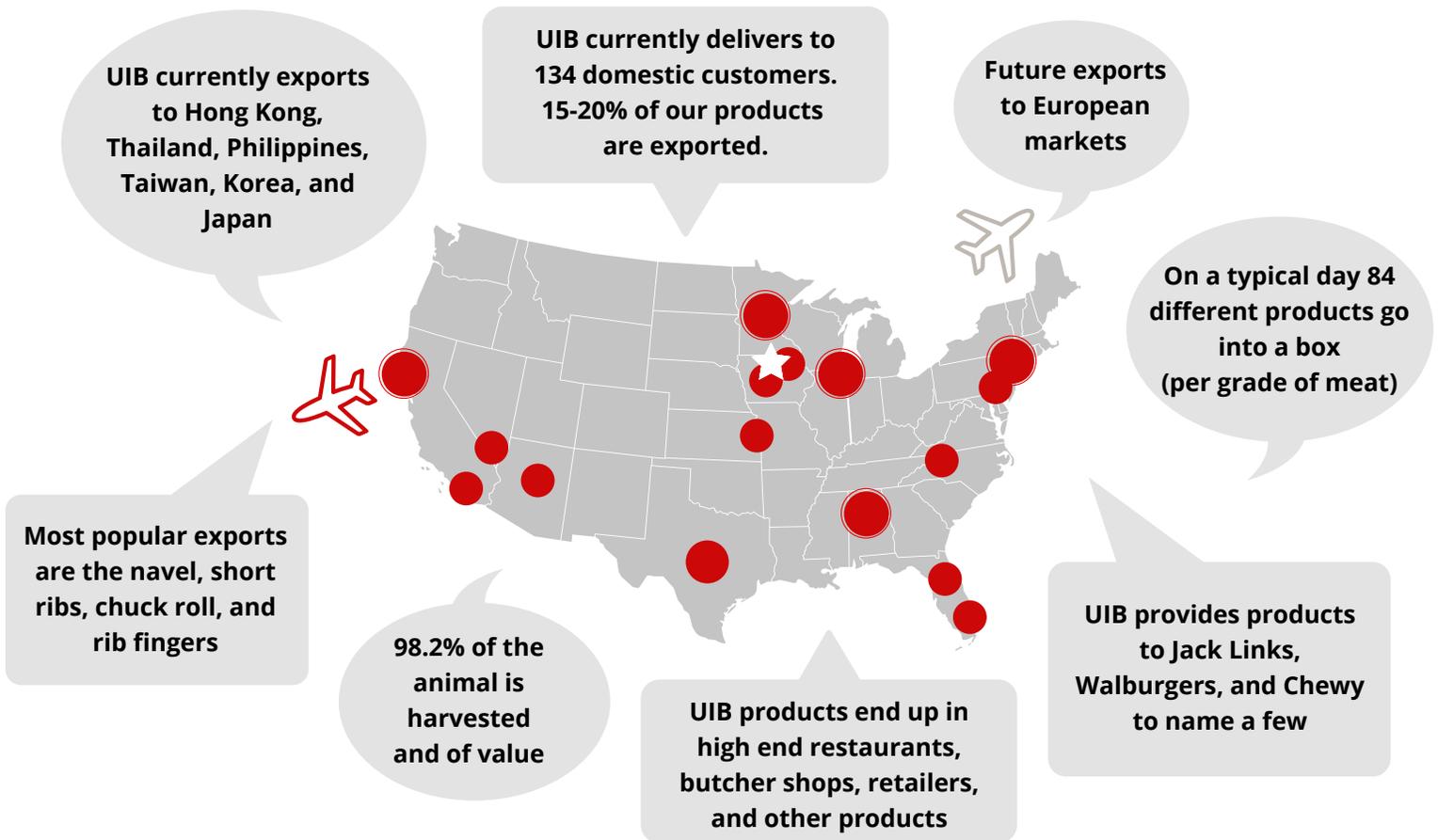
Lincoln is a recent graduate from the University of Minnesota majoring in Animal Science with a minor in Agriculture and Food Business Management. Lincoln is excited to start in this role with Upper Iowa Beef given his education and that he himself grew up on a beef and crop farm in Red Wing, Minnesota.

Hunter is a recent Northeast Iowa Community College graduate and is looking forward to meeting producers in the tri-state area. Hunter's family raises Simmental cattle on Oak Meadow Farms in Harmony, Minnesota. Hunter was also an active member on the American Junior Simmental Board.



WHERE DO UPPER IOWA BEEF PRODUCTS GO?

We get asked all the time where our products go and where can Upper Iowa Beef be purchased? The diagram below has some facts about our products and our larger distribution points. All of our meat products go through distribution partners as listed on our website.



TREX CORP. VISIT

As introduced in prior newsletters, Trex Corp. handles all of Upper Iowa Beef's exports. Trex Corp visited the plant in July and brought a distributor along with a few of her customers. They discussed cut specifications, possible new products, and new ways of packaging. They also toured a local feedlot and the UIB plant. We want to extend a special "thank you" to Donelle and Darin for your extra efforts in managing the Upper Iowa Beef exports.



MEET UPPER IOWA BEEF'S GOVERNOR'S CHARITY STEER SHOW EXHIBITOR

MADDOX DRUMMOND

The Drummond Family from Donahue, Iowa

*Come Join Us!
August 13 at the
Iowa State Fair*



Photo Credit: Wendy Paustian-Wulf

Upper Iowa Beef is thrilled to sponsor a steer at the 40th Annual Iowa Governor's Charity Steer Show. The steer show will take place at the Iowa State Fair on Saturday, August 13, 2022.

Dean and Melissa Drummond and family were selected by Upper Iowa Beef to exhibit their steer. Maddox, their son who is 10 years old, will have the honor of leading Hank the Tank in the steer show. Hank is a home-raised, cross-bred Angus steer. The family is from Donahue, Iowa in Scott County and has a 120-head cow-calf operation and market their cattle to Upper Iowa Beef.

Come join us on August 13 to cheer on Hank the Tank. For donation opportunities and more information please visit www.iowagovernorscharitysteershow.com

MEET OUR UPPER IOWA BEEF SUMMER INTERNS



Autumn Feine
Spring Valley, Minnesota
Iowa State University
Majoring in Animal Science
FAVORITE BEEF DISH: Steak Stroganoff
PLANS AFTER COLLEGE: I plan to begin a career in beef procurement or beef nutrition.

WHAT DO YOU LIKE MOST ABOUT YOUR INTERNSHIP?

I enjoy getting to meet new people within the industry. UIB is a great opportunity to network with some amazing individuals from whom I am learning a lot.



Christina Speicher
New Hampton, Iowa
Iowa State University
Majoring in Animal Science with Meat Science Minor
FAVORITE BEEF DISH: Denver Steak
PLANS AFTER COLLEGE: I plan to attend graduate school or work in the meat industry.

WHAT DO YOU LIKE MOST ABOUT YOUR INTERNSHIP?

I am gaining new experiences on the grading rail with the USDA meat graders and also on the fabrication floor performing yield tests and more.