

Fall 2026

THE *South Dakota* CATTLEMAN

The official publication of the South Dakota Cattlemen's Association



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Calendar of Events

Sept. 2-7:	South Dakota State Fair Huron
Sept. 12:	Brookings Region Roundup
Sept. 12:	SDSU Beef Bowl Brookings
Sept. 13:	Spearfish Region Roundup
Sept. 22:	Philip Region Roundup
Sept. 23:	Pierre Region Roundup
Sept. 23-24:	Board of Directors Meeting Pierre
Nov. 7:	Buffalo Region Roundup
Dec. 8-9:	SDCA Annual Convention & Trade Show Pierre

Registration is Open!



Advertising Opportunities

The South Dakota Cattleman is published six times a year and sent to SDCA members including beef producers, beef industry supporters, property owners, allied industry partners, as well as state and local government officials.

Advertising deadline is the 15th of the month prior to publication.

The SDCA e-newsletter, **The Cattle Guard**, is emailed to all SDCA members every week. **The Cattle Guard** contains updates and news from SDCA, industry partners, and NCBA.

Follow us on our social media platforms to stay informed of the latest SDCA news, events, and information.



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Mission

To advance the interests of South Dakota Cattlemen through representation and promotion of the beef industry.

Vision

To be an organization where members can work together to protect their interests; seek solutions to industry problems; provide a unified voice, and to build the good will, esteem, and recognition the industry deserves.



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South Dakota Cattlemen's Association

Prestigious Environmental Stewardship Award Presented to Stomprud Angus Ranch



Stomprud Angus Ranch in Mud Butte, South Dakota, was recognized as the 2026 Environmental Stewardship Award Program (ESAP) Regional winner. Established in 1991, ESAP celebrates outstanding land stewards in the cattle industry. The national winner, which will be selected from these seven regional winners, will be announced during CattleCon 2027 in Nashville, Tennessee, in February.

Established in 1909, Stomprud Angus Ranch is a multi-generation, family-owned Angus cow-calf operation located in the remote range of western South Dakota. Larry and his wife Eileen care for the operation alongside their son Jay and daughter-in-law Jennifer, with support from their grandchildren. Together, the third, fourth and fifth generations work side by side to care for the land entrusted to them by those who came before, ensuring it remains productive and resilient for generations to come. Sustainability is approached with a long-term, holistic mindset grounded in three core pillars of family, environment and financial viability. Rotational grazing allows grasses to rest and rebuild strong root systems, while a deep well pipeline delivers clean water across the ranch, easing pressure on creeks and riparian areas. Wildlife-friendly fencing keeps antelope moving freely across the landscape, and a later calving season reduces stress, lowers feed needs, and improves calf health. Together, these decisions protect habitat, conserve water, and keep a working prairie functioning as it should.

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THE STRENGTH OF OUR ASSOCIATION IS YOUR VOICE

Craig Bieber, SDCA President

One of the questions I hear most often is, “What does the South Dakota Cattlemen’s Association really do for me?” The answer is simple; we give South Dakota cattle producers a seat at the table and an amplified voice. Every policy position we advocate for, every legislative issue we weigh in on, and every national debate we influence begins with one thing: producers who are willing to be involved.

Often times, people think policy is created in Washington, D.C. The truth is just the opposite. Good policy starts in places like Leola, Faith, Belle Fourche, Kimball, Winner, and Watertown. It starts with ranchers and feeders who recognize a problem, ask the right questions, propose a solution, and bring that idea to their state cattlemen’s association.

Each year at our South Dakota Cattlemen’s Association convention, our members debate policy. Sometimes we agree. Sometimes we don’t. That’s exactly how it should be. Healthy discussion produces better policy. Once adopted, those positions become the voice of SDCA as our voting delegates work alongside representatives from the other 44 state affiliates, breed associations, allied industry, and livestock marketing organizations to develop NCBA policy at Summer Business Meeting.

And it doesn’t stop there. After the Summer Business Meeting, every single NCBA member receives a ballot with proposed policy changes. Members have the opportunity to vote on the issues that shape the future of our industry. Few organizations place that much trust in their membership, and it’s one of the reasons NCBA remains a true grassroots organization.

South Dakota has earned tremendous respect in that process. Today, SDCA Past President Eric Jennings serves as Vice Chair of the Ag & Food Policy Committee, while Troy Hadrick is helping shape the future of Livestock Risk Protection through the LRP Task Force. Their leadership didn’t happen by chance. It happened because South Dakota producers have consistently shown up, participated, and earned the confidence of their peers.

This year’s Summer Business Meeting demonstrated

exactly why your involvement matters.

Our members helped strengthen NCBA’s definition of beef, reinforcing consumer confidence in the products we produce. We supported expanding grazing opportunities on Conservation Reserve Program (CRP) acres as we work to rebuild the nation’s cattle herd. We advanced discussions on improving Livestock Risk Protection for bred heifers, bred cows, and unborn calves, giving producers better tools to manage risk. We also addressed regulatory burdens that continue to increase costs for producers.

None of those discussions would have happened without producers willing to raise their hand and get involved.

The future of our industry will not be decided by those sitting on the sidelines. It will be shaped by those willing to attend a region roundup, participate in a committee meeting, vote on policy, or stand up at convention and say, “Here’s what I think.”

The South Dakota Cattlemen’s Association has never been about a handful of leaders making decisions. It has always been about producers speaking with one voice.

I encourage every member to take advantage of the opportunities ahead. Join us at one of our Region Roundups this summer. Attend our annual convention. Read your NCBA policy ballot and cast your vote. If you see an issue that needs attention, bring it forward. Your experience, your ideas, and your voice matter.

The strength of our association has never been measured by the number of members on our rolls. It has always been measured by the willingness of those members to become involved. Together, we will continue to ensure that South Dakota remains one of the most respected and influential voices in the national cattle industry. We don’t simply react to the future, we help write it.

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STARTING THEM YOUNG

Dawn Butzer, SDCA Vice President of Membership

You know the old saying our grandparents would say, “I just don’t know about this next generation...” but I’m here to tell you America’s youth is well and competent! We just concluded the 97th Annual Union County Fair in Alcester. Over the years of our two boys being involved in 4-H, I have earned the badge of being a 4-H club leader and the fair beef barn supervisor. It makes my heart swell every time I get to spend time with our 4-H youth. They are everything you could hope for the next generation! They make eye contact, they answer hard questions on their feet, and they wake up early to feed and care for their livestock. Caring for something other than themselves is the best lesson.

This May, our 4-H club community service project was bringing any kind of animal from your farm that is cute and snuggly to the Alcester nursing home. We had 30 kids show up with everything from bottle calves and lambs to mini chickens. These kids confidently marched into that nursing home and proudly presented their animals. Residents who hadn’t spoken a word in months carried on conversations with these young people.

Fast forward to the county fair, as I checked the calves in, I had the sweetest discussion with one of our members. His dad and I were wondering what his calf weighed to determine its weight break for class. The 10-year-old 4-H member confidently spoke up and said, “Well dad, three weeks ago he weighed 430 and I think he’s put on some weight!” He was right! We weighed the calf and he had put on 100 pounds. The pure ability of him to confidently discuss and decide with an adult is exactly what we are trying to build in youth. I could go on and on with great stories about our youth!

As young people in your life head back to school consider talking to them about the student memberships offered by South Dakota Cattlemen’s Association. For high school or college students, this discounted membership offers them a full seat at the table to learn, discuss, ask questions, and

develop relationships with mentors across the industry. The more we can expose youth to the ag industry, the better we set them up for success, fewer surprises, and more educated decisions.

For those who have been in the industry for a while or are just starting out, the Cattlemen’s Leadership Academy is an excellent opportunity for those ready to take the next step and become a leader within our industry. Whether their interest is in promotion and marketing, education and research, advocacy, or giving back, there is a place for leaders to develop tools and skills that will serve them well!

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South Dakota *Cattlemen's* Association
LEADERSHIP ACADEMY
Spotlight

Meet Teigen Hadrick

By SDCA Contributor Isabelle Mairose



More than a century after his family first homesteaded in South Dakota, Teigen Hadrick is excited to continue their legacy. As a sixth-generation rancher, he is combining the values passed down through the generations with new ideas gained through education, industry involvement, and the Leadership Academy.

Teigen ranches alongside his parents near Faulkton, SD, where their operation includes farming, a cow-calf herd, and finishing cattle. Their goal is simple: “We strive to produce high-quality beef with high marbling that consumers will love on their plate,” says Teigen. From birth to processing, they know the name of every person who has cared for their cattle, a level of transparency that reflects their commitment to quality. In more recent years, the Hadricks have started a direct-to-consumer meat sales business where they now sell to restaurants and consumers directly. Teigen plays many roles in their ranch-to-table program, including feeding, transporting, and distributing beef.

Teigen graduated from South Dakota State University in 2025 with a bachelor’s degree in Animal Science and minors in Meat Science, Agricultural Business, and Agribusiness Marketing. During his time at SDSU, he immersed himself in a variety of leadership and industry opportunities. He served as the Little International Manager during his senior year, where he helped organize the largest two-day student-run livestock show in the nation. He also competed on the SDSU Meats Judging Team and later served as an assistant coach, was an Animal Science Ambassador, and was a founding member of both the Meat Science Club and Collegiate Cattlemen’s Club. In addition, Teigen held several leadership roles within the Farmhouse Fraternity throughout his four years at SDSU. His education also extended beyond the classroom, including a two-week study abroad experience in Australia, where he explored the country’s diverse agricultural industry firsthand.

Education for Teigen did not stop after graduation. Eager to continue growing both personally and professionally, he applied for the Cattlemen’s Leadership Academy after hearing positive feedback from friends and colleagues. “I’ve always had a passion for continuing education,” he said. Although he is still early in the program, Teigen has already gained a greater appreciation for the history and formation of

the South Dakota Cattlemen’s Association. He has also had the opportunity to tour a Tyson Foods beef processing facility and Empirical Foods, experiences that have broadened his understanding of the beef industry.

His involvement in the Leadership Academy aligns with his long-term goal of one day taking over his family’s operation. Along with continuing to improve the ranch, he hopes to expand the family’s direct-to-consumer beef business and help other producers find success in marketing their own beef directly to consumers.

💡 **BEING ABLE TO TELL MY FAMILY’S STORY
IN A WAY THAT PEOPLE WITHOUT AN
AGRICULTURAL BACKGROUND CAN CONNECT
WITH IS IMPORTANT** 💡

- Teigen Hadrick

For Teigen, leadership means serving as an advocate for agriculture. He believes one of the most effective ways to connect with consumers is by sharing the story behind the beef they purchase. “Being able to tell my family’s story in a way that people without an agricultural background can connect with is important,” he said. “Storytelling in this day and age can be a huge advantage to connecting with consumers.”

As he looks to the future, Teigen is focused on growing his family’s operation and continuing to advocate for the beef industry. The Leadership Academy is one more step in preparing him for the opportunities and challenges ahead.





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- SDCA Day at the Capitol

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“ My involvement in the inaugural leadership class opened my eyes to career defining opportunities in the cattle industry. I never imagined I'd be able to learn so much from the people I called my neighbor, and make friends with folks who lived far away. An excellent opportunity that every cattle enthusiast should pursue!

Mitchell VanderWal
CLA Class I Graduate



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ALTERNATIVE FEED MANAGEMENT STRATEGIES

Erin DeHaan

South Dakota State University Extension Beef Specialist

Cattle performance in the feedlot is largely dictated by management practices that take place prior to feedlot arrival. Management practices can refer to several steps producers can take that ultimately result in improved performance (i.e. proper vaccination, low-stress handling, feeding various feed additives/supplements, etc). A method that has gained increased attention in recent years includes utilizing alternative feeding strategies.

Alternative feeding strategies are feeding programs that manage how much cattle eat instead of allowing free-choice (ad libitum) access to feed. Two common approaches include limit feeding and program feeding. Limit feeding restricts feed intake to 75 to 80% of ad libitum intake on a dry matter basis, and can refer to restricting the total amount of feed delivered or restricts specific nutrients, most commonly energy or protein. Program feeding uses energetic equations to calculate the amount of feed each animal needs to achieve a targeted rate of gain. Feed intake is typically limited to 90 to 95% of ad libitum dry matter intake. Both strategies allow producers to feed more energy-dense, concentrate-based diets in smaller amounts while achieving performance similar to cattle fed larger quantities of lower-energy, forage-based diets.

Alternative feeding systems were originally used as a growth management tool to optimize growth in the stocker/backgrounding phase, or to transition cattle to a new diet. These systems can be especially attractive when pasture or roughage resources are limited, or when concentrate-based feedstuffs are more cost effective. Plus, they offer several practical management benefits.

Feed Efficiency

Cattle fed under limit or program fed conditions commonly have improved feed efficiency. A recent study at SDSU found that newly weaned beef steer calves fed a limit fed concentrate based diet compared to an ad libitum forage-based diet during a 54 day receiving period resulted in similar body weight and average daily gain (ADG), but improved feed efficiency by 14% for the limit fed steers. After the receiving period, all steers were fed similar diets through the growing and finishing phases. The steers fed the limit fed diet during the receiving phase maintained feed efficiency by 8% during the growing phase and were 4% more efficient through the end of the finishing period, with similar body weights and ADG. Therefore, it appears limit feeding cattle at initial feedlot arrival following weaning may result in continued feed efficiency improvements throughout the rest of the feeding period.

Bunk and Feed Management

Limit or program feeding systems are designed to feed a targeted amount of feed, with the daily amount fed gradually

increased at a desired interval (i.e. every 14 to 28 days) to account for changes in growth. This may help to ease bunk management and improve delivery consistency as bunks should be cleaned up or “slick” daily. Consistent clean bunks help reduce feed waste and allows producers to quickly identify potential problems such as sick cattle, waterer issues, feed quality concerns, or other management challenges that require attention.

Feeding known quantities of ingredients also improves feed inventory management. Producers can accurately estimate daily feed needs, making it easier to schedule feed deliveries, hay processing, etc. Better feed inventory planning can improve silage face management, reduce shrink and waste, and ensure feed resources are utilized efficiently during the feeding period.

Cattle Health

Cattle managed using alternative feeding systems receive a targeted amount of feed at a consistent time each day, which typically results in predictable feeding behavior. Healthy cattle should readily come to the bunk and consume feed following delivery. Cattle that are slow to approach the bunk or show little interest in feed may be exhibiting early signs of illness and should be evaluated more closely. Leftover feed can serve as an early sign that cattle are not consuming their expected feed allocation. This may indicate health concerns, water availability issues, or other management challenges that require investigation. Controlling feed intake can also help reduce daily variation in feed consumption; consistent feed intake patterns can improve rumen stability and reduce the risk of digestive upset and acidosis.

Manure Output

As cattle in limit or program feeding systems are fed a controlled amount of feed, manure output is typically reduced compared to ad libitum feeding systems. This can reduce the frequency of pen cleaning and maintenance, as well as help control nutrient excretion and reduce manure handling costs.

Summary

Collectively, alternative feeding systems can be a beneficial practice for both cattle and producers when used properly. This is an option that producers could consider if they are new to feed management, and also can be beneficial in years where concentrate-based feedstuffs are more cost effective or when roughage resources are limited. For further information contact Erin DeHaan at erin.dehaan@sdstate.edu or (605) 394-2236.

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A NIGHT TO CELEBRATE BEEF AT THE PRIME TIME GALA!

The South Dakota Beef Industry Council was proud to attend the Prime Time Gala in Sioux Falls, SD! It was a wonderful evening celebrating South Dakota's agriculture industry, the people who make it strong, and the incredible connections that bring our state together. "Over the past 13 years South Dakota Beef Producers and Feeding SD have raised over \$3 million dollars helping include over 1.7 million pounds of beef and some of Feeding South Dakota's 11.6 million meals, distributed to families in need". Events like the Prime Time Gala remind us just how special South Dakota agriculture is and how important it is to come together, celebrate, and continue building a strong future for our industry of beef.



NEW! DON'T FORGET THE LOCAL BEEF DIRECTORY IS LIVE

Want to join our directory? Sign-up to join our South Dakota Local Beef Directory by completing our online form available on sdbeef.org and be sure to check out all your LOCAL locations who have currently signed up on the website. Great place to buy BEEF for the going back to school and the holiday season coming up!

AND THE 2026 KELOLAND BURGER SHOWDOWN WINNER IS... THE CLAW!

The votes are in, and Neighbors Grub & Pub has officially claimed the title of 2026 KELOLAND Burger Showdown Champion with their winning

burger, The Claw! This showdown was all about celebrating what makes a great burger—bold flavors, creative toppings, and, of course, 100% beef! The South Dakota Beef Industry Council was proud to partner with KELOLAND to celebrate South Dakota beef and the incredible local restaurants that know how to turn quality beef into something truly crave-worthy. Congratulations to Neighbors Grub & Pub on a third year in a row win!



SDBIC ATTENDED THE AG PHD FIELD DAY IN BALTIC, SD

The South Dakota Beef Industry Council was excited to be part of the Ag PhD Field Day in Baltic, SD! It was a great opportunity to connect with farmers, ranchers, ag professionals, and families while celebrating the people and agriculture that keep South Dakota growing.

From the field to the feedlot and ultimately to the dinner table, South Dakota agriculture is all about connection and beef is an important part of that story in the day-to-day operations.



Checkoff Dollars at Work

We enjoyed visiting with consumers and producers, sharing more about the beef industry, answering questions, and showcasing the work South Dakota's cattle producers do every day to provide a nutritious and delicious protein.

LABOR DAY = SOUTH DAKOTA STATE FAIR!

The South Dakota Beef Industry Council is headed to the South Dakota State Fair, and we're bringing plenty of info about BEEF with us! Stop by our booth, say hello, learn more about the education, research, and promotion of South Dakota beef. Plus take in all fair experiences! There's also more...be on the lookout for cooking demos with beef throughout the fair (times coming soon)! Come visit us, grab some beef inspiration, and see just how delicious South Dakota beef can be!

We'll see you at the fair, September 2-7, 2026!

GET READY FOR THE BEEF BOWL... SEPTEMBER 12!

The biggest game of the season calls for the best tailgate food—and we're bringing the BEEF! Join us for the 2026 SDSU Beef Bowl and make your game day even better with a tailgate packed with delicious South Dakota beef, good friends, and plenty of Jackrabbit spirit during the tailgating contest! Follow us on some media for upcoming tailgating details! Come hungry. Bring your crew. Show your Jackrabbit pride. And get ready to GO BIG. GO BLUE. GO JACKS. Because every great game starts with a great tailgate... and every great tailgate deserves BEEF!



D-DAYS + BEEF = THE PERFECT GAME DAY COMING OCTOBER 3!

Get ready for USD D-Days and come hungry! We're bringing the beef to game day with a tailgate full of South Dakota beef, Coyote spirit, and good times with friends. Follow us on social media for tailgating contest coming soon! Bring your friends. Bring your appetite. Bring your Coyote pride! Because nothing brings people together quite like great football, great friends, and great South Dakota beef.



To learn more about the Checkoff, visit DrivingDemandForBeef.com or contact the South Dakota Beef Industry Council.

Cattlemen's Beef Board | 303-220-9890

SDBIC UPCOMING ACTIVITIES

Sept. 2-7	SD State Fair Huron
Sept. 12	SDSU Beef Bowl Football Game Brookings
Sept. 14	SDBIC Annual Meeting Pierre
Sept. 25-27	Governor's Cup Cinch Playoffs Sioux Falls
Oct. 3	USD D-Days Vermillion

Follow us on Facebook or check out sdbeef.org for more SD BEEF information.



REGION ROUNDUPS

HURON

SD STATE FAIR
SEPTEMBER 4, 2026

PHILIP

KOOKS STEAK HOUSE
SEPTEMBER 22, 2026

BROOKINGS

SDSU BEEF BOWL
SEPTEMBER 12, 2026

PIERRE

CATTLEMAN'S CLUB
SEPTEMBER 23, 2026

SPEARFISH

KILLIAN'S
SEPTEMBER 13, 2026

BUFFALO

NO. 3 SALOON
NOVEMBER 7, 2026

Opportunities Remain to Connect with Fellow Producers at 2026 Region Roundups

The South Dakota Cattlemen's Association has been busy hosting Region Roundups across the state, bringing together cattle producers, industry partners, and supporters for valuable conversation, education, and networking opportunities.

On August 6, the Gettysburg Region Roundup brought thirty attendees to Bob's Steakhouse for food, fellowship, and industry updates. Northern Region Directors Troy Hadrick and Cody Hanssen along with SDCA President Craig Bieber provided an SDCA update covering talking about Summer Business Meeting and the SDCA policy development process. Participants also heard an in-depth market outlook from Commodity & Ingredient Hedging (CIH), and about CX8 and new technologies to optimize fertility in beef cattle from Purina.

The following day, SDCA traveled to Kimball for the August 7 Region Roundup at Club Vega. The event drew over 60 attendees from across the region. Southeast Region Directors Maria Buus and Colby Olson welcomed attendees shared an SDCA update. In addition to Purina's presentation on CX8, Performance Livestock Analytics provided a presentation offering attendees practical insights and information for their operations. Blue Reef was on hand to share a market outlook as well.

The first day of Dakotafest was a busy one for SDCA volunteers, with the Beef Booth serving more than 1,000 beef meals! Following a full day of serving burgers and burnt ends, SDCA hosted a Region Roundup at Blarney's Sports Bar & Grill in Mitchell on August 18. The event welcomed many farmers, ranchers, and agribusiness professionals from across the area. Performance Livestock Analytics showcased their management technology, Anipro talked about their mineral programs and how they can best suit our herds during the different season, and the program finished with an update from David Klingberg with FSA who spoke on USDA's different disaster programs available to producers.

There are still six opportunities to connect with SDCA this fall. Whether you are looking to stay informed about industry issues, hear from expert speakers, or enjoy an evening of fellowship with fellow cattle producers, we encourage you to join us at an upcoming Region Roundup near you.

Meet the 2026-2027



SDSU Collegiate Cattlemen's Club

Officer Team!

President



Cally Faulhaber

Cally Faulhaber is an upcoming senior at SDSU majoring in agricultural science and agricultural leadership with minors in animal science and agricultural business. She grew up on her family's cow/calf and feedlot operation near Plankinton, SD, where she developed a passion for agriculture. Growing up active in 4-H, Cally gained valuable leadership and industry experience. At SDSU, she has been involved in Collegiate Cattlemen's, Block and Bridle, and will serve as the 104th Little International Communications Superintendent.

Vice President



Olivia Hadrick

Olivia Hadrick is an incoming junior majoring in animal science. She is the sixth generation on her family's Black Angus cattle ranch near Faulkton, SD. Their operation retains ownership on their cattle through harvest, sells the beef to multiple restaurants across the state, and ships product nationwide. Growing up, Olivia was heavily involved in 4-H and FFA which helped shape her passion for the cattle industry. While at SDSU, Olivia has been involved in Sigma Alpha Sorority, Meat Science Club, Animal Science Ambassadors, and is the 104th Little International Secretary.

Secretary



Josie Nold

Josie Nold, from Brookings, SD, is an upcoming junior majoring in animal science with minors in ag business, equine science, and ranch management. Raised on a farm with sheep and horses, Josie grew up involved in 4-H and FFA gaining hands-on experience with all livestock species. Her passion for production agriculture only continues to grow. In addition to serving as Collegiate Cattlemen's Club Secretary, Josie is also involved with Little International and Country Swing Dance Club.

Treasurer



Ryan Morse

Ryan Morse is a sophomore majoring in ag science. He grew up on a cow/calf and row crop operation near Madison, SD, where he was involved in 4-H and FFA and showed cattle for many years. Ryan grew up working on the family farm and continues his involvement there today. He has also started a trucking business where he hauls cattle and grain. During his first year at SDSU, he was active in Collegiate Cattlemen's Club and Little International.

Marketing Chair



Jordan VandeStroet

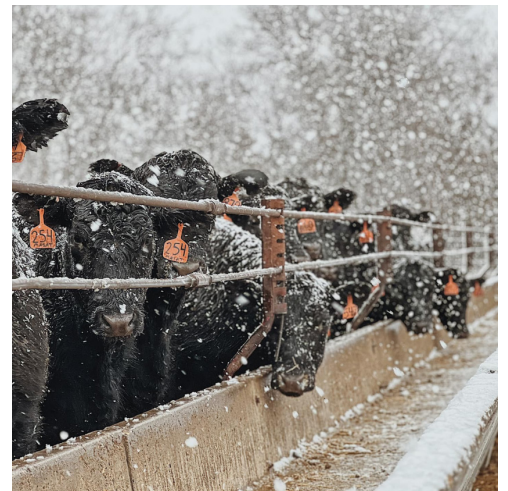
Jordan is an incoming junior at SDSU majoring in agricultural education with minors in agricultural business and digital and social media. Originally from Fairview, SD, she grew up on her family's beef feedlot and row crop operation. During her time at SDSU, Jordan has become actively involved in Little International, Collegiate FFA/Ag Ed Club, and Alpha Zeta, and serves as Ag Day Chair for CAFES Prexy Council. She is also a member of the Pride of the Dakotas Marching Band where she plays the tenor saxophone.



CATTLEMEN CARE

2026 CONVENTION & TRADE SHOW

Cattlemen Care. They care for the herd, the land, one another, and the communities they call home. The 2026 SDCA Convention & Trade Show will highlight the theme Cattlemen Care, celebrating that commitment while bringing producers together to learn, lead, and shape the future of South Dakota's cattle industry.



Agenda

Mark your calendars for the South Dakota Cattlemen's Association's Annual Convention and Trade Show on December 8-9 in Pierre, SD. The two day event combines SDCA policy and business meetings with the Cattlemen's Land & Legacy program, a keynote address from renowned animal behaviorist Dr. Temple Grandin, and educational programming. The Trade show and new youth programs provide something for everyone in the family as cattlemen come together network, learn, and socialize with fellow producers and industry leaders.

DECEMBER 8, 2026

Ag & Food Policy Committee Meeting
Tax & Credit Policy Committee Meeting
Live Cattle Marketing & International Trade
Policy Committee Meeting
Luncheon Speaker & Programming

Cattlemen's
LAND & LEGACY

The Cattlemen's Land & Legacy is focused on conservation and working lands, be inspired and gain insight into concepts and practices that you can implement on your operation.

Programming provided by:



Cattle Industry Trade Show
Property Rights and Environmental Management &
Federal Lands Policy Committee Meeting
Cattle Health & Wellbeing Policy Committee Meeting
Best of Beef Dinner
President's Auction
Roping Contest

Make plans to attend!

**Attendee and vendor registration is open
at sdcattlemen.org or by scanning the QR
code. Join us!**



Register to Attend!



Become a Vendor!

DECEMBER 9, 2026

Breakfast
Annual Business & Policy Meeting
Keynote Luncheon with Dr. Temple Grandin
Market and Industry Update with CattleFax
Aspire: Healthy Calves, Healthier Bottom Line
Youth Speech Contest
Officer Elections

(Schedule is subject to change.)

Meet the Emcee | Ella Dennis



Ella Dennis, of Salem, SD, is a sixth-generation agriculturist, and a recent agriculture communications graduate from South Dakota State University. Her connection to the agriculture industry has been fostered from an early age by exhibiting Hereford cattle and market lambs and being actively involved in 4-H and FFA, serving as the South Dakota FFA State President in 2022-23.

During her time at SDSU, she was active in leadership roles with Little International, Collegiate Farm Bureau, Collegiate Cattlemen's Club, and the College of Agriculture, Food and Environmental Science (CAFES). After graduating in May with her undergraduate degree, Ella is continuing her education by pursuing a masters in the newly established global agriculture leadership program at SDSU. In addition to her studies, she also works as the communications manager for the South Dakota Cattlemen's Association and as a freelancing farm broadcaster for WNAX.

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2026 SDCA Convention

Keynote Speaker

— **Dr. Temple Grandin**



If you've ever used a cattle working facility with solid sides, curving S-shape alleys, and a single-file system, then you've already experienced the brilliance of Dr. Temple Grandin.

A household name in agriculture, well-traveled speaker, and revolutionary writer, Temple uses her unique perspective on life with autism as a powerful tool for changing the way people think about animal handling. Her recent documentary, *An Open Door*, has given viewers an exclusive look at her extraordinary journey and impact on the food animal industry.

While it might seem hard to believe because of her incredible influence in agriculture, Temple grew up in the suburbs of Boston. It wasn't until she was fourteen that she had her first interaction with agriculture. While attending a small farm in New Hampshire for boarding school, she interacted with their few horses and learned to milk dairy cows. A year later, she visited her aunt's ranch in rural Arizona, and the experience sparked her interest in beef cattle. One of Temple's top concerns for students today is that they aren't exposed to enough potential interests to discover what they're passionate about. She says that without that one trip to visit her aunt she wouldn't have discovered her own interest in cattle and wants that same variety of opportunities for the youth of today.



Working in rural Arizona feedyards in the 1970s gave Temple her breakthrough into the cattle industry, but she still faced the many challenges that came with being an autistic woman in the field. She says it was essential to make herself better at her job than the men, and by doing so, she was able to establish a name for herself and push the boundaries of what she was able to do. Temple started offering her unique perspective about cattle handling in the form of sketches, photos, and written articles that challenged the traditional ways. Through her own journey with autism, she's helped decode the thinking process of both humans and animals and she speaks out about how to improve their lives in simple yet effective ways.



In 1990, Temple joined Colorado State University as a professor of animal science. Since then, she has spent countless miles on the road educating people around the world about how to improve animal handling practices. She's authored seven books on animal behavior seen through the lens of autism, was named as one of 100 most influential people by Time magazine in 2010, was inducted into the Colorado Women's Hall of Fame in 2012. Temple has made numerous appearances on national television including 60 minutes, and been featured in The Wall Street Journal, and National Public Radio. In 2024, Temple addressed the National FFA Convention and Expo to share her advice for the next generation in agriculture and encouraged the thousands of attendees to think outside the box.



Don't miss hearing Dr. Temple Grandin's keynote address at the 2026 SDCA Convention & Trade Show in Pierre this December!

*“The Only Thing
Constant is Change.”*

— Devin & Joann Stephens



For Devin and Joann Stephens, their journey in the cattle industry has been shaped by one thing... change.

As the third generation on the family ranch in Saint Onge, SD, Devin has seen many different seasons of challenge and opportunity. Growing up on the western plains of South Dakota, the Stephens family was mainly focused on dairy production. It wasn't until Devin took over the operation in 1978 that he decided to make the switch and start raising beef.

“My philosophy for moving forward in the beef industry actually came from what I learned in the dairy industry,” Devin said. “My dad started the record keeping and herd improvement aspects on the dairy side that I carried over when I took things on.”

The new herd started with 300 Black Angus heifers purchased from southeastern Montana, but that happened as the 70s ended. Then came the Farm Crisis.

“We sold all of the cows in the 80s,” Devin said. “Living through that time with \$300 calves and 20% interest builds a lot of character. There was a huge falling out, and that's when a lot of my friends parted ways with agriculture.”

In 1984, Devin married his wife Joann, a farm girl from Iowa. It was quite a change to move from the corn, soybeans, and dark black soil near the Mississippi River to land with layers of different soil types in a single spot and a new meaning to the word ‘drought.’

While she might have been raised with a different perspective of agriculture, her family was not exempt from feeling the effect of the 80s.

“My dad lost a farm over that one,” Joann said.

When the opportunity arose, the newlyweds started rebuilding their herd with continental breeds. Both Charolais and Simmental were at their peak popularity, but eventually, the Stephens found themselves back in the Black Angus business.

“For one reason, the database of the Angus breed, the DNA testing, the record-keeping, that gives you the tools to select with,” Devin said.

From his philosophy of moving the herd forward through gradual record keeping and genetic selection, Devin learned there was a more efficient way to do the same thing through DNA testing. In 2008, a friend of the Stephens who worked in

the infancy stages of genetic testing encouraged them to bring it to their operation.

“That piqued my interest,” Devin said. “We started testing heifer calves to figure out what was working and what wasn't. In doing so, we drew a line with genetic testing that made a big difference in our culling decisions.”

Selecting for specific traits like calving ease was critical for an operation where Devin's father was getting older and Joann worked away from the ranch as a schoolteacher. The burden of calving out the entire herd fell squarely on Devin.

“If you can't get them out alive, then the rest is a moot point,” Devin said.

Using multi-trait selection, they also prioritize marbling, ribeye area, and other carcass traits in order to make progress in the quality of their beef. The change was noticeable as they started generating more prime-grading carcasses after intentional selection.

“In today's world, decisions like that have created more demand for our product,” Devin added.

In 2016, the Stephens started selling beef to family and friends. The quality of the product and the knowledge of where the beef was coming from kept their buyers coming back for more.

“Everyone knows how [Devin] takes care of the animals,” Joann



Stephens Family - Glenn, Eugene, Nate, Joann, Devin, Lauren, Tarek

said. “He knows their story and what’s going on with that animal from the start...that’s something that Temple [Grandin] taught us too, that the public wants to know that we’re humanely treating our livestock. She opened our eyes to things, and everyone should hear that we are doing those things every day.”

That personal connection and care was something that their customers deeply valued, and what started as only one or two head processed and sold a year changed to nine head fed out to meet the demand. But the Stephens say the growth of that side of the business was unintentional, it was just a way to supply the people close to them, although they live across the country, with high-quality beef.

“We aren’t going public, it’s just private sales to family and friends,” Joann said.

Over the years, they’ve needed to change their marketing strategies based on the needs of their buyers and what they have available, but Devin said they’ve yet to have someone walk away because of the price.

“This cattle thing has gotten very good in the last few years,” Devin added. “We feed out those open heifers who come up short in the fall and we’re able to capture more revenue from them than if we held them back.”

In addition to managing their operation, he has also been active off the ranch in the local co-op board of directors, local church committees, as a township supervisor, and with beef industry involvement that led him to SDCA and NCBA. Policy was not something that interested Devin in his early days of ranching, but in more recent years, he says that his perspective has changed.

“[NCBA and SDCA] have the strongest lobby and that’s a big deal because every year there are less and less producers,” Devin said. “We have to tell our own story and one of the ways we do that is in the legislature.”

Through his association involvement, he had the opportunity to see how decisions were really being made and the power of having a seat at the table.

“The first time I went to the legislature was with Cattlemen’s in our January meeting it was very eye-opening,” Devin remembered. “I tell producers around me if you’ve never been, you need to go.”

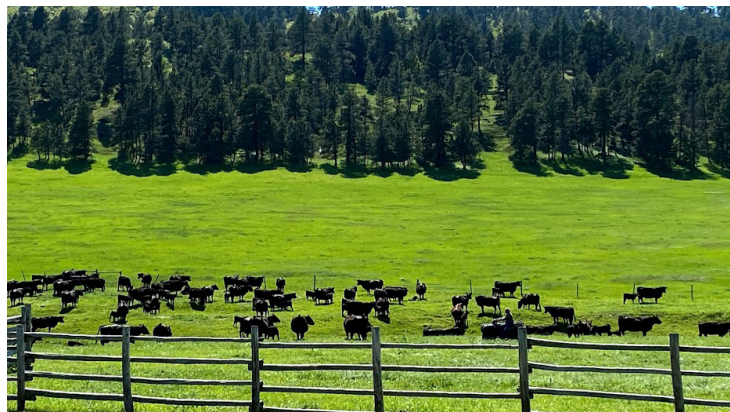
Since then, Devin has stepped up to testify in ag committees on behalf of his ranch and so many others like it in the state of South Dakota.

“They said ‘here’s an opportunity for you to share your story and speak for yourself.’ Now, I’m not a public speaker,” Devin said. “But as I’ve matured, I’ve learned if you’re ever going to say anything, now’s the time while you’re involved in the industry.”

“He’s not the loudest one in the room,” Joann said. “He’s willing to listen first, then he talks.”

One experience that the Stephens remember vividly was getting to share their agriculture story in a unique setting in our nation’s capital. Their son-in-law was president of the White House Correspondence Association, and they were invited to an event with nearly 3,000 other prestigious guests.

“I remember making a comment as we’re walking into the hotel with 2,600 people there and saying, ‘well I wouldn’t have a problem if there were that many cattle in here, but people I’m not as comfortable with,’” Devin laughed. “And that’s why I tell people, in order to live the life we live, you have to have a passion for it, and when someone asks a question, you have to say how you’re taking care of the land, livestock, and community because



that’s an important part of it.”

While neither of their children plan to come back to the operation, the Stephens say they’re glad their kids have the opportunity to do what they’re really passionate about.

“They grew up ranching, and they’re really good hands, but it’s not their passion,” Devin added. “What our kids benefitted from is knowing where the beef comes from and being able to find the good.”

Based on their own leadership journey, the Stephens encourage the next generation to get involved and take the opportunities that are presented to them.

“Everybody’s opportunities are different, and if you’re presented an opportunity, take it,” Devin said. “We’re all busy, I’ve used that excuse my whole life, and still do, but we need to do it.”

Touring packing plants and feedyards, aspects of the industry that might not otherwise be seen, Devin said were some of the most valuable experiences that he had.

“If you ever get the chance to do something like that you need to take it, to see the break line where the carcasses become meat is crazy and just the speed and the accuracy of the whole process is phenomenal.”

Devin said that the most exciting thing about the future of the industry is the record-high demand for beef.

“There’s other protein options, and they’re far cheaper, but demand is still high, and that excites me,” he added. “It speaks highly about the future of our industry. Rebuilding the cow numbers will never go back to what it was because too much land is out of production, but as long as we have the product that sells retail and wholesale at this price point where the cow/calf man and the feeder can make some money -they’re the backbone of our industry.”

“[And] the younger generation loves the grilling, who would’ve thought that brisket would become a favorite cut?” Joann said. “We’re raising a young generation that likes to cook and beef works very well for that for all ages.”

Their final advice reflects on what they’ve learned throughout the ups and downs of ranching.

“I would encourage all producers to join a cattle organization, you need to be involved, you need to toot your own horn because no one else is going to do it for you,” Devin said. “We’re all busy but you need to prioritize where you want to see things end up and part of being involved is promoting a direction you believe in.”

The only thing constant is change. How they manage the ranch daily, how they achieve their operation goals, and how they stay involved in the greater cattle industry, are all ways that the Stephens have embraced change while maintaining the best of their traditions.



Few cattle industry issues carry more history or generate more debate than mandatory country-of-origin labeling (MCOOL). Supporters frame MCOOL as transparent, fair, and loyal to American producers. Opponents point to costs, market disruption, trade retaliation, and government overreach. Each of these positions deserve serious consideration.

As MCOOL is once again being debated, the question is not whether someone supported or opposed MCOOL 15 years ago, but whether reinstating it makes sense under today's labeling rules, consumer behavior, and trade conditions.

Why MCOOL Was Repealed

Federal MCOOL requirements for beef and pork took full effect in 2009 and were revised in 2013. Retail labels identified where an animal was born, raised, and slaughtered.

Canada and Mexico challenged the requirements through the World Trade Organization (WTO). The dispute was not simply about whether consumers should receive origin information. The WTO examined how the regulations operated throughout the livestock and meat supply chain.

Producing the required labels meant cattle and meat had to be identified, documented, and segregated by origin. Those requirements created additional costs for feeding, processing, and marketing imported livestock. They also gave some U.S. businesses an incentive to avoid imported cattle or discount their value. The WTO found that the system treated imported livestock less favorably than domestic livestock. It also questioned whether the information provided to consumers justified the detailed records and segregation required from the industry.

The United States revised the regulations and appealed the WTO findings, but it did not prevail. In December 2015, the WTO authorized Canada and Mexico to impose more than \$1 billion annually in retaliatory tariffs on American products. The proposed retaliation was not limited to beef or livestock. Other agricultural products and manufactured goods were at risk. Canada and Mexico did not ultimately impose those tariffs because Congress repealed the beef and pork requirements before any retaliation began.

The repeal was not a finding that consumers had no interest in origin information. Nor was it a declaration that American cattle producers lacked legitimate concerns. Congress acted after the United States exhausted its appeals and faced legally authorized retaliation against a broad range of American industries.

That history still matters. Reenacting a substantially similar system would not erase the WTO decisions or the possibility of another trade challenge.

Consumer Surveys vs. Purchasing Habits

Surveys regularly find that consumers want to know where their food comes from. USDA research conducted during development of its new voluntary labeling rule found that most consumers believed a "Product of USA" label meant the animal was born, raised, slaughtered, and processed in the United States.

That is useful information. It confirms that labels should be clear and truthful. However, it does not tell us where origin ranks when consumers make an actual purchase.

There is a difference between asking, "Would you like to know where your food comes from?" and asking someone to choose between two packages with different prices, grades, cuts, brands, and production claims. Most people will say yes to more information when receiving it carries no visible cost.

There are a multitude of labels on retail products today, but industry label use does not always reflect consumer demand. When consumers are required to weigh competing attributes, taste, freshness, and price consistently rank above origin and traceability. Origin still matters to some shoppers. It simply is not the first consideration for everyone.

Broad survey support should not automatically be interpreted as a willingness to pay for a mandatory system. Consumers are not one uniform group. Some actively seek American-origin products and will pay more for them. Others focus on price, quality grade, cut, convenience, brand, or production practices. Ultimately the market will reflect consumers' priorities.

How The New Product of USA Rule Changed the Debate

One of the strongest arguments for MCOOL involved a loophole in the old “Product of USA” (POTUSA) standard. Under the previous USDA policy, imported meat could qualify for the label after being repackaged or minimally processed in a federally inspected U.S. facility. A consumer could reasonably read “Product of USA” and believe the animal had been raised here, even when it had not.

That loophole is now closed.

Since January 1, 2026, the voluntary “Product of USA” and “Made in the USA” claims may be used on a single-ingredient meat product only when the animal was born, raised, slaughtered, and processed in the United States. Those using the claim must keep records supporting it.

Imported meat cannot carry an unqualified “Product of USA” or “Made in the USA” claim. A business may use a narrower, accurate statement describing what occurred, for example a label could say that imported meat was sliced and packaged in the United States but could not represent that meat as a Product of USA.

This is different from MCOOL. The new POTUSA rule does not require an origin statement on every package. It does, however, correct the misleading use of a label that became central to the MCOOL debate.

American producers now have access to a federally defined label that means the animal was American, from birth through processing. Consumers who care about that information can look for the label. The industry can respond when customers demand it by more broadly adopting the voluntary label.

The rule has been fully operational for only a matter of months. That is not much time to judge how retailers, processors, and consumers will respond. Before creating another mandatory recordkeeping and segregation system, we should study whether the new label gains market share, earns a premium, and returns value to cattle producers.

Beef Operates in a Global Market

The United States produces some of the highest-quality beef in the world. That strength supports both domestic demand and valuable export markets.

The United States also imports beef. Much of it is lean, grass-fed product used with domestic trimmings to produce ground beef. At the same time, the United States exports higher-value cuts and products that earn strong returns in overseas markets.

In 2024, the United States exported approximately 3 billion pounds of beef and imported more than 4.6 billion pounds. USDA forecasts 2026 imports above 6 billion pounds as domestic cattle supplies remain tight.

Imports and exports serve different needs within an international market. Trade helps balance cuts, fat-to-lean ratios, seasonal supplies, and consumer preferences. Export demand also adds value to portions of the carcass that may bring less in the domestic market.

Trade questions are especially important right now. The first six-year review of the U.S.-Mexico-Canada Agreement (USMCA) took place July 1, 2026. The United States did not

The South Dakota Cattleman

agree to renew USMCA in its current form. The agreement remains in force, but negotiations with Canada and Mexico continue. Agriculture, supply chains, and market access are part of those discussions. Introducing a policy tied to a trade dispute the United States previously lost could complicate those negotiations. It could also invite challenges under USMCA, the WTO, or other trade agreements.

Trade concerns do not have to override every domestic policy goal; but they do need to be part of an honest accounting of the costs and risks.

SDCA Policy Starts with Members

The South Dakota Cattlemen’s Association supports voluntary country-of-origin labeling but does not support MCOOL. Members developed that policy based on concerns that a mandatory system could create more compliance costs and trade exposure than value for cattle producers.

SDCA reviews its policies each year. Members who support MCOOL, oppose it, or remain undecided are encouraged to participate. Ask how a proposal would be enforced. Ask who would pay for segregation and recordkeeping. Ask whether a premium would reach the cow-calf producer. Consider how the rules would withstand trade scrutiny. Study how the new Product of USA label performs in the marketplace.

We look forward to this discussion as well as new policies brought forward by members, and a review of all the association’s policy resolutions at the annual meeting held during convention.



A Critical Thinking Challenge

Where do you stand on MCOOL? What would cause you to reconsider your position?

If you support MCOOL, would documented compliance costs, limited producer premiums or renewed trade retaliation change your view? If you oppose it, would strong consumer demand, measurable producer value or shortcomings in voluntary labeling cause you to reconsider?

If the honest answer is “nothing,” the position may be rooted more in identity or tradition than analysis.

Critical thinking does not require abandoning a longstanding belief. It requires understanding the strongest arguments on both sides. It means admitting where our knowledge may be incomplete. It also means staying curious enough to follow the evidence when it challenges what we have always believed.



Born. Raised. Harvested. Processed.

Why MCOOL remains difficult to implement

The structural problem is the integrated North American cattle industry.

A steer may be born in Canada, fed in South Dakota, slaughtered in Nebraska and processed or sold somewhere else. To place all of that information on the package, the industry must preserve the animal's origin identity through each transaction and production stage.

Handling mixed-origin cattle creates additional scheduling, documentation, storage, and labeling costs. Packers can avoid those costs by processing only U.S. origin animals or by limiting the days they accept imported cattle. That can lead to discounts for imported animals even if the regulation uses identical language for domestic and foreign products.

WTO rules consider the measure's actual competitive effect, not merely whether its text appears neutral. A new rule could therefore face the same challenge if it again caused businesses to avoid or discount Canadian and Mexican cattle.

Does compliant MCOOL meet supporters' expectations?

A slaughter-based label would probably present less trade risk. Beef from an animal slaughtered in the United States could be labeled as U.S. product regardless of where the animal was born or raised. That approach follows the long-standing principle of "substantial transformation" and would allow imported cattle to compete more evenly with domestic cattle.

The obvious drawback is that it would not meet the expectations of many MCOOL supporters. They generally want the label to distinguish beef from animals born and raised in the United States, not simply slaughtered here.

That creates the central policy tension: the more detailed the mandatory label becomes, the more tracking and segregation it requires. The more segregation it requires, the greater the risk that imported livestock will be placed at a competitive disadvantage.

Where the Product of USA rule fits

The current voluntary Product of USA rule avoids much of this problem. Every product may still be sold, but only qualifying products may use the U.S.-origin claim. Companies that see consumer demand can establish the records and segregation necessary to make that claim. Those costs are tied to a voluntary marketing decision rather than imposed on the entire supply chain. If consumers demonstrate that verified U.S. beef commands a premium, packers and retailers will have an economic incentive to expand these voluntary programs.

That does not guarantee the POTUSA rule will never face a trade challenge. Mexico objected when USDA adopted it. Its voluntary nature and truthful-claim objective, however, give it a stronger defense than the former mandatory system.

A WTO-compliant MCOOL is not legally impossible. But a mandatory system requiring birth, raising, and slaughter information continues to carry substantial trade risk because the underlying supply-chain integration has not changed. A less detailed disclosure could reduce that risk but would provide less than what traditional MCOOL advocates seek.

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Affiliate Snapshot

Sioux Basin Cattlemen Annual Summer Tour Highlights Industry Innovation



The Sioux Basin Cattlemen's Affiliate held its annual Summer Tour on August 13, bringing members together for an afternoon of learning, networking, and firsthand looks at local livestock operations. The tour highlighted the diversity and innovation within the region's beef industry while providing participants with an opportunity to connect with fellow producers.

Stops included 605 Sires in Marion, where attendees learned about the operation's growing genetics program, and the Matt Loewe Feedlot in Lennox, which offered insight into feedlot management practices. The day concluded with a delicious supper at Good Earth Farm, giving members time to visit, make new connections, and enjoy great food, drinks, and fellowship.



REBUILDING AMERICA'S COW HERD STARTS WITH GRASSROOTS

Senator Mike Rounds

Anyone who has spent time around cattle understands one simple truth: no grass means no cattle.

For generations, America's farmers and ranchers have produced the highest-quality beef in the world while caring for the land that makes it all possible. Through droughts, floods, extreme temperatures, volatile markets and countless other challenges, cattle producers have continued doing what they do best: raising cattle and delivering safe, affordable, American-raised beef to families across the country and around the world.

Flash forward to today: the United States is losing an average of 2 million acres of grassland each year. At the same time, the United States cattle herd is at its lowest level since 1951. USDA estimates there are just over 86 million head of cattle and calves nationwide, nearly 30 million fewer than its peak in the mid-1970s. This presents a grave threat to our nation's cattle market, and a real issue for our producers who are working hard to rebuild and move forward in a volatile market.

Every producer knows there isn't a quick fix. Regardless of the market signals, without enough grazing land, rebuilding the domestic cow herd becomes a lot more difficult.

I've had the same conversation repeatedly with producers across South Dakota: many acres in our state simply aren't living up to their potential in annual crop production. Some fields are highly erodible. Others struggle through dry years or consistently underperform. Not every acre should be expected to do the same job, and some land is

simply better suited for grass.

These conversations are what inspired my new legislation, the Rebuilding America's National Cow Herd (RANCH) Act.

Current farm policy provides producers with plenty of tools to keep land in crop production, or out, but there's a gap. The RANCH Act fills that gap by creating a voluntary Ranchland Program that helps producers restore eligible marginal cropland to grasslands for grazing.

Most importantly, those struggling acres remain working lands, even though they're no longer used explicitly for crop production. The RANCH Act is not about taking land out of agriculture. It is about using land in a way that makes the most sense for each specific operation. The cattle continue grazing, and the land that works continues to grow the food we need for our world.

When producers have the flexibility to match the right use with the right acres, the benefits extend well beyond the ranch gate. Healthy grasslands improve soil health, reduce erosion, increase water infiltration and make working lands more resilient during drought. They also provide the habitat that supports pheasants, deer, upland birds, pollinators and countless other wildlife species that are part of our rural landscape. Those of us who hunt, fish and enjoy the outdoors understand that healthy wildlife populations thrive on a balanced working landscape. The RANCH Act takes steps to provide that.

The program is also intentionally structured to encourage enrollment of the right acres, not the most productive

ones. Annual rental payments are set at 75 percent of the county average dryland cash rental rate because producers continue generating value by grazing livestock on the land. That approach helps make the transition cost-friendly, while making sure the program targets marginal cropland where perennial forage often provides the greatest long-term return for both the producer and the landscape.

While the RANCH Act is aimed at helping cattle country, the benefits extend well beyond. American families deserve access to safe, affordable, American-raised beef, and this access begins with the ability to produce that food here at home. While rebuilding the domestic herd won't happen overnight, expanding our grazing base is an important step toward strengthening the long-term supply of high-quality beef and making sure America remains the world's leader in beef production.

The RANCH Act is also intentionally targeted toward young cattle producers, many of whom are looking for a way to get started or expand their operation. Families are searching for opportunities to keep sons and daughters involved in agriculture. Every additional grazing acre creates another opportunity to support livestock production and strengthen the future of family ranching. Supporting the industry leaders of tomorrow is just as

important as rebuilding the cow herd of today.

A strong cattle industry supports veterinarians, livestock auction markets, feed suppliers, equipment dealers, processors, truck drivers, local restaurants, schools and countless small businesses across rural America. As the domestic herd grows, so does demand for American-grown grain and forage, strengthening markets for crop producers and reinforcing the close partnership between farming and ranching. Strong cow-calf operations help keep rural communities vibrant and make sure agriculture remains the economic backbone of our part of the world.

The RANCH Act reflects the ideas, experience and practical knowledge of ranchers who understand what it takes to raise cattle and take care of the land. It recognizes that conservation and production are not competing priorities they go hand in hand. Healthy grasslands support healthy cattle, healthy wildlife populations, and healthy rural communities.

Rebuilding America's cow herd won't happen because Washington has all the answers. It will happen because we trust the people who know the land best and give them the tools to make the decisions that are right for their operations. When farmers and ranchers succeed, we all succeed.

Keeping Conservation Grounded in Working Lands

South Dakota cattle producers understand that grazing is not separate from conservation. When managed responsibly, cattle stimulate plant growth, cycle nutrients, improve water infiltration and help maintain healthy, productive grasslands. Conservation is strongest when it keeps farmers and ranchers on the land and allows those acres to remain working.

The South Dakota Cattlemen's Association appreciates Senators Mike Rounds and John Thune for advancing proposals that recognize the connection between conservation and cattle production. Their efforts are prompting an important discussion about how federal programs can improve access to grazing, support working lands and give producers greater opportunity to retain cattle and responsibly rebuild the nation's cow herd.

Senator Rounds' recently introduced RANCH Act proposes a new approach aimed at converting qualifying cropland, particularly marginal acres, to perennial grass suitable for grazing. The proposal has drawn attention to the challenge producers face in finding affordable grazing acres and the need to ensure conservation programs recognize livestock production as a compatible and beneficial use of the land.

Senator Thune's CRP Improvement and Flexibility Act, which is being included in the Senate version of the Farm Bill would improve the existing Conservation Reserve Program. The bill would provide cost-share assistance for fencing

and water infrastructure when grazing is included in an approved conservation plan. It would increase CRP's annual payment limitation from \$50,000 to \$125,000 to account for inflation, restore certain mid-contract management payments and permanently establish the State Acres for Wildlife Enhancement practice under Continuous CRP. It would also allow additional emergency haying flexibility when certain conditions are met, and state technical committees are consulted.

These proposals reflect growing interest in making federal conservation programs more responsive to cattle producers. They also raise questions SDCA members should consider. Should Congress create new programs, improve existing ones, or combine the strongest elements of both approaches? How should grazing access, rental rates, acreage limitations, program costs, and long-term land-use commitments be balanced? How can programs encourage grassland conservation without unnecessarily removing productive acres from agriculture or distorting local land markets?

As more legislation emerges in this space, SDCA's grassroots policy must provide clear direction. Members will have an opportunity at the upcoming annual convention to discuss how conservation programs should support working lands, grazing access, and cattle production. Their input will guide SDCA's evaluation of current and future proposals.



SDCA *Working for You*

Taya Runyan, SDCA Executive Director

NCBA SUMMER BUSINESS MEETING RECAP

Cattle industry leaders gathered in Denver this summer for Summer Business Meetings. NCBA policy priorities don't begin in Washington, D.C., and they don't originate in NCBA's offices. They begin with cattle producers. State cattlemen's associations including SDCA brought forward ideas, debated solutions and helped shape policies on issues that matter to producers across the country.

There were a total of 83 resolutions and directives renewed and or passed. The next step is the member mail ballot, where every member in good standing with NCBA will be eligible to fill out a ballot to overturn any of the policies passed.



*Scan the QR code to review
the 2026 resolutions.*

CATTLEMEN'S LEADERSHIP ACADEMY

In late August, participants will gather in Spearfish to kick off Seminar III. This Seminar includes a west river tour and a focus on community outreach. Starting at Fredrickson Ranch, the group learned about navigating forest service permits and how ranching in the Black Hills has different challenges and opportunities. Classroom time was focused on understanding different audiences and communication strategies. SDBIC Executive Director Jon Dilworth was on hand to talk about how to plan community events, key objectives for outreach efforts, and resources available! Each participant will be putting these lessons in action by planning and executing a community event of their own to educate and promote beef and the beef industry.

In this Seminar we also explored the different ways to be a leader within the industry. Beyond roles in advocacy, business, and policy the group learned more about opportunities to serve related to research, promotion, and education such as the SDBIC, Cattlemen's Beef Board, and the Federation.

We are especially grateful for the support of our sponsors for this Seminar including SDBIC, Ag Foundation, Poet, SD Corn, and Farm Credit Services of America.

DAKOTAFEST

SDCA rolled out a whole new Beef Booth at the 2026 Dakotafest. The new menu included a Lyon Ranch Beef Burger or Cheeseburger or Cowboy Candy, a savory smoky serving of burnt ends. Thanks to our Director of Outreach, Galle who oversaw the event with an incredible team of volunteers cooking and serving over the three-day event.

On the second day of Dakotafest, SDCA leadership was on hand for the SDFBF Congressional Forum. This is always a valuable opportunity to

hear from our congressional delegation and meet with them and their staff after the event.

Dawn Butzer joined other producers, ag leaders, legislators, and government officials for a USDA Modernization Round Table discussion. Undersecretary Luke Lindberg who is in charge of trade and foreign affairs as well as Dr. Lauren Stump who is in charge of Research, Education, and Economics represented USDA as they gathered feedback on how USDA can improve services and better serve producer.



CATTLEMEN'S COOKOUTS

The SDCA Beef Booth was on the road this summer hosting Cattlemen's Cookouts! The Cookout Committee headed by Drew Edelman, Craig Beiber, Warren Symens, Colby Olson and Troy Hadrick served up meals at the Agtegra Customer Appreciation event in Huron, and the Full Circle Ag dinner at the Brown County Fair. These events not only serve as important fundraisers for SDCA they provide valuable opportunities to meet consumers and fellow producers. We also had the opportunity to send a team of volunteers to assist the Central Cattlemen's Affiliate during the Red Power Roundup in Huron. Thank you to the Committee and all the volunteers who made these events a success.



SDCA POLICY COMMITTEES, STRATEGIC PLANNING & SEPTEMBER BOARD MEETING

The SDCA Board of Directors will host its quarterly meeting in Pierre on September 23 & 24. Day one will include policy chair training, and the group will discuss any new policy that needs to be addressed at convention as well as any expiring policy. The board will also host a strategic planning session to set goals for the upcoming years. Day two will tackle regular board business and a full report of the governance task force that will propose bylaw changes. If members have feedback or ideas on governance, policy or the direction of the association, you are encouraged to reach out to any member of the officer team or your region director.

SDCA ELECTIONS & OFFICER OPENINGS

Region directors can serve three, two-year terms on the board. The secretary/Treasurer can serve two, two-year terms, and the other officers may serve up to four, one-year terms.

Board members whose term is expiring, and is eligible for another term include:

Troy Hadrick (Northern)
Colby Olson (Southeast)
Craig Bieber (President)
Dawn Butzer (VP Membership)

Board members whose term is expiring, and is not eligible for another term include:

Nick Wilkinson (Northeast)
Kory Bierle (Southern)
Devin Stevens (Western)
Vaughn Thorstenson (Secretary/Treasurer)

The position of Vice President is vacant and any member in good standing is eligible to seek this position. If you or someone you know is interested in seeking a position on the board of directors as a regional director or officer, please contact the staff at office@sd cattlemen.org to obtain an application and be connected with the Leadership Recruitment Committee.

for US and South Dakota ag products.

- Globally, 95% of the world's consumers live outside the US. Africa is going to double in population. Brazil outproduced the US in beef production. By 2030 Asia will have the world's biggest middle class.

NOVEMBER ELECTION

The general election will be coming up before we know it! While SDCA does not endorse or provide financial support to candidates as an organization, we reached out to the candidates for statewide office to ask a few questions about issues that might be important to our members and help our members make informed decisions at the ballot box. Keep an eye out for those responses in the Cattle Guard Weekly e-newsletter over the next several weeks.

Updates from Capitol Hill

FARM BILL STATUS

The Senate Agriculture Committee met in early August to consider the Farm Bill. Sen. Thune's MCOOL amendment was added to the bill, but disputes about SNAP prevented the bill from passing out of committee. The Committee is now in recess and Chairman Boozman can call the Committee back to vote to advance the bill out of committee when they return from recess in September.

TYSON RESTRUCTURING

In addition to the closure of the Lexington, Nebraska facility announced earlier this year, Tyson has now announced of the closing its Joslin, Illinois beef plants, and Utah case-ready facility as well as rolled back processing capacity at the Amarillo, Texas plant and announced the sale of their Pasco plant. This restructure comes as producers are being encouraged to rebuild the nation's cattle herd.

SDCA continues to advocate for assistance to allow regional, independent, or producer-owned processing facilities to enter the market and remain competitive. If processing capacity continues to consolidate while we rebuild cattle numbers, producers could face fewer bidders and less leverage when those cattle reach the market.

CORPORATE TRANSPARENCY ACT UPDATE

The U.S. Department of the Treasury's Financial Crimes Enforcement Network (FinCEN) issued a final rule that "permanently removes the requirement for U.S. companies and U.S. persons to report beneficial ownership information to FinCEN under the Corporate Transparency Act. The notice also states, "FinCEN will delete previously reported information by U.S. persons - now exempt from the reporting requirements - from the beneficial ownership information database."

NWS

USDA announced that construction of the sterile fly production facility in Texas is ahead of schedule and is set to open next spring. Once the plant hits full capacity, which is expected by late 2028, it will aim to produce 300 million sterile flies per week.

SD TRADE SUMMIT



SDCA VP of Membership, Dawn Butzer attended the Midwest Agricultural Export Summit on behalf of SD Cattlemen. She shared a few key takeaways from the event:

- US ag exports reached a record \$196 billion in 2022.
- The US lost its biggest market, China, through tariffs and trade policy enacted by the Trump administration. However, US ag exports are the highest they have been in a 5-year period and have increased in value by 7%.
- Due to the loss of the China market, ag industries have procured new markets. The world marketplace as a whole has elevated its pocketbook. They can afford better cuts. For example, new emerging markets include; Columbia, SE Asia and Central America.
- Guatemala loves prime beef.
- Quality and reliability are what has created the demand



COULD IT BE ANAPLASMOSIS? DIAGNOSIS IN BEEF CATTLE

Russ Daly, DVM, MS, DACVMP

South Dakota State University Extension Veterinarian

Cow-calf producers are hearing more and more about anaplasmosis in recent years. This vector (insect)-transmitted disease has historically been associated with southern US cattle operations, but it's increasingly being found in northern herds.

Anaplasmosis is a bacterial infection of red blood cells caused by the *Anaplasma marginale* germ. These infected red blood cells are removed from the animal's circulation by the spleen. This results in anemia - a significant drop in the number of red blood cells available to carry oxygen to the animal's organs. The signs of anaplasmosis in an animal depend on the severity of this anemia and can include anything from inapparent infection to decreased production (weight gain, reproduction, milk production) to death. The effects of anaplasmosis are apparent in adult (> 1 year of age) cattle but not calves.

As blood-borne germs, the *Anaplasma* bacteria are transmitted by actions that move blood between an infected and a non-infected animal. This normally occurs through bites from ticks and biting flies, but people can move the germ between animals by reusing needles, tattoo pliers, and similar instruments. Infected cows can transmit the bacteria to their calves during gestation. Once infected, cattle are considered lifetime carriers.

There are various reasons to pursue the diagnosis of anaplasmosis in an individual animal or herd. Laboratory diagnosis of most cattle diseases centers around either: 1) detecting the germ in the animal, or 2) measuring the animal's immune response to infection. Anaplasmosis is no exception.

When anaplasmosis is suspected as the cause of illness in an individual cow or bull, veterinarians will first assess the level of anemia present since the destruction of red blood cells is the disease's primary feature. Anaplasmosis is unlikely as a cause of overt illness in an animal without anemia. Severely anemic animals sometimes are apparent upon examination - showing pale gums and a weak thready pulse. Laboratory assessment of anemia is a simple process that requires a whole blood sample (unclotted - collected in a purple-top tube with anticoagulant) using in-house equipment. A "packed cell volume" result is obtained which is simply the percentage of the blood sample comprised of red blood cells - a low result indicates anemia.

Anemia can be caused by conditions besides anaplasmosis, so further testing is necessary. The same whole blood sample can be smeared, stained, and observed under a microscope: the *Anaplasma* bacteria can be visualized in the periphery of individual red

blood cells. This is usually considered a "rough" diagnosis, however: affected animals may be too early in the stage of the disease for sufficient bacteria to show up; staining problems and the presence of non-pathogenic bacteria can also create inaccurate results.

Blood testing for the presence of antibodies against *Anaplasma marginale* is usually more straight-forward. Veterinarians take a serum sample (allowing the blood to clot in a red-top tube) and send it to a laboratory such as the SDSU Animal Disease Research and Diagnostic Laboratory. A serology procedure called a competitive ELISA test is run and gives a positive or negative result for the presence of antibodies specific to *Anaplasma*. This cELISA is quite reliable but is also subject to a small percentage of inaccuracies, usually due to the test detecting proteins other than the *Anaplasma* antibodies.

Fortunately, a confirmatory Polymerase Chain Reaction (PCR) test can then be run on blood from the same animal (whole blood is required for this test, however, which is also run at veterinary diagnostic laboratories). This procedure is very specific for *Anaplasma marginale* but is not used as a front-line test due to its cost. This test is also useful for diagnosing anaplasmosis in dead cattle; a sample of the animal's spleen is typically used.

These tests can be valuable beyond individual suspect cases. When anaplasmosis is diagnosed in a herd for the first time, producers and their veterinarian may want to assess the level of infection in healthy herdmates. Serology using the cELISA is helpful in these cases (with follow-up PCR confirmation if necessary). Veterinarians use these results to determine the best course for future herd management. Animals that are positive for *Anaplasma* antibodies are considered carriers. They may stay subclinical for their lifetimes, but are potential sources of the germ for others, including their own calves.

Serologic testing is also valuable to assess the anaplasmosis status of newly purchased bulls, heifers, or cows - especially valuable for evaluating animals originating from anaplasmosis-endemic areas of the country.

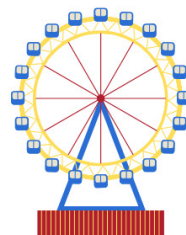
Your veterinarian is your best source of information about anaplasmosis and your herd's relative risk for the disease. While the disease can be severe for infected herds, the good news is there are reliable tools available to help detect and characterize anaplasmosis in individuals and herds.



FOR THE

CATTLEKIDS!

FAIR EDITION



THE STEER'S EAR TAG; THE EXHIBITOR'S HAT; THE JUDGE'S CLIPBOARD/
RIBBON; THE FERRIS WHEEL CARS; THE WATER TOWER/SILO;
MICROPHONE; A PITCHFORK; THE SHAPE OF THE CLOUD

Can you spot the 7 differences?

Affiliate Snapshot



McCook-Miner-Lake Cattlemen Host Annual T-Bone Golf Classic

The McCook-Miner-Lake Cattlemen's Affiliate hosted their annual T-Bone Classic Golf Tournament on July 10th with another year of sold-out attendance! Fifty-seven teams and 228 golfers took on the Madison Country Club and enjoyed a full day of golfing and good conversation while reconnecting with old friends and shaking new hands. The highlight of the day for many participants was a delicious t-bone steak supper served at the clubhouse courtesy of local beef producers. While everyone was a winner in our book for showing up and supporting the South Dakota cattle industry, the top performing golfers were Wyatt Walter's team. Congratulations to all the golfers and the McCook-Miner-Lake Affiliate on another successful tournament!



South Dakota Corn Growers Association Push for Common-Sense Reform in the Farm Bill

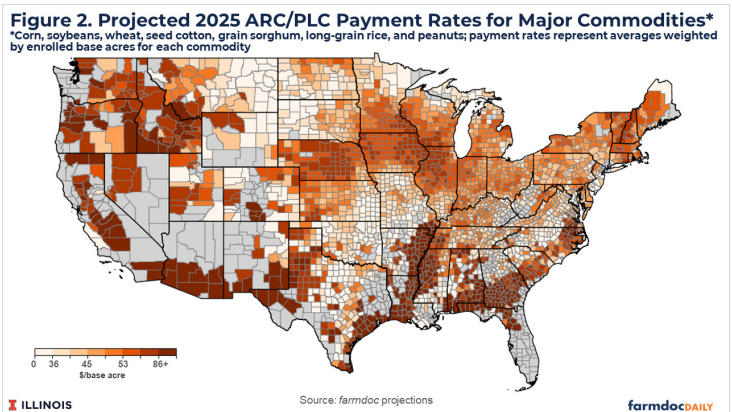
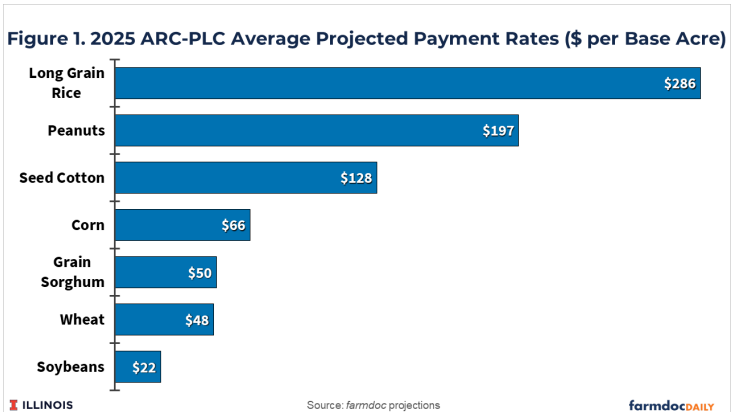
This fall, the U.S. Department of Agriculture is expected to make nearly \$16 billion in payments to farm operations, as illustrated by Figure 2.1 Those payments are for the 2025 program year and are estimated in Figure 1.2 Price Loss Coverage (PLC) makes payments when market year average prices are below reference prices. Agriculture Risk Coverage (ARC) makes payments when revenue is below county benchmarks.

Payments will be made on “base acres”, which intentionally are not aligned with the crop actually planted on those designated acres. In the One Big Beautiful Bill (BBB), Congress reauthorized this policy design through 2031, while at the same time significantly increasing payment rates on southern base acres of seed cotton, rice, and peanuts (P.L. 119-21).³ These acres can be planted to other crops such as corn or perhaps even not planted to a program crop at all. In some very limited areas, the enrolled base acres are no longer even used to farm. In the end, it is no exaggeration to say that much of existing base acres represent farming decisions that are from the last century. Simply put, base acres do not match planted acres.

While this design allows some flexibility in farmer planting

decisions, it also permits—and possibly encourages, depending on the combination of payments and economic realities—a farmer to supplement the income from one crop with the payment of another. This means South Dakota corn farmers are competing against corn acres in other parts of the country that are potentially receiving a much higher payment on an acre that is currently enrolled in the safety net, for instance, as a cotton acre.

Since the 2018 farm bill process began, the South Dakota Corn Growers Association (SDCGA) has been pushing for a mandatory base acre update to better align base acres with those actually planted. We have encouraged like-minded corn states to help support at the federal level this effort and most recently, the National Corn Growers Association fine-tuned its policy book to read, “We support a one-time nationwide mandatory base acre update as determined by recent planting history to level the playing field amongst planted commodity acres and establish added base acres in an equitable manner.” The SDCGA will continue to advocate for a modernization of the farm bill safety net on behalf of its grower members.



SDCA Welcomes New Ag Leaders

Agriculture is strongest when we work together. While each commodity organization represents a distinct segment of South Dakota's agricultural industry, the issues affecting one often have implications for us all, from legislative and regulatory challenges to consumer trust, market access, and the future of our rural communities. The South Dakota Cattlemen's Association values its partnerships with fellow agricultural groups.

Two of our longstanding partners, South Dakota Pork and South Dakota Soybean, saw changes to their executive leadership over the summer. We extend our thanks to Glenn and Jerry for their leadership and friendship over the years and welcome Tina and Kevin, we are excited to work together in the years to come on many of our common priorities.

South Dakota Pork Producers Council



2026 brought big changes to SDPPC. After 15 years as the Executive Director, Glenn Muller retired on June 30th. SDPPC wants to thank Glenn for his knowledge, dedication and

commitment to not only the pork producers of South Dakota but to the entire South Dakota ag industry. He will be missed but we are so happy he will get to enjoy more time with his family and on his farm.

As of July 1st, Tina Erickson was named SDPPC's Executive Director. Tina has been with SD Pork for over 4 years and during that time served as its Director of Membership, Outreach and Engagement. Tina is looking forward to continuing the success and legacy Glenn instilled within SD Pork as well as bringing a new perspective to an ever-changing industry. The goal remains the same and that is to advocate for and support our pork producers.

Tina works closely with our other SDPPC staff members; Stephanie Fox, Director of Operations and Abbey Riemenschneider Director of Programs and Communications. We are also happy to announce the addition of Ava Saxe. Ava joined us in August as the Director of Membership, Outreach and Engagement.

South Dakota Pork Producers Council will be celebrating Pork month in October. Look for them at various grocery stores across the state serving delicious pork samples and providing amazing recipes or you can go to our website

at sdpork.org for further information. October is also Downtown Pork Showdown month. Take the time to go enjoy various pork entrees created specifically for this competition by some of South Dakota's top chefs in various restaurants throughout downtown Sioux Falls.

South Dakota Soybean Association



In June, Jerry Schmitz, executive director of the South Dakota Soybean Association (SDSA) and South Dakota Soybean Research and Promotion Council (SDSRPC),

was recognized as the 2026 South Dakota Governor's Agriculture Ambassador for his outstanding leadership and service to agriculture. After decades of dedication to soybean farmers, Schmitz retired in July, leaving behind a lasting legacy that helped shape South Dakota's soybean industry.

A lifelong farmer, Schmitz was instrumental in founding the South Dakota Soybean Association in 1982 after helping organize more than 200 growers to establish the organization. His leadership, vision and commitment guided the association from its volunteer beginnings to the strong organization it is today. Throughout his career, Schmitz served as SDSA president before becoming executive director of both SDSA and SDSRPC eight years ago. He also played a key role in expanding global markets for South Dakota soybeans by building relationships with international customers, hosting trade teams on local farms and promoting increased domestic demand through livestock production and new soy-based products.

Schmitz's retirement marks the beginning of a new chapter for South Dakota Soybean, as Kevin Scott transitions into the Executive Director role. A soybean and corn farmer near Valley Springs, Scott brings more than 20 years of soybean leadership experience, including serving as president of both the South Dakota Soybean Association and the American Soybean Association. He has also held leadership roles with the U.S. Soybean Export Council, Ag Rail Coalition and United Soybean Board. Scott and his wife, Jannell, have farmed together for 45 years and have six children and six grandchildren. His experience and commitment position him well to continue building on the strong foundation established by Schmitz.

COW AND HEIFER VALUES

Matthew Diersen, PhD

Griffith Chair in Agricultural Finance at South Dakota State University

The mid-year *Cattle* inventory report from NASS continues to reflect the difficulty U.S. producers face when trying to expand beef operations. While the total cattle inventory was higher compared to July 1, 2025, the number of beef cows was lower and not offset by the small, absolute level of beef replacement heifers. More milk cows and slower turnover levels by feedlots were responsible for the overall inventory increase. The continued smaller calf crop continues to send price signals to cow-calf producers that expansion is warranted. Conversations and questions have centered on how long the cattle cycle will extend and what it will mean for cow and replacement heifer values.

At the national level the price for cutter cows has been higher than year ago levels throughout the first half of 2026 (see figure). There is often strong seasonality in cull cow prices, with summer highs and winter lows. Cull cow prices have been harder to follow since the Agricultural Marketing Service (AMS) stopped reporting cow prices locally in late 2024. Our students have been collecting cull cow prices from Sioux Falls Regional Livestock (SFRL) to maintain a local look at prices. The monthly average of black-hided cows weighing 1,500 to 2,000 pounds has fluctuated like the national prices and peaked at \$189.07 in May of 2026.

The value of cull cows relative to the value of other slaughter cattle can give insights into the relative demand for lean beef to that for all beef. The SFRL cull cow price relative to the SFRL price for Choice 2-3 steers in July of 2026 was 0.71. That ratio averaged 0.73 for the first half of 2026. That ratio averaged 0.60 from 2021 through 2025. The recent ratio would give some indication of the value of cull cows relative to the live cattle futures through 2027. Because the ratio moves around, it results in messy hedges of cull cows against the futures market. Using some tools, such as out-of-the-money put options, could still be effective to manage risk. However, a risk premium would be warranted to compensate for basis risk.

The other end of the continuum for beef cows would be replacement heifers. South Dakota has many large auction locations, and many have AMS-reported feeder cattle prices. The available prices for replacements would come from feeder cattle auctions. Sales receipts across all reported locations were compiled from July of 2025 through June of 2026. Throughout that span, heifers made up 40 percent of sales receipts. Thus, producers were holding back heifers for use on their own operations.

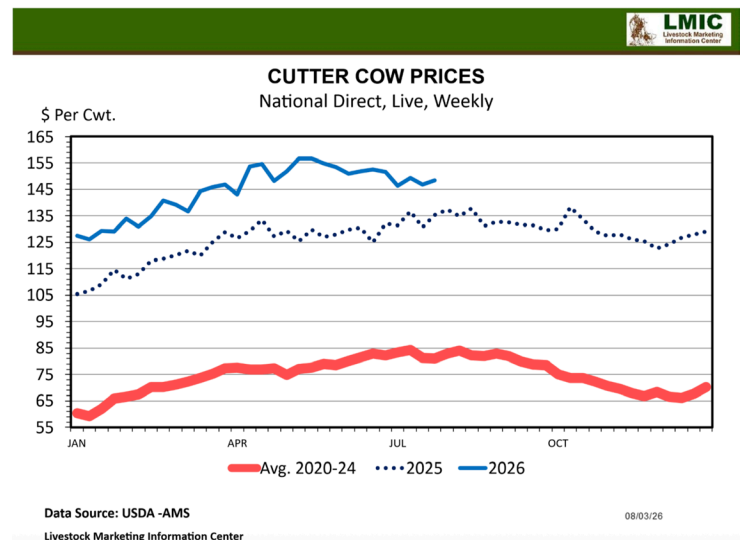


There is not much variation in the share from month to month. The share is also consistent with the national heifer mix on feed.

When were replacement heifers sold last year in South Dakota? Separating the sale receipts of heifers by lot description can be done to compare the ratio of replacements to those with no description. For the span, replacements

were 11 percent of the heifers sold. There was some seasonality in receipts. There were few replacements in July through September of 2025. Replacements peaked at 20 percent in February of 2026 and were still 17 percent in March of 2026. Comparing prices should be done carefully. Replacement heifer prices are often quoted per cwt, but can also be quoted per head. Often it is possible to find replacement heifers trading at a premium to other heifers. At times, the replacement heifer values approach those of steers at the same weights.

Conceptually, cows and replacement heifers can be valued as the discounted values of their future calves. Thus, the stage of the cattle cycle and expected calf profits matter. When the cycle peaks, future calf profits would be expected to be lower than current profits. Interest rates, through the discount rate, also matter. Higher interest rates mean that cow values would be lower than if rates were lower. Finally, there are some locations nationally with more detailed reports focused on replacement animals. Joplin, Missouri; Dodge City, Kansas; Oklahoma City, Oklahoma; and other states have AMS reports with weight and age breakdowns for bred heifers and bred cows. These are compiled by and available from the LMIC.



Kinzie



Sweet BBQ Meatloaf

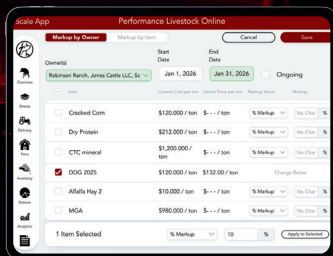
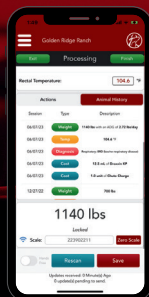
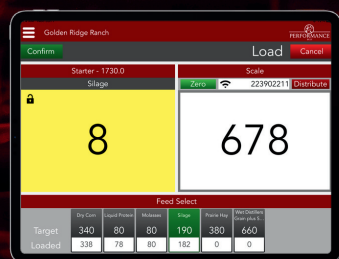
Ingredients

- 2 tablespoons Kinzie Sweet BBQ Sauce
- 1/3 cup plain dried breadcrumbs
- 1 teaspoon kosher salt
- 1/4 teaspoon chili powder
- 1 teaspoon black pepper
- 1 teaspoon ground cumin
- 1 teaspoon garlic powder
- 1/2 teaspoon onion powder
- 1/4 cup milk
- 1 large egg, beaten
- 1/2 tablespoon Worcestershire sauce
- 1 pound 80/20 ground beef
- 1 small yellow onion, finely minced
- **Topping:** 2/3 cup Kinzie Sweet BBQ Sauce, divided

Instructions

1. Preheat the oven to 350°F and prepare a rimmed sheet pan lined with foil or parchment paper.
2. In a large mixing bowl, combine ground beef with Kinzie Sweet BBQ Sauce, breadcrumbs, salt, chili powder, pepper, cumin, garlic powder, onion powder, milk, egg, and Worcestershire sauce. Mix until evenly combined.
3. Transfer the meat mixture to the prepared pan and shape it into a narrow loaf.
4. Pour half of the Kinzie Sweet BBQ Sauce over the meatloaf, spreading evenly to coat.
5. Bake for 35 minutes, then remove from the oven and pour the remaining sauce over the top.
6. Return to the oven and bake for an additional 25 minutes.
7. Allow the meatloaf to rest for about 15 minutes before slicing to lock in juices.
8. Serve slices of meatloaf with your favorite sides, such as mashed potatoes or roasted vegetables.

HOW 4,500+ CATTLE PRODUCERS STAY SANE



SCAN TO TRY
PERFORMANCE
BEEF



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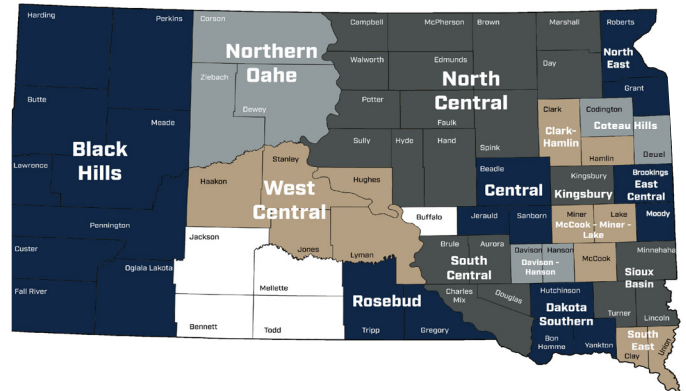
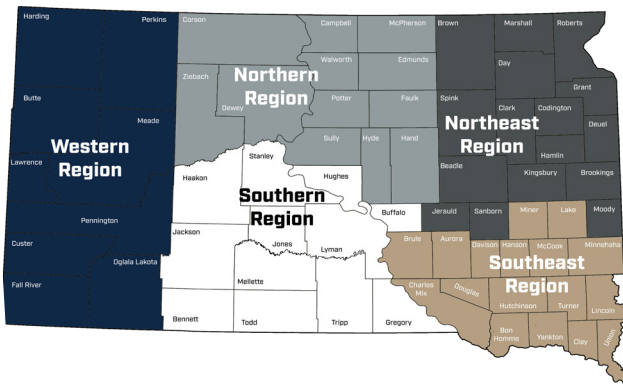
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