

NEWS & NOTES

Industry tidbits from around the country

Compiled by Shauna Hermel, editor

▶▶▶ National Angus Bull Sale

The 2022 National Angus Bull Sale will be Friday, Jan. 7, at 2 p.m. in the Super Barn Sale Arena during the Cattlemen's Congress in Oklahoma City, Okla. All consignments will be genomic-tested, will possess a complete set of expected progeny differences (EPDs) and dollar value indexes (\$Values), and must be free of any genetic conditions recognized by the American Angus Association.

All bulls born before Jan. 1, 2021, will have passed a complete breeding soundness examination (sometimes referred to as a BSE), physical and semen, within 30 days of the sale.

For more information about the sale, contact sale managers Jeff Mafi (816-344-4266 or jmafi@angus.org) or Alex Tolbert (706-338-8733 or atolbert@angus.org).

▶▶▶ National Cattle Evaluation

Updates to online EPDs and \$Values were released Dec. 10, 2021, and included updated percentile tables, breed averages and revised Main and Supplement sire listings to be published in the printed version of the *Sire Evaluation Report*. Visit www.angus.org/nce/ for more information.



▶▶▶ Angus offers summer internships

Jan. 10 is the deadline for summer internships with the American Angus Association, Angus Genetics Inc. (AGI) and Angus Media.

The Association and its entities offer opportunities for college students to further their education and gain experience with the world's leading beef cattle association. Paid summer internships offer students an opportunity to build upon writing, editing, photography and organizational abilities while developing industry knowledge. The internships being offered are:

ANGUS MEDIA: Two writing-intensive opportunities — one focused on the seedstock audience and one focused on the commercial audience — offer the chance to participate in producing publications, including the *Angus Journal*, *Angus Beef Bulletin*, *Angus Beef Bulletin EXTRA*, *AJ Daily*, editorial websites and social media.

COMMUNICATIONS: From print stories to video scripts, photography, graphic design and more, the communications intern will gain valuable ag communications experience.

EVENTS AND EDUCATION: The intern will assist in planning and executing youth events hosted by the National Junior Angus Association (NJAA), including preparations, correspondence and coordination for junior shows and events.

AGI: Students pursuing their master's degree or doctorate in animal breeding and genetics can apply for the AGI summer internship. The intern will

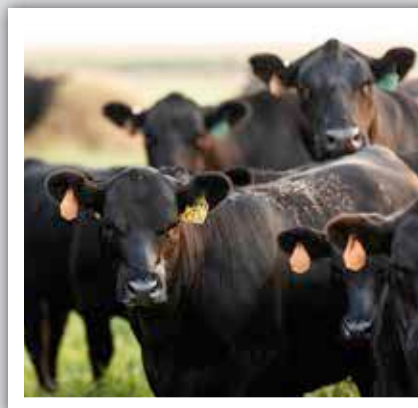
have the opportunity to work with one of the world's largest beef genomic databases.

To apply, upload your résumé, cover letter and references to the career center at www.angus.org/careers by Jan. 10. Visit the website for full internship descriptions and requirements.

▶▶▶ Angus Foundation Heifer

The Angus Foundation Heifer Package will kick off the National Angus Bull Sale Friday, Jan. 7, at the Cattlemen's Congress in Oklahoma City, Okla.

This year's heifer offering presents a special opportunity to bid to purchase a pick of five heifers from Tehama Angus Ranch, Gerber, Calif.



The offering includes 30 days of insurance from American Live Stock Insurance Co., Batavia, Ill.; transportation to the buyer's ranch provided by Lathrop Livestock Transportation, Dundee, Ill.; and an advanced reproductive technology package from Trans Ova Genetics, Sioux Center, Iowa.

▶▶▶ Regional manager internship

The American Angus Association's field services team is offering a fall internship designed to enhance a student's abilities to build effective relationships, craft a promotional strategy and learn about the Angus business and cattle industry.

From assisting with herd visits to securing advertising for the *Angus Journal* and *Angus Beef Bulletin* to providing insight to producers and more, the regional manager intern will gain valuable hands-on, real-world experience in the Angus business. Applicants should have a basic understanding of the cattle industry, be eager to learn and have a willingness to travel.

Applications are being accepted from college juniors or seniors studying animal science, ag business or other ag-related majors. Candidates should be outgoing, able to work well with all types of people and a self-starter.

The internship begins in August and extends through early December. The intern would be

based at the American Angus Association headquarters in Saint Joseph, Mo., with opportunities to travel.

Students who wish to apply should upload their résumé, cover letter and references to the career center at www.angus.org/careers by April 1. Visit the website for full internship descriptions and requirements.

▶▶▶ USDA awards funds for market development

USDA's Foreign Agricultural Service (FAS) has awarded fiscal year (FY) 2022 funding to more than 60 U.S. ag organizations to help expand commercial export markets for U.S. goods.

Under the Market Access Program (MAP), FAS will provide \$175.6 million for FY 2022 to 67 nonprofit organizations and cooperatives. These organizations use the funds to support U.S. producers with marketing and promotion activities around the globe, including market research, technical assistance, and

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support for participation in trade fairs and exhibits. The average MAP participant provides more than \$3.50 in contributions for every \$1 in federal funding it receives through the program.

Under the Foreign Market Development (FMD) Program, FAS will allocate \$26.8 million for FY 2022 to 21 trade organizations that represent U.S. ag producers. The program focuses on generic promotion of U.S. commodities, rather than consumer-oriented promotion of branded products. Preference is given to organizations that represent an entire industry or are nationwide in membership and scope. The organizations, which contribute on average more than \$2.50 for every \$1 in federal funding they receive through the program, will conduct activities that help maintain or increase demand for U.S. ag commodities overseas.

An independent study released in 2016 found that MAP and FMD provide \$28 in export gains for every \$1 spent by government and industry on market development.

Ag exports have grown significantly during the past decades, becoming an increasingly important component of the ag industry and accounting for 20% of U.S. production. From 2000 to 2020, U.S. ag exports grew from \$56 billion to \$150 billion. It is estimated that U.S. ag exports supported nearly 1.1 million full-time jobs in 2019.

USDA has published the list of organizations that will receive fiscal year 2022 MAP awards and FMD awards. To learn more about MAP, FMD and other FAS programs, visit www.fas.usda.gov.

▶▶▶ USDA food purchase program to 'transform the food system'

USDA Dec. 6 announced the establishment of the Local Food Purchase Assistance Cooperative Agreement Program (LFPA) that will award up to \$400 million for emergency food assistance purchases of domestic local foods.

According to a USDA news release, "Utilizing American Rescue

▶▶▶ Beef Board provides Checkoff insights

The Cattlemen's Beef Board (CBB) launched a new web series designed to help beef producers learn how their Checkoff dollars are being used to increase beef demand. *The Drive in Five* recaps some of the top stories from the CBB's newsletter, *The Drive*, along with some exclusive, web-only content — all in a quick, 5-minute video format.

The premiere episode of *The Drive in Five* is available at the CBB's website, www.DrivingDemandForBeef.com. It features Torri Lienemann, Nebraska beef producer and CBB board member, who sets the record straight on common Beef Checkoff misconceptions. New episodes will be released quarterly, and producers can text "DRIVE" to 1-888-351-6435 to get a sneak preview.

For more information about the Beef Checkoff and its programs, including promotion, research, foreign marketing, industry information, consumer information and safety, contact the Cattlemen's Beef Board at 303-220-9890 or visit the website.



Plan funds, these purchases will help transform the food system and build back a better food system — one that is fair, competitive, distributed and resilient because the purchases will expand local and regional markets and place an emphasis on purchasing from historically underserved farmers and ranchers."

The awards will be made through noncompetitive cooperative agreements with state and tribal governments. Eligible state and tribal governments can apply until April 5, 2022, at www.grants.gov.

USDA's Food and Nutrition Service also announced availability of up to \$50 million in funds provided by the American Rescue Plan for The Emergency Food Assistance Program (TEFAP) Reach and Resiliency Grants to state agencies to expand program access in rural, tribal and other currently underserved areas. These grants and the LFPA are both part of USDA's ongoing support for food banks and the broader emergency food system.

The investments are part of USDA's Build Back Better Food System Transformation initiative authorized by the American Rescue Plan, and are among the programs derived from a \$1-billion investment announced earlier this year to serve

as a bridge from the immediate need to provide producers with support via the Pandemic Assistance Initiative to longer-term investments in food system transformation.

The cooperative agreements are to help state, tribal and local entities purchase food more efficiently from local producers and invest in infrastructure that enables partner organizations to reach underserved communities more effectively.

The cooperative agreements — managed by USDA's Agricultural Marketing Service — will provide organizations the flexibility to design food purchasing programs and establish partnerships with farmers and ranchers within the state or within 400 miles of the delivery destination that best suits their local needs, accommodates environmental and climate conditions, accounts for seasonal harvests, and meets the needs of the population within their service area.

State and tribal governments can partner with nonprofits and will be required to submit proposals indicating how they will use the funds to purchase commodities to support local, regional and historically underserved farmers and ranchers within their states or region.

▶▶▶ Commercial producer of the year

Ed and Rauna Maychrzak, Scranton, N.D., received the Commercial Breeder of the Year award at the 2021 North Dakota Angus Association Annual Meeting and Banquet Nov. 12-13 in Bismarck, N.D. Pictured are (from left) Bob Carlson, presenting, and Rauna and Ed Maychrzak.



PHOTO BY ROD GEPPERT, AMERICAN ANGUS ASSOCIATION

▶▶▶ High-indexing bull

Wyatt Farms, Woodbury, Ga., consigned the high-indexing Angus bull and overall high-indexing bull at the 2021 Calhoun Bull Evaluation Performance Test and Sale Dec. 3 in Calhoun, Ga. Wyatt Enhance H30 is a November 2020 son of SydGen Enhance. He posted an average daily gain of 4.94 pounds (lb.) with an adjusted yearling weight of 1,449 lb. Pictured are (from left) Dale Sandlin, Georgia Cattlemen's Association executive vice president; Josh and Callie Wyatt, recipients; and Bobby Dodd, Red Carpet Cattlemen's Association.



PHOTO BY DAVID GAZDA, AMERICAN ANGUS ASSOCIATION

Cooperative agreements will be awarded based on need and the ability to meet the goals of the program. The period of performance for the cooperative agreements will be for up to two years following the date of award, to include two harvest seasons.

More information about the LFPA is available at www.ams.usda.gov/selling-food-to-usda/lfpacap.

►►► Farm labor app, AgButler, debuts collegiate ambassador program

AgButler debuts a collegiate ambassador program to give back to students who serve daily as advocates for ag. The gig economy platform is in the connections business and serves as a solution to the rural labor shortage in America. Ambassadors will be tasked with helping connect laborers and employers within the app using their own personal network.

“The purpose of this inaugural collegiate ambassador program is to encourage the next generation of young people, passionate about agriculture, to stay invested in production agriculture and their rural communities,” said Kevin Johansen, founder and CEO of AgButler. “The AgButler platform directly stems from the means of which put me through college and young adulthood as a day laborer on cattle operations across the country. My vision is for the platform to connect agricultural communities and be a tool for revitalization in rural America.”

The competitive program will select 10 participants composed of two individuals from each of five regions. The ambassadors will each receive a \$500 scholarship with the potential for one ambassador to earn a \$1,000 scholarship if they aid in the most connections. Each ambassador will then be given the opportunity to use their voice to help share the AgButler platform with their region.

Applicants can find the application at www.AgButlerApp.org.

►►► GPA to expedite 1.6M TEUs of on-terminal capacity by June

At the Georgia Ports Authority (GPA) Board meeting Dec. 6, 2021, Executive Director Griff Lynch detailed actions that will expedite the completion of 1.6 million 20-foot equivalent container units (TEUs) in annual capacity.

“Through ingenuity and teamwork, GPA has put into place what amounts to the largest current expansion for a port operation in North America,” says Georgia Governor Brian Kemp. “It’s a testament to the leadership and forward-thinking at America’s most efficient gateway for containerized trade.”

By January, GPA will open 670,000 TEUs of new annual capacity at Garden City Terminal. In early March, 155,000 TEUs of additional terminal capacity will be available, and by June another 850,000 TEUs will come online at the port. The projects will deliver a total capacity increase of 25% in six months.

The GPA Board also approved the \$24.4 million purchase of nine electric-powered rubber-tired gantry cranes to help support the expansion.

“After our busiest month ever in October, this new container space is coming online just in time,” says GPA Board Chairman Joel Wooten. “By expediting the projects needed to ensure the free flow of cargo, we’re addressing our customers’ concerns today, and working to reestablish our longtime practice of keeping capacity 20% above current demand.”

A total of 504,350 TEUs crossed the Port of Savannah’s docks in October, an increase of 8.7% or 40,250 TEUs over October 2020. The performance surpassed GPA’s previous all-time record of 498,000 TEUs set in March.

Off-terminal, GPA is growing by another half-

million TEUs in annual capacity by expanding its inland port strategy to include flexible “pop-up” container yards near manufacturing and distribution centers.

GPA has activated the yards in partnership with its two Class I rail providers, CSX and Norfolk Southern, as well as regional property owners. Four locations in



Five new rubber-tired gantry (RTG) cranes arrived at the Port of Savannah on Dec. 3, 2021. The Georgia Ports Authority Board approved on Dec. 6 the purchase of nine additional RTGs, for a total of 29 to be delivered.

Atlanta, Savannah, Statesboro and Murray County in Northwest Georgia are up and running, bringing cargo closer to customers and increasing capacity by reducing unnecessary container storage time on Garden City Terminal.

The new facilities will also reduce truck traffic. The new Atlanta yard, for example, will avoid more than 500 round-trip truck miles per box, with anticipated volumes of 1,200 containers a month. The GPA is arranging additional sites, which will bring the total added capacity for this new supply chain program to 500,000 TEUs.

For more information, visit gaports.com.

Applications are due Jan. 1, 2022. Ambassadors selected will be contacted by Jan. 15 and will serve through May 15.

►►► Dean Linton to transition to K-State

College of Agriculture and Life Sciences Dean Richard Linton has announced that he will step down from his position at North Carolina State University in mid-February 2022 to become the president of Kansas State University.

Linton joined NC State as dean of

the College of Agriculture and Life Sciences in 2012. Since that time he has grown the college to 294 faculty in 12 different departments, more than 2,700 undergraduate students and more than 1,000 graduate students. Under Linton’s direction, the college developed a strategic plan focused on building people, programs and partnerships.

Prior to joining NC State, Linton served as department chair of food science and technology at the Ohio State University from 2011 to 2012, and as a faculty member of the

Department of Food Science at Purdue University from 1994 to 2011.

An announcement will be made soon about the appointment of an interim dean, and a national search for a permanent dean is expected to begin in fall 2022.

►►► Jennie Harbin joins Select Sires

Select Sires welcomes Jennie Harbin to the beef department as marketing coordinator. Harbin is a

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graduate of Oklahoma State University and has a degree in ag communications. She is a native of Nebraska and has worked for the American Shorthorn Association's *Shorthorn Country* publication and the Plains Equipment Group.

Harbin previously worked with Select Sires' beef department in a marketing and communications role. As the department's beef marketing coordinator, she will be responsible for leading implementation of a domestic marketing plan and development of beef sire directories, print advertisements, websites, videos and trade shows.

▶▶▶ **Vitalix acquires MLS**

Vitalix Inc., an American-owned and family-operated company that specializes in low-moisture cooked molasses supplement tubs, has acquired Midcontinent Livestock Supplements Inc. (MLS), with manufacturing locations in Moberly, Mo.; Valley Mills, Texas; and Ellendale, N.D.

The acquisition joins two family-owned businesses with similar industry passion, approach and dedication to customer service. Acquisition of MLS facilities will provide Vitalix a wider-reaching manufacturing footprint that can further improve response to customer demands while holding the line on transportation costs.

Both companies are committed to carrying on the legacies of their founders. Customers of both Vitalix and MLS will continue to see both brands actively expanding in the marketplace. For further questions, please reach out to your Vitalix district sales manager or MLS territory manager.

▶▶▶ **Celebrating 3 million**

Nearly 90 Select Sires Beef enthusiasts visited Gardiner Angus Ranch (GAR) Sept. 10, 2021, for the final day of the 2021 Select Sires Beef Tour. Relationships Matter was the topic of the day and during the afternoon program at the Henry

▶▶▶ **New schedule for the ABB EXTRA**

The *Angus Beef Bulletin* EXTRA, the twice-per-month digital supplement to the *Angus Beef Bulletin*, took a publishing break from its normally scheduled Dec. 21 date. It will be back to its two-week schedule Jan. 4, and its editorial calendar will more closely follow the calendar year. Stay tuned for more coverage of the Angus Convention and the Range Beef Cow Symposium in the January editions, as well as more resources for bull buyers.

If you don't get the EXTRA, don't miss an edition by subscribing for free at <https://bit.ly/EXTRASub22>.



and Nan Gardiner Marketing Center, the Select Sires sales team was recognized for reaching the milestone of 3 million units of GAR semen sold by Select Sires.

The list of sires who make up this feat includes 25 former Lot 1 sires from GAR production sales, as well

as many sires who are household names in the Angus breed. This elite group includes Predestined (7AN222), Prophet (7AN320), Sunrise (7AN361), and Sure Fire (7AN389). The newest generation of GAR sires adding to this

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achievement include Home Town (7AN580) and Transcendent (7AN629).

▶▶▶ **Federal designations raise ire**

The National Cattlemen's Beef Association (NCBA) and Public Lands Council (PLC) on Oct. 8 criticized the Biden administration's unilateral decision to put sweeping federal designations on millions of acres surrounding the Bears Ears National Monument and Grand Staircase-Escalante National Monument in Utah.

After months of rhetoric touting their intent to work collaboratively with state governments and local communities, the administration opted to make these designations rather than create a conservation strategy that would incorporate local stakeholder input and avoid the management whiplash of a unilateral federal designation.

The Oct. 8 proclamations expand Bears Ears to a total of 1.36 million acres and Grand Staircase-Escalante to 1.87 million acres, directly in conflict with the *Antiquities Act's* direction to designate the "smallest area compatible" with the desired protections.

Designations made under the *Antiquities Act* — now more than a century old — prohibit many land management tools. Restricting local communities' ability to respond quickly and nimbly to historic drought, record-breaking wildfire

seasons, and a host of other environmental challenges is not a sustainable strategy for land management.

▶▶▶ **Checkoff reform bill introduced**

On Sept. 27, U.S. Senators Mike Lee (R-UT), Cory Booker (D-NJ), Rand Paul (R-KY), Elizabeth Warren (D-MA) and Kirsten Gillibrand (D-NY) reintroduced the *Opportunities for Fairness in Farming Act of 2021 (OFF Act)*. The *OFF Act* would reform all checkoff programs, including the beef checkoff program.

A companion bill was introduced in the U.S. House of Representatives in June 2021.

R-CALF (Ranchers-Cattlemen Action Legal Fund) USA Checkoff Committee Chair and South Dakota Stockgrowers Association President-Elect Vaughn Meyer issued the following statement regarding the legislation.

"The *OFF Act* will provide the necessary enforcements to prevent producers' hard-earned checkoff dollars from being used against them. ... Efforts to secure a producer referendum vote have failed throughout the Beef Checkoff program's 35-year-long history. This is an example of how producer-funded checkoff programs have evolved into mandatory government programs with little to no producer guidance or representation. |

▶▶▶ **Winter meetings provide education, networking**

- ▶ The Three-State Beef Conference returns as an in-person program with sessions scheduled for Jan. 11-13, 2022, with locations in Iowa, Missouri and Nebraska. For details visit <https://www.iowabeefcenter.org/events/3Statebrochure2022.pdf>.
- ▶ The 50th anniversary of the Cornbelt Cow-Calf Conference has been set for Jan. 22, 2022, at the Bridge View Center in Ottumwa, Iowa. For details visit <https://cornbeltcowcalf.com>.
- ▶ University extension services in Illinois, Iowa and Wisconsin are teaming together to offer the Driftless Region Beef Conference at the Grand River Convention Center in Dubuque, Iowa, Jan. 27-28. For details visit www.aep.iastate.edu/beef/.