51st Annual Fallon Bull Sale

The 51st Annual Fallon All Breeds Bull Sale is coming soon. The sale will be held February 18, 2017 at the Fallon Livestock Exchange at 11:00 a.m. For the past 50 years, producers from Nevada and the surrounding states have worked to bring the best quality range ready bulls and participate in the sale. Bulls range from yearlings to two-year olds of different breeds are bought and sold at the annual sale.

Last year the sales of 113 high quality bulls came to a total of $496,000.00, with a Sale Average of $4,389.38. Breed Averages included: Angus for $4,396.34; Red Angus for $2,950.00; Charolais for $4,541.67; and Herefords for $4,723.68.

Consignments for this year’s sale close December 1, 2016 and are filling fast. For consignment information, please contact the NCA office.

If you have questions regarding the sale or would like a copy of the sale catalog please contact the sale office at 1-775-738-9214 or email the sale secretary at nca@nevadabeef.org. The catalog will also be posted on the Nevada Cattlemen’s Association website www.nevadacattlemen.org

Nevada Cattlemen’s Association 81st Joint Annual Convention

The Nevada Cattlemen’s Association is eager to announce this year’s convention. The 81st Annual Nevada Cattlemen’s Association Convention and Trade Show to be held December 1-3, 2016 in Sparks, NV, held in conjunction with the California Cattlemen’s Association. As NCA members around the state gather in Sparks, we will celebrate a lifetime of traditions, revise and review policies, and take a chance to enjoy our friends and neighbors.

At convention members of the Nevada Cattlemen’s Association, guest speakers and vendors that provide services to the beef cattle industry will join together to celebrate the Nevada Livestock Industry. NCA staff and officers are working hard to provide you with a memorable and educational experience.

Registration for convention will soon be on our website and will also be sent out by mail and email near the end of September. If you are interested in attending and would like more information please call the office at 1-775-738-9214 or email nca@nevadabeef.org. The forms for exhibit booths have already been sent out via email and sponsorships will be out soon. If you did not receive any of these forms and wish to receive one please contact us, we would be happy to send one to you.

The Nevada Cattlemen’s Association would like to thank the sponsors and exhibitors; they help make our event a success.

Committees are soon to meet to discuss new issues or resolutions to be proposed at convention and review past resolutions. These meetings take place to set policies. This is a chance for you to provide input to a committee chairman on any changes to a policy or a new policy that affects our industry and way of life. By participating it is a great way to get involved and have your voice be heard in the policy-making process. For more information on each committee, please contact the Committee Chairs or the NCA Executive Director.

To see a tentative schedule of convention, see page 2 and also please look online on our website, as we are constantly updating the schedule. We look forward to seeing you all at convention!
2 • September 2016  SAGE SIGNALS

SEPTEMBER 1
Fallon Bull Sale Consignments
Open to ALL

SEPTEMBER 7-10
PLC Annual Meeting
Grove Hotel & CenturyLink Arena, Boise, ID

OCTOBER 6
BLM Targeted Grazing Workshop
Nugget Casino Resort, Sparks, NV

OCTOBER 11-13
Conservation Credit Workshops
Locations: Eureka, Elko, and Winnemucca. Please see www.nevadacattlemen.org for more information

OCTOBER 24
Teacher of the Year Nominations Due
See page 3

OCTOBER 25-26
NRST/UNR led ‘Soils, Ecological Sites and State and Transitions Model’ Training
Winnemucca, Nevada

DECEMBER 1-3, 2016
California & Nevada Cattlemen and Cattlewomen Annual Convention
Nugget Casino Resort, Sparks, NV
Tentative Agenda on page 2

FEBRUARY 18, 2017
Fallon Bull Sale
Fallon Livestock Exchange, Fallon, NV
For more information, contact NCA office, 775-738-9214, or nca@nevadabeef.org

MEMBERSHIP UPDATE

We would like to thank the following people for joining or renewing their membership with Nevada Cattlemen’s Association between July 21 and August 21, 2016. (New members are in bold.)

- Phil Allen & Son, Phil & Shannon Allen
- Broken Box Ranch, Jerry & Sherry Maltby
- Peter Ellison
- Four “B” Ranch, Scott S. & Drenda Browen
- Frost Quarter Horses Inc., Karl Baker
- Brian D. Gale
- Jorgensen Charolais, Fred Jorgensen
- Nine Mile Ranch, John & Renae Ugalde
- todd & Ally Sceirine
- Smith Brothers O X Ranch, Paul Smith

Official Publication of the
Nevada Cattlemen’s Association
P.O. Box 310, Elko, NV 89803-310
775-738-9214

David Stix, Jr., President | Sam Mori, Pres.-Elect
Tom Barnes, 1st Vice Pres. | Hanes Holman, 2nd Vice Pres.

Nevada Cattlemen.org
nca@nevadabeef.org

2016 Joint Convention & Trade Show
Tentative Schedule

THURSDAY, DECEMBER 1
7 a.m. – 5 p.m. Registration Open
7 a.m. – 3 p.m. Exhibitor Move-In
10 – 11:30 a.m. Rangeland Resources Commission
11:45 a.m. – 3 p.m. Central Grazing Committee Meeting
1 – 4 p.m. QuickBooks by Cassi Johnson
1 – 2 p.m. Nevada Land Action Association
1 – 4 p.m. CCA/NCA Media Training
2 – 3 p.m. Animal Health & Livestock Issues Committee Meeting
3:15 – 4:15 p.m. Research & Education Committee Meeting
4 – 4:45 p.m. NV CattleWomen’s Executive Committee Meeting
4:30 – 6:30 p.m. Beer Tasting Social hosted by NV CattleWomen’s Association
4 – 5 p.m. YCC Networking in Tradeshow
5 – 9 p.m. Tradeshow Opening Reception & NFR Party

FRIDAY, DECEMBER 2
6:30 – 7:30 a.m. Prayer Gathering
7 a.m. – 5 p.m. Registration Open
7 a.m. – 1 p.m. Allied Industry Council Trade Show
7 – 9 a.m. Breakfast in the Trade Show
7 – 8:15 a.m. Newmont Inspirational Breakfast
7 – 11 a.m. NV Wool Growers Breakfast
7 – 11 a.m. NV CattleWomen’s Breakfast & General Membership Meeting
8:30 – 9 a.m. Legislative Affairs Committee Meeting
9:15 – 10 a.m. General Session 1
10 – 11:45 a.m. NCA Federal Lands Committee Meeting
12 – 1 p.m. Lunch in the Tradeshow
1 – 3 p.m. NV CattleWomen’s Board of Directors Meeting
1:30 – 2:30 p.m. General Session 2
2:45 – 3:45 p.m. Water Law Session 1
4 – 5 p.m. Private Lands, Wildlife & Environmental Management
2 – 4 p.m. Cattlemen’s Poster Session
4 – 5 p.m. Cattlemen’s College Session 1
5 – 6 p.m. Allied Industry Wine & Cheese Reception
5 – 6 p.m. YCC Meeting
6 – 7 p.m. NCA President’s Reception / Cocktail Hour
7 – 11 p.m. NCA Banquet

SATURDAY, DECEMBER 3
7 – 11 a.m. Registration Open
7 – 9 a.m. CattleFax Breakfast
9:15 – 10:15 a.m. Water Law Session 2
10:30 – 11:30 a.m. General NCA Membership Meeting
9:15 – 10:15 a.m. Cattlemen’s College Session 2
10:30 – 11:30 a.m. Cattlemen’s College Session 3
12 – 1 p.m. Beef Promotion Lunch
1 – 4 p.m. NCA Board Meeting

Official Publication of the Nevada Cattlemen’s Association
Hello my friends, this month’s message is a little different in that I wanted to visit with you about an incident that took place in the Wells Resource Area in North East Elko County.

As many of you have heard several horses were found dead and it appears that someone allegedly cut off the access to water and feed sources. At first glance it has been theorized by those who had overall responsibility of these horses that it looks like a crime may have taken place here. What I want to visit with you about is a second crime that did happen, that has admission during these summer months we check our cattle daily to make sure the spring hasn’t run dry and to make sure no one has cut fences or shut gates cutting off their supply of water and food. The tampering with gates and water is a regular occurrence on the public ranges and it is our responsibility to make sure our herds are healthy.

We in the Cattle business have been demonized for many years as a whole for being cruel to our animals. Some, and I mean very few, have given the industry a black eye. However, for the most part and for the last several decades we have had good people out there running cattle and sheep who care for all their animals. I am not afraid to say this either, cattle and sheep are our livelihood and a death by disease or illness is a huge loss and is taken very seriously. This is why we spend millions and millions of dollars every year just to keep our livestock healthy and void of disease. Not to mention that we cannot run our business and at the same time be continually defending ourselves from the public on how we treat our cattle, sheep, dogs and yes horses.

Plainly put “we love our animals.” So here is the problem and why we must all send this message. As cattlemen who raise livestock, and yes horses who are livestock, it is our first responsibility to make sure our animals have an adequate water and food supply. During these summer months we check our cattle daily to make sure the spring hasn’t run dry and to make sure no one has cut fences or shut gates cutting off their supply of water and food. The tampering with gates and water is a regular occurrence on the public ranges and it is our responsibility to make sure our herds are healthy.

So I ask the question again, where were the people who took it upon themselves to take care of these horses?

Oh! And where are the pro wild horse folks?

See you all next month and thanks for the support!

FROM THE DESK OF YOUR NCA PRESIDENT:

DAVID STIX JR.

Seeking Nominations for “Teacher of the Year”

The Nevada Cattlemen’s Association has started their fourteenth annual quest for “Teacher of the Year” candidates. We are asking for your help in soliciting nominations from school principals and fellow teachers. Nominees may include teachers considered in previous years but who were not selected for the award. The deadline for submitting nominations is October 24, 2016.

The winner of this award will receive a $1000 school supply stipend, donated by Nevada Agriculture Foundation. The award recipient will also be recognized during the Nevada Cattlemen’s Association’s annual awards banquet on December 2nd in Sparks, NV.

The nominations must be an elementary, junior high, or high school teacher, who incorporates agriculture into their regular curriculum. For example, a teacher who teaches a one week segment on agriculture and its importance to Nevada.

Anyone may submit a nomination form which is available at www.nevadacattlemen.org, or by sending an e-mail request to nca@nevadabeef.org, or by calling (775) 738-9214.

Nominations may be submitted by email to nca@nevadabeef.org with “2016 Teacher of the Year Nomination” in the subject line; forms may be faxed to 775-738-5208; or sent by mail to, “Teacher of the Year Nomination,” C/O Nevada Cattlemen’s Association, P.O. Box 310, Elko, NV 89803.

Nevada Cattlemen’s Association believes that the future of our industry lies in the education of the generations to come, as we explore new and innovative methods of sustainability. Please help us in our efforts to recognize and support our teachers and their vital efforts in educating our youth.

Thank you in advance for nominating a deserving teacher.

Conservation Credit Workshop

Attention Nevada Livestock Producers that graze on public and private lands, have you ever wondered about the Nevada Conservation Credit System (CCS)?

There have been multiple questions regarding the CCS. The Nevada Cattlemen’s Association in conjunction with the Sagebrush Ecosystem Technical Team will be putting on a series of educational workshops around the state to have information sharing and discussion on the benefits to Landowners that the Nevada Conservation Credit System will provide.

LOCATIONS & DATES:

Eureka, Nevada
October 11, 2016:
3:00 p.m.
Eureka Opera House,
31 S Main St.

Winnemucca, Nevada
October 13, 2016:
3:00 p.m.
University of Nevada Cooperative Extension
Winnemucca Office
1085 Fairgrounds Road

Elko, Nevada
October 12, 2016:
3:00 p.m.
Great Basin College
1500 College Parkway
Lundberg Hall #102

PROGRAM PARTNERS:

Programs for Conservation and Sustainability (P3S) / Cooperative Extension
Nevada Conservation Credit System (CCS)
Nevada Cattlemen’s Association
Sagebrush Ecosystem Technical Team
University of Nevada Cooperative Extension
3:00 p.m.
Elko, Nevada
1085 Fairgrounds Road

WWW.NEVADACATTLEMEN.ORG
SAGE SIGNALS September 2016 • 3
Upcoming Sales

Monday September 12th
Haythorn Ranch  ♦  Ogallala, NE
Bidding Line: (308) 355-7002

Thursday October 27th
Cottonwood, CA  ♦  Catalog Deadline: October 19th

Wednesday November 30th
Nugget Casino & Resort  ♦  Reno, NE
Catalog Deadline: November 11th

Watch & Listen to the sale on the web at: www.wvmcattle.com

For details call (530) 347-3793 or the representative nearest you:

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Gary Nolan
Elko, NV
(775) 934-5678

Steve Lucas
Paradise Valley, NV
(775) 761-7575

Mark Venturacci
Fallon, NV
(775) 427-8713

or email us at wvm@wvmcattle.com

Look for the catalog and videos on our website: www.wvmcattle.com

Market your cattle with the professionals!
Dear Sage Signals Readers,

I have some wonderful news to share!

The BLM will recognize the accomplishments of grazing permittees/lessees and other partners involved with public land management with the presentation of four awards. These four awards highlight outstanding examples of rangeland stewardship. This is the tenth year the Rangeland Stewardship Award has been presented and the first year for the Sage-Grouse Habitat Stewardship Award.

The four awards are:

1. Rangeland Stewardship for a grazing permittee or lessee.
2. Rangeland Stewardship for a collaborative team in recognition of an overall collaborative effort.
3. Sage-Grouse Habitat Stewardship for a grazing permittee or lessee.
4. Sage-Grouse Habitat Stewardship for a collaborative team in recognition of an overall collaborative effort.

This year, 2 of the 4 awards have been awarded to Nevada ranchers! The Mori’s, in Tuscarora Nevada, have won the Rangeland Stewardship award for a grazing permittee and the Shoesole Resource Management Group in Elko County has won the award for Rangeland Stewardship for a collaborative team. I am proud that Nevada ranchers are getting the positive national recognition they’ve earned!!

The Mori Ranch is a multi-generational family owned and operated ranch. They have continually displayed an exceptional willingness to learn about, improve, and maintain excellent rangeland health while maintaining a viable livestock operation. The native vegetation communities throughout the Mori Allotment have sagebrush, perennial bunchgrass and forb components that create not only an intact ecological system, but also productive sage-grouse habitat through the suite of seasonal needs.

The Shoesole Resource Management Group consists of three teams comprised of agencies, individuals, and organizations formed to advise three northeastern Elko County family ranching operations. The Group celebrated its 20th year in the summer of 2016. Agee Smith, Steve and Robin Boies and Domingo and Ruby Uhart are the permittees involved in the Shoesole Resource Management Group.

The Shoesole Group formally meets three times each year. Every spring, the group convenes to plan annual grazing use on the three allotments, with each grazing plan taking into account resource needs in addition to ranch operational limitations and other human factors. The group then meets on the ground for a field tour during the summer, during which various parts of the three involved allotments are visited. The last meeting of the year occurs in early winter, when the group reviews how the previous year progressed and shares lessons learned, monitoring data, observations, and the like.

In addition, I want to share that the Targeted Grazing Demonstration Plots are moving forward, and implementation is still expected in spring 2017. Due to Nevada’s leadership in this effort, the National Targeted Grazing Team has chosen Reno as the location to hold the Public Outreach Workshop associated with Targeted Grazing. This workshop will be at the Nugget on October 6th, and I encourage any of you to attend that can. Please see below announcement:

**MARK YOUR CALENDAR AND REGISTER FOR THE TARGETED GRAZING WORKSHOP:**

**OCTOBER 6 IN RENO, NEVADA.**

The Bureau of Land Management (BLM) was recently tasked with a project to explore the use of strategic targeted grazing to reduce fine fuels that contribute to the severity of wildfires on public, state and private lands. A primary goal of this effort is to identify several demonstration areas for targeted grazing, along with potential incentives for permittees to participate.

The BLM recognizes that the success of this project is impossible without collaboration from all stakeholders. To help craft a successful engagement strategy, the BLM wants to work with a range of stakeholders with a vested interest in these challenging issues.

To help accomplish this, the BLM will be hosting a workshop on Oct. 6 in Reno, Nevada.

To participate and for more information, please register at www.survey¬monkey.com/r/BLMTGWORKSHOP

Thank you, the BLM looks forward to working with you on this important effort.

### Upcoming Training Opportunities!

There will be a NRST/UNR led ‘Soils, Ecological Sites and State and Transitions Model’ training in Winnemucca on October 25 & 26. This course is geared towards permittees, and is a very informative and useful training.

I hope this article was informative, but if it left you with questions, please let me know. As always, feel free to send your feedback, comments, topic ideas and questions by emailing me at kdyer@blm.gov.
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<th>Sheep</th>
<th>Goats</th>
<th>Pigs</th>
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Every Tuesday at 11:00 a.m.

Fallon Livestock Exchange, Inc. is the key market for Nevada livestock producers, and the Home of The Fallon All Breeds Bull Sale every February, and the Silver State Classic Special Calf and Yearling Sale held every December sponsored by the Nevada Cattlemen’s Association

Fallon Livestock Exchange, Inc.
775-867-2020

Monte Bruck, Manager
(775) 867-2020 • (775) 426-8279
WASHINGTON – The Bureau of Land Management (BLM) today moved forward on its collaborative effort to conserve Greater Sage-Grouse and its habitat by issuing Instruction Memorandums (IMs) that clarify how aspects of the BLM’s land use plans will be implemented. These seven IMs relate to oil and gas leasing and development, grazing, and the collection and use of land management data.

“Consistent with our unprecedented cooperation in developing the Greater Sage-Grouse plans, the implementation policies we are releasing today were developed in coordination with our partners in the states and interested stakeholders,” BLM Director Neil Kornze said. “These Instruction Memorandums respond to state and stakeholder desires to see clear and consistent application of our management activities across the western Greater Sage-Grouse states while providing the flexibility needed to respond to local situations and concerns. Although each policy guides the specifics of a single issue in great detail, they all share the same goal of effectively conserving the West’s sagebrush sea for the benefit of the people and animals who depend on it.”

The seven IMs cover:

**Oil and gas leasing and development**: This IM provides guidance on how the BLM will prioritize oil and gas leasing and development in relation to habitat management areas, consistent with its sage-grouse conservation strategy and Greater Sage-Grouse land use plans.

**Grazing permit review priorities**: The BLM’s land use plans commit the BLM to prioritize the review of grazing permits that are located within areas that were identified by a team of state and federal wildlife biologists as the highest quality habitat for breeding populations of sage-grouse. This policy provides further guidance on the considerations and process that should inform that prioritization.

**Grazing management thresholds and responses**: Under the Greater Sage-Grouse land use plans, the NEPA analysis for renewals or modification of grazing permits in priority habitat management areas must consider and may incorporate specific indicators of land health, as well as grazing management responses. This policy provides further guidance as to how and when thresholds and responses should be considered and implemented.

**Adaptive management triggers**: Most plans contain triggers developed with state wildlife agency experts that require the agency to take pre-defined management actions in response to changes in habitat or populations. This policy details how the BLM will proceed with notification and implementation of identified management actions if triggers have been exceeded.

**Disturbance tracking**: The land use plans commit the BLM to tracking disturbance and reclamation of sagebrush habitat. This policy guides the use of tracking tools to help ensure the consistent reporting of habitat disturbances and reclamation success across the Greater Sage-Grouse range.

**Effectiveness monitoring**: This policy explains how data gathered using the BLM’s Assessment, Inventory and Monitoring (AIM) strategy will be pooled to assess how well the BLM is achieving its goals in the land use plans. These reports will use the data gathered under the AIM strategy and disturbance tracking policies and associated monitoring efforts.

**Habitat assessment framework**: Under this policy, the BLM will use Habitat Assessment Reports to gather information about the Greater Sage-Grouse and the health of its habitat into a single report that allows managers to make accurate assessments of habitat conditions at local, regional and range-wide scales.


On September 22, 2015, the Departments of the Interior and Agriculture finalized the Greater Sage-Grouse plans, which included amendments and revisions to 98 BLM and U.S. Forest Service land use plans across the West. The plans, which were developed in cooperation among local, state and federal agencies as well as private landowners, were cited by the U.S. Fish and Wildlife Service as a key reason it found that the Greater Sage-Grouse did not warrant protection under the Endangered Species Act. Information on the plans can be found at www.blm.gov/wo/st/en/prog/more/sagegrouse/documents_and_resources.html.

The BLM manages more than 245 million acres of public land, the most of any federal agency. This land, known as the National System of Public Lands, is primarily located in 12 western states, including Alaska. The BLM also administers 700 million acres of sub-surface mineral estate throughout the nation. The BLM’s mission is to sustain the health, diversity, and productivity of America’s public lands for the use and enjoyment of present and future generations. In Fiscal Year 2015, the BLM generated $4.1 billion in receipts from activities occurring on public lands.
Environmental Groups Hamper Endangered Species Conservation

WASHINGTON (August 23, 2016) – Today, the Center for Biological Diversity along with other radical environmental groups threatened to sue the Department of Interior and Fish and Wildlife Service to force action on 417 proposed listings under the Endangered Species Act, all stemming from a massive lawsuit settlement brokered behind closed doors and without stakeholders at the table.

Ethan Lane, Executive Director of the Public Lands Council and National Cattlemen’s Beef Association Federal Lands, said the behavior of these groups has hampered species recovery by placing arbitrary listing-decision deadlines that leave no time for sound research and science-based decisions.

“This is precisely why the Endangered Species Act is broken,” said Lane. “Groups like the Center for Biological Diversity are attempting to force their agenda on FWS through litigation abuse. Substantive ESA reform is needed now to allow FWS the autonomy necessary to prioritize species conservation according to need, rather than political agenda.”

During the nearly 40 years since the ESA was passed, the Act has a recovery rate of less than two percent and has over 2,000 domestic species listed.

“Attention should be placed on creating real recovery goals and delisting species when they are no longer considered endangered, rather than overwhelming the agency with paperwork,” said Lane.

Cattle Industry Convention & NCBA Trade Show
February 1-3, 2017 in Nashville, TN

The Cattle Industry Convention is the oldest and largest convention for the cattle business. The convention and trade show create a unique, fun environment for cattle industry members to come together to network, create policy for the industry and to have some fun! If you’re in the cattle business, then you need to be at the Cattle Industry Convention & NCBA Trade Show.

Attendee registration will be available on October 3.
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Things to Consider When Culling Beef Cows

by Stephen S. Foster, Extension Educator, UNCE, Pershing County

Weaning time is just around the corner and deciding which cows need culling is a major decision for every rancher. Deciding which cows to cull and which cows to keep in the breeding herd impacts future herd performance and profitability. There are many factors to consider when choosing which cows to put on the cull list. Production and market conditions can influence the priority that is placed on different culling criteria. It is often easy to recognize “red flags” that make cows obvious culls (e.g., cows with poor rebreeding performance or severe cancer eye), but there are other reasons to cull cows. The challenge in selecting cull cows is identifying the cows that are making the operation money and the cows that are losing the operation money.

One of the greatest determinants of profitability in a cow-calf operation is reproductive rate. Open (non-pregnant) cows are a drain on resources. They consume feed, forage and other resources without producing a marketable calf to contribute to expense payments. A productive cow is expected to produce a calf at least once a year. Cows that are open at the end of the breeding season should be at the top of the cull list. Cows that calve outside of a controlled calving season are also potential culls, particularly when feed and forage supplies are running short. Late calving cows should be scrutinized as well, because they have less opportunity to breed back to stay within a controlled breeding season.

Poor calf performance is usually the result of inferior genetics, poor dam milk production, calf sickness or a combination of these factors. Cows transmitting inferior genetics to their calves for economically important performance traits and cows with unacceptably low milk production are potential culls. If poor calf performance is due in large part to calf sickness and not associated with the dam, then the dam may still have a productive future in the herd. The age of the dam should also be considered when culling for low performance as first and second calf heifers should not be expected to perform at the same level as older cows.

Teeth wear with normal use over time. Gritty feeds and forages accelerate tooth wear, so soil type (sandy soil) can affect how long teeth remain sound. Cows can eventually wear their teeth down to a stage where grazing effectiveness is severely impacted. This results in poor body condition despite adequate available nutrients. Annual inspection of the teeth and mouth during routine cattle working is recommended.

The condition of the cow’s udder can have a major impact on the overall performance of the calf. Not only is milk production key, but poor physical structure of the udder can make it a challenge for the young calf to get access to the milk it needs. This can lead to decreased calf growth even if the cow is producing an adequate milk supply. Many udder suspension and teat size scoring systems for the beef industry use scores of 1 (not desirable) to 9 (desirable) to evaluate overall udder health. This chart (above) is an example from the Red Angus Association of America. Udder scores taken closer to calving (within 24-48 hours) will give the most accurate assessment. Spring or summer assessments will provide better information about overall udder health than fall when the cow may be producing little to no milk, but fall assessments can still be helpful for determining who stays and who goes.

Structural soundness is important from the standpoint of functionality. Structural problems subject the joints to excessive wear and stress that can eventually hamper mobility. For example, a cow with poor hip structure, exhibiting too much slope from her hooks to her pins, may become lame. Cows that have difficulty moving around the pasture may be less active grazers. Cows need to be sound enough for effective grazing and successful pasture breeding.

Cow culling strategies impact both calf quantity and quality and, when designed and implemented effectively, can greatly enhance the profitability of a cow-calf operation. Making informed culling decisions helps maintain a high level of herd performance. Herd genetic improvement involves not only proper bull and replacement heifer selection, but also proper selection and timely removal of cull cows from the herd. Even favorite cows should be subject to a systematic culling process to improve cow herd profitability. Contact your local county Extension office for more information on cow culling or related topics.

Sources:

Culling the Beef Cow Herd, Jeremy Powell, Associate Professor, Animal Science Veterinarian, University of Arkansas

Evaluate Your Beef Cow’s Udder Health, By Steve Huntzicker, UW Extension Ag Agent in La Crosse County
ISA BEEFMASTERS
BY THE NUMBERS

55
BULL SALES

8250
TOTAL BULLS SOLD

4
GENERATIONS OF LASATERS

600
COWS NECESSARY TO PRODUCE 140 GREAT SALE BULLS

38%
OF ALL BREED TRAIT LEADERS

100
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18
COUNTRIES WORLDWIDE

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55TH BULL SALE

OCT. 1, 2016

10 a.m. • Producers Auction

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lorenzo@isabeefmasters.com
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WASHINGTON, Sept. 2, 2016 – The U.S. Department of Agriculture (USDA) Farm Service Agency (FSA) Administrator Val Dolcini today announced that additional funding will be made available to assist more than 1,900 approved applicants who are awaiting farm operating loans. The funds, which were re-programmed by FSA with the approval of Congress, will leverage up to $185 million in additional lending for direct and guaranteed farm operation loans and will allow the agency to address up to 30 percent of its projected shortfall of funds until the next federal fiscal year resumes on Oct. 1.

“Some of our farming and ranching customers are experiencing challenges due to market conditions and have been on a wait list for up to 60 days, so this will help those applicants whose paperwork has been pending the longest period of time to obtain credit or restructure loans as needed,” said Dolcini. “While the backlog in loan applications will grow between now and the end of the fiscal year, it is important for borrowers to continue to apply since we will process loans on a first-come-first-served basis based on the application date, once funding is replenished in fiscal year 2017.”

FSA loan funds have been in higher demand than in past years. As a result, funding for FSA’s farm operating loans has been unable to meet the demand for the remainder of this fiscal year, which ends Sept. 30, 2016. In fiscal year 2016, FSA has guaranteed loans to more than 6,400 customers for farm ownership and operating purposes.

USDA also reminded lenders and potential borrowers of the loan guarantee programs available from the Small Business Administration (SBA) that can be used for similar purposes as FSA guaranteed loans. Some lenders work with both FSA and SBA on loan guarantees and can switch between the programs. This ability to switch between programs means the SBA programs can provide a financing alternative for agricultural producers when their lender is unable to close an FSA guaranteed loan, such as when funds have expired for the fiscal year.

“SBA fully supports our small business owners in the agriculture industry. For this fiscal year, as of July, more than $629 million in SBA loans have been provided to this community. We encourage agricultural small business owners and their lenders to look at all SBA has to offer,” said SBA Associate Administrator for Capital Access, Ann Marie Mehlum.

“Although SBA has different rates, terms, fees, limits and percentages than FSA loans, they can provide an alternative for banks and other lenders that are working to provide farmers and ranchers with guaranteed loans,” said Dolcini. The chart below provides more details:

Lenders may still submit guaranteed loan applications to FSA at any time for review and approval subject to the availability of funding. Approved requests will be funded on a first-come-first-served basis when additional funds become available.

More information about SBA loan programs can be found at www.sba.gov/loans. To learn more about USDA farm loans, visit www.fsa.usda.gov/farmloans or contact a local USDA office. To find the nearest USDA office, visit http://offices.usda.gov.

Since 2009, USDA has worked to strengthen and support American agriculture, an industry that supports one in 11 American jobs, provides American consumers with more than 80 percent of the food we consume, ensures that Americans spend less of their paychecks at the grocery store than most people in other countries and supports markets for homegrown renewable energy and materials. USDA has also provided $5.6 billion in disaster relief to farmers and ranchers, expanded risk management tools with products like Whole Farm Revenue Protection and helped farm businesses grow with $36 billion in farm credit. The Department has engaged its resources to support a strong next generation of farmers and ranchers by improving access to land and capital, building new markets and market opportunities and extending new conservation opportunities. USDA has developed new markets for rural-made products, including more than 2,500 biobased products through USDA’s BioPreferred program, and invested $64 billion in infrastructure and community facilities to help improve the quality of life in rural America. For more information, visit www.usda.gov/results.

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<tr>
<th>Farm Service Agency</th>
<th>Small Business Administration General Small Business Loan Program - 7(a)</th>
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<tbody>
<tr>
<td>Maximum Loan Amount</td>
<td>$1,399,000</td>
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<tr>
<td>Percent Guarantee</td>
<td>90%</td>
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<tr>
<td>Guarantee Fee</td>
<td>1.5% (charged on guaranteed portion only)</td>
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<tr>
<td>Maximum Terms</td>
<td>Operating Loans – 7 years, Real Estate Loans – 40 years</td>
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<tr>
<td>Maximum Loan Amount</td>
<td>$5,000,000</td>
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<tr>
<td>Percent Guarantee</td>
<td>85% for loans of $150,000 or less, 75% for loans greater than $150,000</td>
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<tr>
<td>Guarantee Fee</td>
<td>No fee on loans of $150,000 or less – (maturity greater than 1 year)</td>
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<tr>
<td>Maximum Terms</td>
<td>Operating Loans – 10 years, Real Estate Loans – 25 years</td>
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#### Featured Speakers:
- DR. J. J. Goicoechea
- Ms. Ann Henderson, Allflex USA
- DR. Brad DeGroot, MultiMin USA
- DR. Rich Linhart, Merial LTD
- DR. Travis Hill, Boehringer-Ingelheim.
- DR. H. Nelson, Lallemand Animal Nutrition

Please RSVP by Tuesday, September 20, 2016 to: Tim Harberd, 208-316-0060, tharberd@mwianimalhealth.com; or RubyView Vet Clinic at 775-738-1155.