53rd Annual Fallon All Breeds Bull Sale

— Consignments Due December 1 —

Kaley Chapin, NCA Executive Director

It is that time of year again for our Fallon All Breeds Bull Sale. This year we are celebrating our 53rd anniversary of gathering in Fallon, Nevada for this traditional sale! Our sale will be held February 16, 2019 at the Fallon Livestock LLC. at 11:00 a.m. All bull entries are subjected to be sifted and graded Friday, February 15, 2019 at 7:30 a.m.

For the past 53 years, producers from Nevada and the surrounding states have worked hard to bring the best quality range ready bulls to the sale to provide our buyers with quality and selection. Bulls range from yearlings to two-year olds of different breeds and are bought and sold at the annual sale.

The Nevada Cattlemen's Association invites not only the breeders and the buyers but the participation of all. We are now accepting applications for both Trade Show Exhibits and Bull Sale Catalog advertising, the rates and booth information can be found online at www.nevadacattlemen.org or at the NCA office. These forms must be submitted no later than December 1, 2018.

On the evening of February 15, 2019 all are welcome to enjoy the Fallon Bull Sale Dinner and Dance hosted by the Churchill County Cowbelles at the Fallon Convention Center. Social hour will start at 5:30 p.m. and dinner will be at 6:30 p.m. tickets are just $20.

The Nevada Cattlemen’s Association would like to thank the many dedicated consigners and buyers that participate in the sale each year. We would also like to thank the dedicated sponsors and people that support the sale and the association. Without all of their help this sale would not be possible. We look forward to seeing you there!

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 association's website www.nevadacattlemen.org.
Greetings FROM COW COUNTRY!

Sam Mori, President, Nevada Cattlemen's Association

It sure is nice to see fall come and the change in seasons. We truly are blessed to be in this business and this time of year is a chance to reflect on many of the activities and decisions we have been involved in.

Your Nevada Cattlemen's Association has been working on your behalf at the local level on the things that affect our businesses on a daily basis. We just returned from Park City, UT where three days were spent on a variety of challenges from fire to wild horses to grazing regulation hurdles and much more. We were able to have face to face discussions with top Interior and USDA leadership. These individuals are well aware of many of the problems we face and give the impression they are working on some solutions to many of the issues. It is now time for talk to become action!!

I will only write about fire briefly but I want you to know there is a tremendous amount of work being done to try and change the way we are managing now. Again, talk is cheap so let’s keep pressure on for effective change! We have a special session dedicated at the NCA Convention in Winnemucca, NV on November 15-17, 2018 for fire. This is an opportunity for input as to how fire is going to be managed in the future.

It is important to note that we are working on many issues that also pertain to private land and industry activities. Some of the work includes trade, endangered species reform, fake meat, water rights, scale inspections, brand department works, and many, many more. If there is anything that we can be of help to you please let us know, as that is our job and we take it seriously.

I want to extend an invitation to everyone to join us in Winnemucca for your convention November 15-17. We have planned an educational and fun time for everyone from young to not so young. There are meetings on all aspects of our industry and we have added two special sessions on fire and Trichomoniasis. This is really the time to make a difference in the future of the greatest industry on earth. Hope to see you there.

— Sam

NCA MEMBERSHIP UPDATE

We would like to thank the following people for joining or renewing their membership with Nevada Cattlemen's Association between September 22 and October 19, 2018. (New members are in bold.)

- Shane Bell
- Boehringer-Ingelheim, Kent Evans
- Bruce L. & Mary Branscomb
- Roseann Carpenter
- James E. & Janice Connelley
- Copper Hills Ranch, Donna Stillfield
- CowBos Liquid Feeds, Jodi Stone
- E Z Cattle, Gene & Shirlee Buzzetti, Jr.
- E Z Cattle, Kathi Wines
- El Tejon Sheep Co.
- G J Livestock LLC, Fred Wilkinson
- G J Livestock LLC, Nick Wilkinson
- Greenway Seeds, Alan Greenway
- Key-Lix Supplements, Jed Archibald
- Mickey Laca
- Liphatec Inc., Michael Brownell
- Mike Laughlin
- Maggie Creek Ranch, Jon Griggs, Sally Searle, Louise Klarr
- Steve Neff Company, Steve & Sandy Neff
- Nevada Department of Agriculture, Doug Farris
- New York Life, Jonathon Olivas
- Peavey & Hoots, Marti & Dan Hoots
- Producers Livestock Marketing Association, Dan Schiffer, Manager
- Leroy Sestanovich
- Stonehouse Ranch, Thomas & Patsy Tomera
- Superior Livestock Auction, Allie Bear
- Torell Livestock, Ron & Jackie Torell
- U. S. Fish & Wildlife Service, Susan Abele
- USDA-APHIS-Wildlife Service
- USDA National Agricultural Statistics Service, Scot Rumburg
- W H Gibbs Company, William H. Gibbs, President
- W. L. Livestock, William Gibbs, Jr.
- Westwind Ranch Angus, David J. Holden
- Wilkinson Ranch, George Wilkinson
- Willow Creek Inc., Blake Lambert
- Buster Wines Ranch, Gwen Wines
- Wines Ranching, Steve & Val Wines

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Sam Mori, President | Tom Barnes, Pres.-Elect | Jon Griggs, 1st Vice Pres. | Hanes Holman, 2nd Vice Pres.

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Winnemucca District Continues Coordination with Martin Fire Permittees

WINNEMUCCA, NV – The Bureau of Land Management, Winnemucca District, Humboldt River Field Office, continues to assist grazing permittees and other public land users affected by the Martin Fire. In a collaborative and cooperative process, BLM is addressing fencing status and needs, helping coordinate Farm Services Administration funding sources, and holding individual meetings with permittees about future grazing needs and feasibility within the fire perimeter. If you are a permittee impacted by the Martin Fire and need more assistance, please contact email the Emergency and Stabilization Coordinator, Kenneth Shedden, kshedden@blm.gov or call 775-623-1500.

The Martin Fire, which was located seven miles north of Paradise Valley, Nevada, was reported on July 5 and contained July 21. The Martin Fire burned 416,821 acres in both the Winnemucca and Elko Districts. In the Winnemucca District, the fire affected seven grazing allotments and eight permittees.

Emergency Stabilization and Rehabilitation (ES&R) involves various steps after the fire’s containment. Within 20 days of declaring the fire 100% contained, the ES&R team must examine the burned area, develop and submit an approved ES&R plan. Then the National Environmental Policy Act (NEPA) compliance documentation and plan are approved, funding secured from the Washington Office, and the plan is implemented. At this time, the Winnemucca District is awaiting funding, which should be received in the coming days. Implementation of the ES&R plan is expected to start in the next few weeks with the goal of working through the winter and finishing before spring of 2019.

The Winnemucca District has provided several opportunities for stakeholder and permittee coordination. The Humboldt River Field Office first contacted grazing permittees on July 6 and invited them to the Martin Fire morning and evening briefings. On July 11, the Winnemucca District held a public meeting at Humboldt County Commissioners meeting hall. Additional meetings and phone calls with BLM range management specialists and grazing permittees took place throughout July, August and September to address fencing needs, possibility of grazing flexibility within each permit, status of ES&R plan, and additional funds from state and Federal agencies. Permittees will be heavily involved with all grazing agreements and closures drafted for impacted areas. The Winnemucca District’s intent is to allow for the maximum amount of flexibility allowed within future grazing years after the Martin Fire for the impacted areas.

BLM Winnemucca held a public meeting at Humboldt County commissioners meeting hall on July 11. (Submitted Photo)

An ES&R planning tour was held July 27 to outline proposed treatments and obtain feedback for alternative treatments or other recommendations. (Submitted Photo)
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Evaluating Your Financial Health

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

With a new year comes the task of preparing of your 2018 tax forms. Most farmers and ranchers begin preparing their tax information by utilizing balance sheets, from hand written forms to computer generated spreadsheets.

Most businesses update their balance sheet at the end of the accounting period, such as the end of the tax year. Some check their numbers quarterly. Lenders will ask to see up-to-date balance sheets to determine an operation’s net worth, as well as to generate a number of ratios that provide insights into your operation’s financial health.

The balance sheet is a “snap shot” in time of your farm’s financial position, including what assets you own and how they are financed. The balance sheet is also known as the net worth statement. When completed accurately and in a timely manner, the balance sheet and corresponding ratios are very valuable tools to evaluate farm financial health. The balance sheet objectively measures farm business growth, liquidity, solvency, and risk-bearing capacity.

Categorizing balance sheet items

The assets and liabilities on the balance sheet (including the financing of the assets) are used to determine the equity, or net worth, of the farm/ranch owner. The farm owner’s equity is used by lenders and insurers to determine the value of a farm business. Calculation of owner’s equity, or net worth is simple. Simply subtract the total liabilities from the total assets: assets – liabilities = owner’s equity.

Assets

Assets are everything owned by a business or individual. Current assets are considered “liquid”—those that are cash or can be turned into cash promptly, including checking and savings accounts or mutual funds, stored production (such as grain in the bin), market livestock and growing crops, feed on hand, paid-for but not yet used inputs or other supplies, and accounts receivable. Noncurrent assets are those that cannot be readily sold, such as machinery and equipment, vehicles, breeding livestock, co-op stock, farmland, your house, other buildings, or a retirement account that is subject to government withdrawal penalties, etc.

Liabilities

Current liabilities are those that are due right away—usually within the next 12 months. These include accounts payable (such as for inputs, or land rent), farm taxes, current notes and credit lines, accrued interest on operating or term

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Evaluating Your Financial Health: Continued from page 7

loans, the current portion of principal due in 12 months, credit card debt or loan payments to family members.

Noncurrent liabilities include loans used to purchase assets that have a life-span of more than a year, such as vehicles, machinery, farm ground or a home. They also could include an agreement to buy out a partner or a parent’s share of the business.

Valuation Issues

While the concept of a balance sheet is fairly simple, it is not without gray areas. For instance, how do you value grain in a bin or market livestock? Machinery or equipment? Farmland? Do you use a cost basis or market basis? In some cases, the resulting value can be quite different.

For production of commodities such as grain and livestock, using a market valuation makes sense. The market price might be one that is locked in on a sales contract or a local destination’s delivery price. While the value of unsold inventory changes daily, producers commonly use prices for the date their balance sheet is completed to capture the value of their assets.

Putting a value on vehicles or machinery is more difficult. A piece of machinery that cost $250,000 new will be valued differently at today’s replacement cost or trade-in market value. Depreciation is used by many producers to account for changes in value. Just be sure to depreciate every year to ensure consistency in tracking values and to capture any moves in the market for resale or trade purposes.

The value of farmland and other noncurrent assets also changes over time. Again, consistency is key. If you always carry assets at a cost basis, continue to do so. This will help you avoid any misrepresentation of a balance sheet due to variances to the market over time.

Liabilities are a bit easier: Terms of loans are spelled out and the repayment amount as of a given day, even for credit cards, generally can be accessed online. An easy check and balance is to match assets to liabilities. Most assets will match up to a liability. For instance, if a growing crop is listed as an asset, check that accounts payable for associated seed, fertilizer and chemical have been included as liabilities.

Keys to completing the balance sheet

Several keys can help farmer improve their accuracy, effectiveness, and efficiency when completing year-end balance sheets.

• Complete the balance sheet on the same date each year, usually as of Dec. 31. The information will never be more accurate than immediately after the end of the year.
• Inventory all assets, including standard weight and measure units (ie. pounds, head, bushels, bales, etc).
• Utilize current market prices for crop and livestock inventories.
• Calculate cost value for growing crops such as wheat, new hay seedings or cover crops.
• Include government payments and insurance indemnities yet to be received in accounts receivable.
• Apply conservative breeding livestock values, avoiding large year-to-year changes.
• Maintain a separate, easy-to-update depreciation schedule for depreciable assets.

Balance Sheet Tools

Minnesota’s Center for Farm Financial Health at https://www.cffm.umn.edu/Publications/pubs/FarmMgtTopics/FarmFinanceScorecard.pdf.

Utilizes accounting statements to determine financial ratios and measurements to benchmark a farm operation against acceptable industry standards. AgriPoint®, one of the free digital tools available to customers of Farm Credit Services of America (FCSAmerica), includes a worksheet with current assets and liabilities, followed by noncurrent assets and liabilities. When you click a category, it provides a drop down menu of items that fit the category. You can enter what the item is and the amount. As you progress through the form, it automatically calculates your working capital and net worth.

Quicken or QuickBooks can also be used to develop a simple set of financial records and reports for your farm or ranch.

The Bottom Line

The balance sheet is a tool to identify and determine the strength of your operation or your reserve risk-bearing capacity. If you are consistent in how and when you capture your assets and liabilities, it is easy to see your operation’s financial progression from one year to the next. It also is important to share with your lender your chosen methods for tracking the value of your assets so everyone has a clear understanding of your operation’s financial health.

Sources:
Completing the Farm Balance Sheet, Eric Richer, Ohio State University Extension, Fulton County and Diane Shoemaker, Ohio State University Extension field specialist, dairy production economics.
Creating and Understanding Your Balance Sheet, by FCSAmerica Staff Reports
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The leaves are turning, the temperature is dropping and tailgaters are coming out in droves to support their favorite team – but more importantly, show off their grilling skills with beef as the star of the show. Tailgaters young and old converge in the wee hours of the morning outside stadiums across the country to share in the revelry of game day. Pre-game hours are spent in parking lots playing bean bag toss, connecting with friends, and setting up and eating a spread of food.

For many, tailgating is more than a once-in-a-while leisure activity, it’s a lifestyle. Seasoned tailgaters go all out with decorations like team flags and banners, comfy seating and even themed meals (surf and turf anyone?). Special care is put into every detail to provide an exceptional tailgate experience.

The Beef Checkoff is helping tailgaters beef up their experience with a number of helpful tailgating tips, available at BeefItsWhatsForDinner.com. These 10 tips are provided on the site for those ready to take their tailgating from the amateur to the professional level. Who knows, there just might be a tip or two that you can use!

1. Prep as much as possible at home. Do the majority of the meal prep in the comfort of your kitchen: skewer beef kebabs, form burger patties, chop onions, cut buns. This will help you save time and reduce the amount of items you need to pack for the day.

2. Check your cooking equipment. Make sure your grill or camp stove is clean and ready to use. Keep a backup propane tank and stick lighters on hand to ensure cooking goes off without a hitch.

3. Bring a meat thermometer. This is the best way to check for doneness on steaks and burgers as well as checking the proper temperature when reheating food later in the day for those post-game snacks (heat to 165°F).

4. Don’t cross-contaminate raw and cooked foods. Have two sets of tools like cutting boards, tongs and knives if you are working with raw meat since you won’t be able to wash them while tailgating.

5. Embrace the cast iron skillet. Great for cooking burgers, steaks and one-pan meals. Try a beef stir fry. Cut and marinate the meat and veggies at home, toss them in the skillet and enjoy!

6. Cook in advance when you can. Appetizers, main dishes and sides can be cooked ahead of time and re-heated on the grill. Spice things up with an easy three-ingredient nacho beef dip that can be prepared ahead of time, warmed in a skillet on the grill and served with chips.

7. Your grill is just a fancy stovetop. You can cook chili and stew in a stock pot on the grates for a hearty meal to warm up fans on the coldest of game days.

8. Your grill is also an outdoor oven. Surprise your guests with a small roast, beef casserole or even a platter of nachos.

9. Make sure to pack and store everything safely. Raw beef should be at the bottom of the cooler (or in another cooler all together), packed separately from other items. Use ice packs instead of ice to make sure food doesn’t get waterlogged.

10. Serve food in creative and easy-to-hold ways since tailgating usually involves eating while standing and sitting in a camping chair. Skip the bowls and use chip bags as a vessel for chili or beef tacos. Skewer steak chunks, veggies and even meatballs on short bamboo sticks for fun food-on-stick meals.

Incorporate these tips and tricks to beef up your tailgating experience. Find even more tailgating tips and recipes at BeefItsWhatsForDinner.com, funded by farmers and ranchers.

Influencers Meet at Strength Summit

In mid-September, over 40 top tier nutrition researchers and influencers gathered in San Antonio, Texas, to participate in the Strength Summit. The event was hosted by the Beef Checkoff.

Discussions included evaluating and defining the role of diet in supporting measures of physical, mental and emotional strength that contribute to overall good health, resilience and well-being, as well as identifying opportunities to advance the science and narrow the research gaps around nutrition and strength and effectively communicate to consumers.

About the Beef Checkoff

The Beef Checkoff Program was established as part of the 1985 Farm Bill. The checkoff assesses $1 per head on the sale of live domestic and imported cattle, in addition to a comparable assessment on imported beef and beef products. States may retain up to 50 cents on the dollar and forward the other 50 cents per head to the Cattlemen’s Beef Promotion and Research Board, which administers the national checkoff program, subject to USDA approval.

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