



## 2022 4th Quarter Newsletter

### HIGHLIGHTS

- ✓ TRI-STATE SUPREME UPDATE
  - ✓ UIB RECEIVES USDA GRANT
  - ✓ NOW ACCEPTING RED ANGUS
  - ✓ UIB HAPPENINGS
- ➔ CHECK OUT OUR WEBSITE AND FOLLOW US ON SOCIAL MEDIA

WANT TO MARKET CATTLE?  
CONTACT

Hunter Aggen 507-923-0815

Another fall has come and gone. A bountiful harvest has been put away, and adequate feedstuffs are in place for next season. Yet, as we reflect on the past year, it is evident of all the changes we have witnessed at Upper Iowa Beef in 2022.

September 14th marked the first non-black hided cattle officially harvested at Upper Iowa Beef. Our work with the Red Angus Association of America (RAAA) was successful as we gained approval to harvest Red Angus and Red Angus cross cattle that qualify for our Angus programs. We have been harvesting a small percentage of red cattle every day since. We are limiting producers to no more than 25% of a load as the CAB program is still our company focus, and red cattle do not qualify for CAB. You can find more information on page 3.

Our certified truck scale has been operating since October 7th. This needed improvement allows us to measure cattle yields more accurately and weigh our meat shipments to our customers. Please see page 4 for more information.

Our company continues to not only grow in size but also increase in efficiency. We are harvesting at our maximum daily capacity, limited only by available cooler space. Our steady growth has been noticed by many, including USDA, who recently approved Upper Iowa Beef for an \$8.8 Million grant to improve our infrastructure, increasing operational efficiency. Page 2 outlines grant details.

We need you as cattle producers to be profitable. We need you to remain in business and expand your operations. We need today's youth to return to family farms to raise their families and participate in production agriculture. Upper Iowa Beef is here to help you be successful in your cattle operation. We look forward to teaming with you as your harvester of choice and a local facility owned and operated by cattle producers like yourselves. We are in this together. **Upper Iowa Beef... Know your Farmer. Know your Beef.**

## TRI-STATE SUPREME PROGRAM UPDATE



It's been a busy fall for our Tri-State Supreme group. Since our initial kick-off meeting on September 8th, we have issued and tagged 10,767 head of cattle into the program. It's not too late to get involved. Our company goal is 20,000 head tagged by January to meet our goal to supply one day a week of program cattle to our supply chain.

The Tri-State Supreme program is our way to promote sustainably raised beef in the upper Midwest while offering our local cattle suppliers an avenue to be financially rewarded for their efforts. If you finish home-raised calves

or finish cattle of known origin that are traceable back to the sale barn or buyer, we would like to visit with you to be part of this exciting offering. The initial response has been very positive.

Pictured above (left) is Hunter Aggen, Tri-State Supreme Coordinator, tagging 428 head of steers at Parkay Farms, enrolled in the program for April marketing. **Please contact Hunter at 507-923-0815 to visit on your operation benefiting from this program.**

[www.UpperIowaBeef.com](http://www.UpperIowaBeef.com) (563) 566-2202

4614 US Highway 63, Lime Springs, Iowa 52155





## UPPER IOWA BEEF RECEIVES USDA MEAT AND POULTRY PROCESSING EXPANSION PROGRAM GRANT

US Department of Agriculture (USDA) has selected Upper Iowa Beef to receive an \$8.8 Million grant as part of their Meat and Poultry Processing Expansion Program (MPPEP). Over the next four years, Upper Iowa Beef will invest an additional \$35 million to meet the grant requirements. The additional funding allows the plant to make upgrades that benefit local cattle producers and helps strengthen economic development throughout local communities. In addition, the partnership will support increased cattle production in the upper Midwest.

Upper Iowa Beef's targeted projects include:

- **REFRIGERATION UPGRADES:** Will provide filtered cool air for better air quality benefiting employee health and food safety. Additional freezer capacity will be included to serve its growing export needs better.
- **HOT WATER ENHANCEMENTS:** Will provide additional boilers to meet sterilization and sanitation requirements due to increased production.
- **WASTE WATER INFRASTRUCTURE:** Will provide a new activated sludge wastewater system to become more efficient in water usage and wastewater treatment, allowing Upper Iowa Beef to maintain environmental compliance.
- **HARVEST FACILITY UPGRADES:** Will provide an expanded harvest area with additional workstations to support employee safety and increase operating efficiencies.
- **PACKAGING UPGRADES:** Will provide additional machines and workspace to create new opportunities for cuts and packaging to meet our customer requests and increase employee comfort.
- **NEW GRIND & CASE READY FACILITY:** Will provide more product options to accommodate customers' needs, making Upper Iowa Beef a well-rounded facility while reducing its carbon footprint.
- **EXPANSION OF CATTLE PRODUCTION:** Collaboration with the State of Iowa, USDA, and cattlemen to expand cattle production and growth in the beef industry. Upper Iowa Beef's existing Tri-State Supreme Program is uncovering additional value for sustainably raised cattle from family farm operations.

Upper Iowa Beef, located in Lime Springs, Iowa, opened in 2017. The company is owned and operated by individuals actively involved in agriculture and beef production. Upper Iowa Beef works with family-owned and operated farms in the upper Midwest. They continue to invest in plant enhancements, allowing cattle producers in the area to have a viable market and providing opportunities for future generations to be involved in the beef industry. **Know your Farmer. Know your Beef.**



## POINTS TO REMEMBER

1. UIB only accepts black and red Angus cattle. Cattle shall be solid black or red with no other color behind the shoulder or above the flanks, tail excluded.

2. NO Red Roan (Shorthorn), Brindle, Charolais influenced, or Hereford marked cattle.

3. Must have red or black nose

4. NO cattle of dairy confirmation

NOTE: Cattle of non-program conformance will be discounted \$35.00/cwt of hot carcass weight.

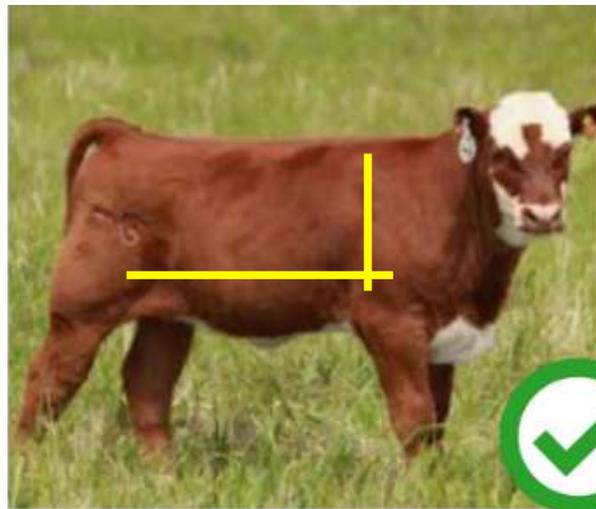
Know your Farmer.  
Know your Beef.

## ACCEPTABLE MARKED RED ANGUS AT UIB

Per the Red Angus Association of America Live Animal Specifications

### 2.1 Genotype:

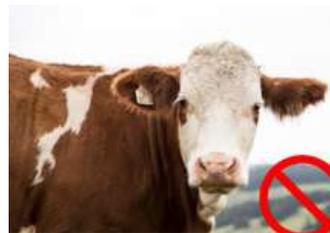
Cattle eligible for Angus influence beef programs based on the genotype portion of the requirement must have positive identification (ear tags, tattoos, brands, etc.) and be traceable back to provable (e.g., registration papers) Red Angus parentage. Cattle enrolled in the RAAA, Red Angus Feeder Calf Certification PVP qualify by being traceable to one registered parent (typically sire) and have the Red Angus Feeder Cattle Certification Program yellow tag (program compliant visual, EID and/or EID combo tag).



Red Angus

## NOT ACCEPTABLE CATTLE AT UPPER IOWA BEEF

Per the Red Angus Association of America Live Animal Specifications





## POINTS TO REMEMBER

### CATTLE UNLOAD TIMES FOR OVERNIGHT CATTLE 4 - 7 p.m. Sunday - Thursday

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

### CATTLE HIDE COLOR REQUIREMENTS

We only process black and red-hided cattle. Cattle must be solid black or red from the shoulder back and the flank up. White on the head, neck, underline, and legs are allowed. No Hereford marked or Charolais influence.

### ATTENTION! NEW SCALE ON-SITE

Please weigh cattle trucks and trailers upon arrival (loaded) and before you leave (empty). Enter the scale facing west. Then, stop by the front desk to notify personnel to be weighed.

**Know your Farmer.  
Know your Beef.**

## UPPER IOWA BEEF NOW HAS ON-SITE SCALE

REMEMBER! Please weigh in and weigh out - see guidelines under Points To Remember.



## 2023 FORWARD CONTRACTS NOW AVAILABLE

Upper Iowa Beef is currently forward-contracting cattle for all months in 2023. Take advantage of our programs to limit your market exposure by locking in your cattle for future delivery. We understand the cattle market is volatile and want to help with your risk management strategy. You never go wrong locking in a profit when the market provides opportunity. Contact Travis at 201-988-5526 with questions.

## BE SURE UIB FOLLOWS YOU ON SOCIAL MEDIA

We are sharing content on Facebook and Instagram. As a producer or distributor, please send us a direct message to ensure we follow your accounts. We would love to share your content from time to time.

## EXPORTING TO TWO NEW COUNTRIES



Upper Iowa Beef had added two new countries for sales exports. We are now shipping products to Cambodia and Vietnam.

## WISHING YOU AND YOUR FAMILY A HAPPY AND HEALTHY HOLIDAY SEASON

*PS: it's ok to have beef on Thanksgiving and Christmas, too!*

