



2023 1st Quarter Newsletter

HIGHLIGHTS

- ✓ RACTOPAMINE-FREE
- ✓ FORWARD CONTRACTS
- ✓ BQAT CERTIFICATION
- ✓ TRI-STATE SUPREME UPDATE
- ✓ SUSTAINABILITY UPDATE

**YOU'RE INVITED:
CATTLE SUPPLIER
FORUM 2/21/2023
NEW HAMPTON, IA**

- ✓ PRODUCER SPOTLIGHT

**CHECK OUT OUR
WEBSITE AND FOLLOW
US ON SOCIAL MEDIA**

**WANT TO MARKET CATTLE?
CONTACT**

Hunter Aggen (507) 923-0815
Licoln Bryan (651) 301-1952

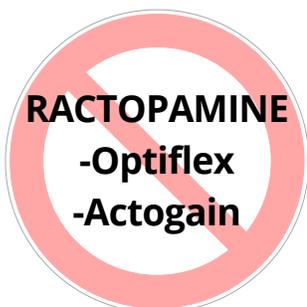
Turning the calendar to a new year is always a time to reflect on the past year and look forward to the upcoming year. Upper Iowa Beef witnessed several key changes in 2022. We were able to reach total plant capacity by utilizing increased operational efficiencies while maintaining a well-staffed, competent workforce. Our aggressive beef sales continue to increase, with now over 17% of our product making its way into the export trade. September witnessed our first non-black, red-hided cattle being harvested after working with RAAA and USDA to allow this positive change to occur. October saw our new truck scale come into operation to provide you, our cattle suppliers, with accurate yield data. While 2022 was a successful year, we look forward to 2023 and many more planned improvements.

The cattle business is good. We continue to see the markets work higher for all classes of cattle. You, the producer, are entering an era of better days. Those of you in the cow/calf end of our business will see your cow herds and calves escalate in value over the next few years. We have simply culled the cow herd in the US very aggressively over the past two years due to drought. When the factory is gone, it's gone! You can't get a calf from a cow that is no longer in the pasture. Those of you buying calves or yearlings to finish will see higher prices for feeder cattle but will still have profitable opportunities for marketing. Risk management during these times will be key. Utilize tools such as LRP or forward contracting when profits present themselves.

Upper Iowa Beef needs you as a cattle supplier to be profitable, stay in business, and hopefully expand and further your legacy to the next generation. As your local, independently-owned harvest partner, we are vested in helping you in your business. We need a steady supply of high-quality cattle in our trade area for our plant. We continue to grow our beef customer list both domestically and internationally. The best story in the beef industry is the one we have to tell.

Please join us on February 21 at the Pinicon Restaurant in New Hampton, Iowa, for our annual Cattle Supplier Forum. It will be an evening filled with fellowship and education on pertinent topics for your operation. We hope to see you there.

RACTOPAMINE-FREE BEEF



Due to our trade with China, cattle being fed Ractopamine are no longer eligible to be harvested at Upper Iowa Beef. Ractopamine is sold under the trade names Optiflex and Actogain. This had not been an issue for us in the past, but now that our export trade has grown, China does not allow this product to be used in beef and pork exported to them. **We are testing all cattle we receive daily to ensure they are Ractopamine free. If you have questions on this, please contact your buyer.**



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.**

2023 FORWARD CONTRACTS NOW AVAILABLE

With the recent rally in the cattle market, we have been forward contracting cattle for all months in 2023 and Q1 2024. Direct contracting is a good risk management strategy for many producers. Most months provide profit opportunities at our current price levels. If you have questions or are interested in locking in some cattle, feel free to call Travis at (201) 988-5526.

BEEF QUALITY ASSURANCE TRANSPORTATION

Effective September 1, 2023, all cattle being delivered to Upper Iowa Beef will need to have the driver in possession of a Beef Quality Assurance Transportation (BQAT) certificate. This is separate from a regular BQA certificate. This will pertain to commercial haulers and cattle suppliers hauling their cattle in a livestock trailer. Beef Quality Assurance Transportation certification is available online at www.BQA.org or at scheduled classroom-type settings in our area. If there is enough interest, UIB will sponsor a training in northern Iowa before the September 1st deadline.

TRI-STATE SUPREME PROGRAM

It has been a busy fall and winter for our Tri-State Supreme Program. Over 15,000 head of cattle are now currently tagged on feed and carrying our TSS ear tags. More room is available in this exciting, sustainably raised beef program. We believe this is the best way for us to add value to the beef you raise by verifying efforts, ultimately resulting in our ability to get more dollars back to your farm gate. If you have questions on this program, contact Hunter Aggen, Tri-State Supreme Coordinator, at (507) 923-0815 or attend our Cattle Supplier Forum meeting on February 21, 2023.

Looking Ahead, Sustainably

More and more customers want to know the source of their food and the process of getting it in their kitchen. Upper Iowa Beef has been encouraging various sustainability measures with its producers through the Tri-State Supreme Program. As we move forward in 2023, we are tackling additional sustainably focused goals.

First, we will conduct a comprehensive producer survey inquiring about cattle care and farm management practices. Second, we are developing Sustainable Beef Production Guiding Principles that cover our product life cycle from producers to the final consumer. These guiding principles will incorporate feedback from the producer surveys and guide the development of the plant to sustain and support our producers for years to come.



MEETING DETAILS

DATE: Tuesday, Feb. 21

TIME: 5:30 p.m.

WHERE:

The Pub at the Pinicon
2205 South Linn Ave.
New Hampton, Iowa 50659

RSVP by Friday, Feb. 17

Call, text, or email Travis at
(201) 988-5526 or
tthomas@upperiowabeef.com

**From our family to
your family!**

YOU ARE INVITED

Cattle Supplier Forum: Please join us for an evening of productive education, fulfilling fellowship, and a hearty meal featuring locally sourced Upper Iowa Beef. We look forward to having you join us!

5:30 p.m. SOCIAL HOUR

6 p.m. DINNER

7 p.m. MEETING

- USDA Changes and Updates
Ms. Emily Varela, USDA Regional Grading Supervisor
- Cattle Market Outlook
Dr. Lee Schulz, Iowa State University, Professor of Agricultural Economics
- Sustainable Beef Production - What That Means For you
Ms. Annette Kime, Head of Quality Assurance, Upper Iowa Beef
- Cattle Forward Contracting - You Never Go Broke Hedging in a Profit
Mr. Travis Thomas, Head of Live Cattle Procurement, Upper Iowa Beef
- Tri-State Supreme Program - Adding Value to Your Cattle Investment
Mr. Hunter Aggen, Tri-State Supreme Coordinator
- UIB Update
Mr. Ed Greiman, General Manager, Upper Iowa Beef

**PLEASE RSVP no later than Friday, Feb. 17, to reserve your spot.
RSVP by calling or texting (201) 988-5526 or emailing
tthomas@upperiowabeef.com.**

WHERE IN THE WORLD IS UIB?

You never know where you will find our products. This picture features Mike Holden, National Cattlemen's Beef Board (left), Ross Havens, National Cattlemen's Beef Board (middle), and Mike Naig, Iowa Secretary of Agriculture (right), on a trade mission to Mexico.

We love seeing our products available, around the world!



www.UpperIowaBeef.com (563) 566-2202

4614 US Highway 63, Lime Springs, Iowa 52155



UPPER
Iowa Beef
Producer Spotlight



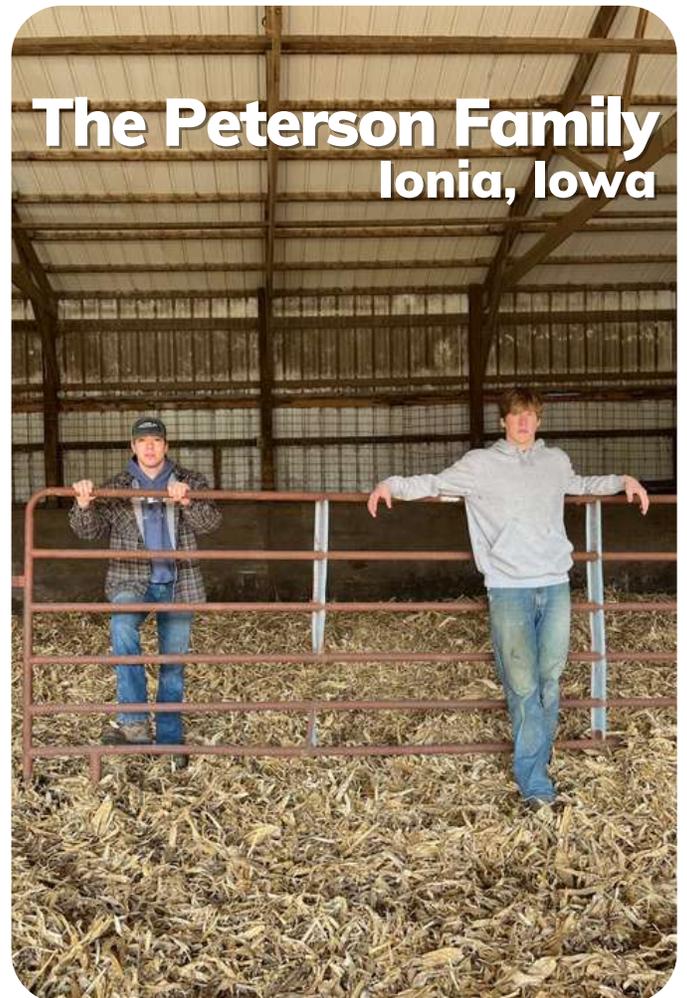
If today's youth are our future, rest assured that we are in good hands.

Twin brothers Ethan and Trevor Peterson always feed a pen of cattle as a project on their rural Ionia, Iowa farm. Hand chores and carrying 5-gallon buckets have instilled a good work ethic and "can do" attitude that the brothers put to good use by participating in football and wrestling as Seniors at Charles City Community High School. Their superior animal husbandry skills are learned from their father, Bob Peterson, and their great-grandfather, Clair Lane. Treat the livestock well, and the livestock will treat you well in return.

On a recent delivery to Upper Iowa Beef, the brothers delivered 29 steers averaging 1,597 lbs on the Upper Iowa Beef scale. These high-quality cattle were harvested, processed, packaged, and sent off to our domestic and export distribution partners, who deliver to nine countries.

Upper Iowa Beef is fortunate to work with some of the best beef operations in the Upper Midwest, such as the Peterson Brothers. Their hard work and dedication to the beef industry are appreciated.

Know your farmer. Know your beef.



The Peterson Family Ionia, Iowa

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