

SAGE SIGNALS

The Voice of the Nevada Livestock Industry

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PRESIDENT'S PERSPECTIVE

Tom Barnes, President, Nevada Cattlemen's Association



Hello from Cow Country

We are still in the midst of the COVID-19 pandemic. At the time of this writing, we continue to be surrounded by uncertainty, unknowns and concerns about the economy and how long recovery will take. The American people are ready to get back to normal life. Nevada now has a team working on the first stages of getting businesses opened up and running again.

Concerns and unknowns surround our industry as well. President Trump issued an Executive Order invoking the Defense Production Act, directing packing plants to stay open and workers to get back to work. Even with this order, we are still struggling to get cattle harvested. Packing plants and the USDA are working on a more definitive plan to help plants implement the CDC and OSHA worker

safety guidance. The CDC and OSHA guidance makes it clear that you can operate a packing plant and protect workers at the same time.

We do not have a nation-wide shortage of beef, but we are seeing more disruptions in supply that are limiting availability in some areas. The slow downs, shut-downs and distributions system challenges are resulting in temporary shortages that vary from place to place. NCBA is working to reassure the consumer that we are still producing beef and that we are working to ensure any local shortage will be temporary.

Times like these are very challenging, but we are a very resilient bunch. Together we will emerge better and stand ready for the next challenge that awaits us. We will continue to provide our membership with pertinent information as it becomes available. As always, let us know if you have questions or issues we can assist with.

EPA at 50: Celebrating Partnerships

WASHINGTON — As part of the U.S. Environmental Protection Agency's (EPA) 50th anniversary commemoration, the agency is highlighting key partnerships with state and local governments as our nation continues to work toward a cleaner, healthier environment for all.

"EPA's mission is to protect human health and the environment. Congress intended the agency to collaborate with state and local governments to achieve this goal. Like other complex issues that our nation faces, environmental protection is a shared responsibility. We can only be successful by working together

with our state and local partners," said EPA Office of Congressional and Intergovernmental Relations Associate Administrator Joe Brazauskas.

After 50 years of environmental protection, EPA understands that making progress requires strong cooperation and coordination between Washington, D.C., and the states. Much progress has been made over the past three years to restore the balance of responsibility shared between the federal government and states, which together have a robust network of regulations that protect our waterways and improve our air quality.

The first EPA Administrator, the late William Ruckelshaus, established EPA regional offices to empower states and local governments to implement the agency's major authorizing statutes, including the Clean Air Act, the Clean Water and Safe Drinking Water Acts, and the Resource Conservation and Recovery Act.

States are now responsible for implementing over 96% of authorities available under federal environmental law. The result of our 50-year partnership is a clear and unambiguous success:

- From 1970 to 2019, U.S. criteria air pollutants decreased by 77% thanks to federal, state and local

efforts while the economy grew 285%.

- In the 1960s, more than 40% of our nation's drinking water systems failed to meet even the most basic health standards. Today, thanks to EPA's strong partnerships with states, tribes, water systems, and other stakeholders, over 92% of community water systems meet all health-based standards.
- Since 1988, EPA has contributed \$45 billion to the Clean Water State Revolving Fund, which have provided more than \$138 billion in financial assistance through 41,000 low-cost loans for wastewater and stormwater infrastructure projects. Similarly, since 1997, EPA has contributed \$21 billion to the Drinking Water State Revolving Fund, which have provided more than \$41 billion in financial assistance to over 15,000 drinking water projects across the country.
- Since EPA's Brownfields Program began in 1995, it has provided nearly \$1.6 billion in grants to assess and clean up contaminated properties and return blighted properties to productive reuse. These investments have leveraged more than

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EPA: Continued from page 1 —

\$32.6 billion in cleanup and redevelopment and created more than 167,487 jobs. Today, EPA continues its effort to revitalize communities with a particular focus in supporting reinvestment in federally designated Opportunity Zones.

Under the Trump Administration, EPA has made significant progress on restoring Federal Implementation Plans (FIPs) to State Implementation Plans (SIPs) to establish a path forward for bringing non-attainment areas into attainment with federal air quality standards, reducing the SIP backlog, and approving new SIPs. Since 2017, the agency has approved over 1,200 new and backlogged SIPs and converted 30 FIPs to SIPs; the agency has re-designated 40 areas across the country from non-attainment to attainment of certain federal air quality standards. By 2022, working with state partners, EPA is on track to re-designate at least 65 of the 166 nonattainment areas that were identified for tracking as of October 2017.

One of the most significant milestones in the effort to rebalance the relationship between the federal government and the states in managing land and water resources is the EPA's and the Army Corps of Engineers' Navigable Waters Protection Rule. Signed in January of this year, the final rule ensures America's water protections remain strong while

giving states and tribes the flexibility and certainty they need to manage their waters in ways that best protect their natural resources and local economies. The rule provides certainty and predictability that will save Americans time and money while accelerating infrastructure projects and economic development.

As EPA celebrates its 50th Anniversary, the agency recognizes the value of its partnerships with states and local governments in fulfilling our mission to protect human health and the environment.

Background

In 1970, the President's Advisory Council on Executive Organization (the "Ash Council") wrote: "Federal anti-pollution programs must rely heavily on state and local efforts. The trend toward merger and coordination of environmental efforts at the state and local level is often inhibited by present Federal fragmentation. The EPA will simplify relationships with state and local governments and reduce the need to shop around for grant programs and other assistance." [1]

For more on EPA's 50th Anniversary and how the agency is protecting America's public health and the environment, visit: www.epa.gov/50.

Follow EPA's 50th Anniversary celebration on social media using #EPAat50.

We would like to thank the following people for joining or renewing their membership with Nevada Cattlemen's Association between April 24 and May 27, 2020.
(New members are in bold.)

- **Burkhart Livestock, Brennen Burkhart**
- **Pyramid Land & Cattle Mgmt. Co.**

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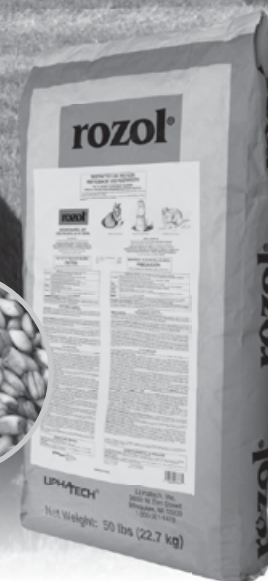
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National Beef Burger Day Winning Recipes

May 28 - National Beef Burger Day: As part of this celebration, *Beef. It's What's For Dinner.* encouraged consumers to post their best burger photo on Facebook and tag BIWFD on Facebook and Instagram using #BeefBurgerBrag for the chance to win a grilling set. The winning recipes included the following (Click on photo to go to Instagram):



Griddle Grilled Beef Burger,
complete with Zinfandel pickled turnips
and whipped mustard-dill cheese spread



Basic Bodacious Beef Burger,
loaded with smoked sausage
and grilled pork belly



Smoked Beef Burger,
topped with pulled BBQ beef brisket and
provolone cheese on a pretzel bun



Blackberry Avocado
Smash Beef Burger,
complete with bacon, egg and cheese

Be sure to visit the Beef Burger Recipe collection to get more beef recipe inspiration. ([Click here](#))

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USDA Announces Details of Direct Assistance to Farmers through the Coronavirus Food Assistance Program

Farmers and Ranchers to Receive Direct Support for Losses Related to COVID-19

(Washington, D.C., May 19, 2020) – U.S. Secretary of Agriculture Sonny Perdue today announced details of the Coronavirus Food Assistance Program (CFAP), which will provide up to \$16 billion in direct payments to deliver relief to America’s farmers and ranchers impacted by the coronavirus pandemic. In addition to this direct support to farmers and ranchers, USDA’s Farmers to Families Food Box program is partnering with regional and local distributors, whose workforces have been significantly impacted by the closure of many restaurants, hotels, and other food service entities, to purchase \$3 billion in fresh produce, dairy, and meat and deliver boxes to Americans in need.

“America’s farming community is facing an unprecedented situation as our nation tackles the coronavirus. President Trump has authorized USDA to ensure our patriotic farmers, ranchers, and producers are supported and we are moving quickly to open applications to get payments out the door and into the pockets of farmers,” said Secretary Perdue. “These payments will help keep farmers afloat while market demand returns as our nation reopens and recovers. America’s farmers are resilient and will get through this challenge just like they always do with faith, hard work, and determination.”

Beginning May 26, the U.S. Department of Agriculture (USDA), through the Farm Service Agency (FSA), will be accepting applications from agricultural producers who have suffered losses.

Background:

CFAP provides vital financial assistance to producers of agricultural commodities who have suffered a five-percent-or-greater price decline due to COVID-19 and face additional significant marketing costs as a result of lower demand, surplus production, and disruptions to shipping patterns and the orderly marketing of commodities.

Farmers and ranchers will receive direct support, drawn from two possible funding sources. The first source of funding is \$9.5 billion in appropriated funding provided in the Coronavirus Aid, Relief, and Economic Stability (CARES) Act to compensate farmers for losses due to price declines that occurred between mid-January 2020, and mid-April 2020 and provides support for specialty crops for product that had been shipped from the farm between the same time period but subsequently spoiled due to loss of marketing channels. The second funding source uses the Commodity Credit Corporation Charter Act to compensate producers for \$6.5 billion in losses due to on-going market disruptions.

Non-Specialty Crops and Wool

Non-specialty crops eligible for CFAP payments include malting barley, canola, corn, upland cotton, millet, oats, soybeans, sorghum, sunflowers, durum wheat, and hard red spring wheat. Wool is also eligible. Producers will be paid based on

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inventory subject to price risk held as of January 15, 2020. A payment will be made based 50 percent of a producer's 2019 total production or the 2019 inventory as of January 15, 2020, whichever is smaller, multiplied by the commodity's applicable payment rates.

Livestock

Livestock eligible for CFAP include cattle, lambs, yearlings and hogs. The total payment will be calculated using the sum of the producer's number of livestock sold between January 15 and April 15, 2020, multiplied by the payment rates per head, and the highest inventory number of livestock between April 16 and May 14, 2020, multiplied by the payment rate per head.

Dairy

For dairy, the total payment will be calculated based on a producer's certification of milk production for the first quarter of calendar year 2020 multiplied by a national price decline during the same quarter. The second part of the payment is based a national adjustment to each producer's production in the first quarter.

Specialty Crops

For eligible specialty crops, the total payment will be based on the volume of production sold between January 15 and April 15, 2020; the volume of production shipped, but unpaid; and the number of acres for which harvested production did not leave the farm or mature product destroyed or not harvested during that same time period, and which have not and will not be sold. Specialty crops include, but are not limited to, almonds, beans, broccoli, sweet corn, lemons, iceberg lettuce, spinach, squash, strawberries and tomatoes. A full list of eligible crops can be found on farmers.gov/cfap. Additional crops may be deemed eligible at a later date.

Eligibility

There is a payment limitation of \$250,000 per person or entity for all commodities combined. Applicants who are corporations, limited liability companies or limited partnerships may qualify for additional payment limits where members actively provide personal labor or personal management for the farming operation. Producers will also have to certify they meet the Adjusted Gross Income limitation of \$900,000 unless at least 75 percent or more of their income is derived from farming, ranching or forestry-related activities. Producers must also be in compliance with Highly Erodible Land and Wetland Conservation provisions.

Applying for Assistance

Producers can apply for assistance beginning on May 26, 2020. Additional information and application forms can be found at farmers.gov/cfap. Producers of all eligible commodities will apply through their local FSA office. Documentation to support the producer's application and certification may be requested. FSA has streamlined the signup process to not require an acreage report at the time of application and a USDA farm number may not be immediately needed. Applications will be accepted through August 28, 2020.

Payment Structure

To ensure the availability of funding throughout the application period, producers will receive 80 percent of their maximum total payment upon approval of the application. The remaining portion of the payment, not to exceed the payment limit, will be paid at a later date as funds remain available.

— CFAP Continued on page 8 —



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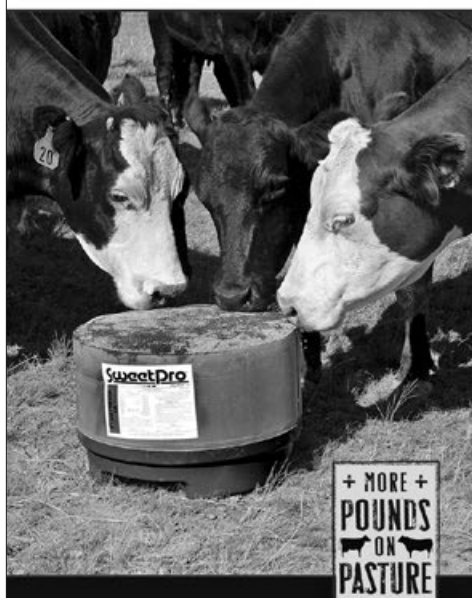
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USDA

USDA NEWS

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USDA Service Centers are open for business by phone appointment only, and field work will continue with appropriate social distancing. While program delivery staff will continue to come into the office, they will be working with producers by phone and using online tools whenever possible.

All Service Center visitors wishing to conduct business with the FSA, Natural Resources Conservation Service, or any other Service Center agency are required to call their Service Center to schedule a phone appointment. More information can be found at farmers.gov/coronavirus.



NATIONAL CATTLEMEN'S BEEF ASSOCIATION NEWS

President Donald Trump Addresses Beef Imports During NCBA White House Visit

DENVER (May 19, 2020) – National Cattlemen's Beef Association (NCBA) CEO Colin Woodall issued the following statement in response to comments made by President Donald Trump's about beef imports:

"Today's comment by President Donald Trump demonstrates the complexity of the U.S. beef business. Live cattle imports to the United States only come from Canada and Mexico and will continue to do so under the terms of the President's newly negotiated USMCA. America has not imported live cattle from other nations for several years. However, if President Trump is serious about reconsidering import decisions, NCBA and its members strongly request the White House to take another look at his decision to allow fresh beef imports from nations like Brazil, where there continue to be concerns with foot-and-mouth disease and USDA's decision to reopen the American market to Brazilian beef.

"Beef trade is a complex business, and America's cattle

producers rely on safe and reliable international trading partners, both as a destination for the undervalued cuts we produce here, such as hearts, tongues, and livers, and for importation of lean trim for ground beef production to meet strong consumer demand. Approximately 12 percent of beef consumed in the U.S. is imported product, but that product must meet the U.S. standards for safety before it is allowed into our market.

"President Trump has shown his willingness to negotiate difficult trade deals and take on tough trading partners, and NCBA thanks him for the attention he has given to beef. We encourage him to re-examine the decision to reopen the market to imports from Brazil, Namibia, and any other nation where there are food safety or animal health concerns that could impact American consumers or cattle producers. A re-evaluation of those imports can accomplish his goals of protecting both American cattle producers and American consumer confidence in our own beef supply chain."

NCBA: New CFAP Details "One More Step, But Much More Needs to Be Done to Help Family-Owned Cow-Calf and Stocker Operations"

WASHINGTON (May 19, 2020) — National Cattlemen's Beef Association (NCBA) President Marty Smith today joined President Donald Trump and U.S. Secretary of Agriculture Sonny Perdue at a White House ceremony to unveil new details about the Coronavirus Food Assistance Program (CFAP). NCBA was instrumental in securing authorization and funding for the CFAP program, which will provide much-needed relief to American cattle producers who have been economically impacted by the coronavirus pandemic.

"America's cattle producers have been hit very hard economically by this pandemic, so we're pleased that this relief is one step closer to reaching the producers who need it," Smith said. "Still, this is just one step and much more needs to be done to address the needs facing family cow-calf producers and stockers in the CFAP details that were released today. We will continue to push Capitol Hill for additional re-

sources for cow-calf producers, backgrounders, and all other segments of the industry who may not sufficiently benefit from the program in its current form."

President Trump announced that beginning on Tuesday, May 26, local Farm Service Agency offices will begin accepting applications for CFAP funds, which the Administration hopes to begin rolling out to producers the following week. More information about the application process will be available at <https://www.farmers.gov/cfap/livestock>.

USDA announced the CFAP program on April 17. The program will use funding provided in the Coronavirus Aid, Relief, and Economic Security (CARES) Act, the Families First Coronavirus Response Act, and other USDA authorities. \$19 billion in immediate relief includes direct support to agricultural producers.

Farmers and Ranchers in Nevada Can Now Apply for Financial Assistance through USDA's Coronavirus Food Assistance Program

Online Tools and Toll-Free Number Available to Assist Producers

Reno, Nevada, May 26, 2020 – Agricultural producers can now apply for USDA's Coronavirus Food Assistance Program (CFAP), which provides direct payments to offset impacts from the coronavirus pandemic. The application and a payment calculator are now available online, and USDA's Farm Service Agency (FSA) staff members are available via phone, fax and online tools to help producers complete applications. The agency set up a call center in order to simplify how they serve new customers across the nation.

"We know Nevada producers are facing a tough time now, and we are making every effort to provide much needed support as quickly as possible," said Janice Kolvet, state executive director for FSA in Nevada. "FSA is available over the phone and virtually to walk you through the application process, whether it's the first time you've worked with FSA, or if you know us quite well."

Applications will be accepted through August 28, 2020. Through CFAP, USDA is making available \$16 billion for vital financial assistance to producers of agricultural commodities who have suffered a five-percent-or-greater price decline due to COVID-19 and face additional significant marketing costs as a result of lower demand, surplus production, and disruptions to shipping patterns and the orderly marketing of commodities.

"We also want to remind producers that the program is structured to ensure the availability of funding for all eligible producers who apply," Kolvet said.

In order to do this, producers will receive 80 percent of their maximum total payment upon approval of the application. The remaining portion of the payment, not to exceed the payment limit, will be paid at a later date nationwide, as funds remain available.

Producers can download the CFAP application and other eligibility forms from farmers.gov/cfap. Also, on that webpage, producers can find a payment calculator to help identify sales and inventory records needed to apply and calculate potential payments.

Additionally, producers in search of one-on-one support with the CFAP application process can call 877-508-8364 to speak directly with a USDA employee ready to offer assistance. This is a good first step before a producer engages the team at the FSA county office at their local USDA Service Center.

Applying for Assistance

Producers of all eligible commodities will apply through their local FSA office.

Those who use the online calculator tool will be able to print off a pre-filled CFAP application, sign, and submit to your local FSA office either electronically or via hand delivery. Please contact your local office to determine the preferred method. Find contact information for your local office at farmers.gov/cfap.

Documentation to support the producer's application and certification may be requested after the application is filed. FSA has streamlined the signup process to not require an acreage report at the time of application and a USDA farm number may not be immediately needed.

Additional Commodities

USDA is also establishing a process for the public to identify additional commodities for potential inclusion in CFAP. Specifically, USDA is looking for data on agricultural commodities, that are not currently eligible for CFAP, that the public believes to have either:

1. suffered a five percent-or-greater price decline between mid-January and mid-April as a result of the COVID-19 pandemic,
2. shipped but subsequently spoiled due to loss of marketing channel, or
3. not left the farm or remained unharvested as mature crops.

More information about this process is available on farmers.gov/cfap.

More Information

To find the latest information on CFAP, visit farmers.gov/cfap or call 877-508-8364.

USDA Service Centers are open for business by phone appointment only, and field work will continue with appropriate social distancing. While program delivery staff will continue to come into the office, they will be working with producers by phone and using online tools whenever possible. All Service Center visitors wishing to conduct business with the FSA, Natural Resources Conservation Service, or any other Service Center agency are required to call their Service Center to schedule a phone appointment. More information can be found at farmers.gov/coronavirus.

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Nevada Beef Council News & Notes

Checking in on your Checkoff

By Nevada Beef Council Staff

Planning for a Crisis

Note: the following content is courtesy of the Cattlemen's Beef Board.

Across the world, the COVID-19 virus has spread like wildfire the past few months. This fast-moving disease has left people hesitant or unable to travel, anxious to stock their fridges and, ultimately, faced with many unknowns. As we've all faced this extreme uncertainty, producers can be assured the Beef Checkoff actively prepares for the unexpected. The checkoff is ready to provide consumers and producers with the information they need if there is ever a disease outbreak, bioterrorism attack or any other crisis that could potentially disrupt the beef industry or consumer confidence in beef.

The National Cattlemen's Beef Association (NCBA), a contractor to the Beef Checkoff, is continuously evolving and updating its comprehensive industry-wide crisis communications response plan should a cattle disease outbreak or other crisis take place in the future. Reassessing this plan on an ongoing basis ensures the information within is as substantive as possible while also reflecting today's latest technology.

One element of the overarching comprehensive crisis response plan is working in coalition with the Foot and Mouth Disease Cross-Species team. The checkoff-funded NCBA team helps to manage a website that would be activated in a time of crisis in cooperation with the National Pork Board supported by the National Pork Producers Council, the American Sheep Industry Association (ASI) and Dairy Management Inc. The goal of this partnership and its website is to provide clear, factual and easily accessible information about foot-and-mouth disease if an outbreak were to occur.

As well as working with the Foot-and-Mouth Disease Cross-Species team, NCBA would represent the beef industry in the event of an outbreak, and it has developed proactive crisis communication processes, strategies and tactics to follow if necessary.

"We've always had plans to address crisis situations, but we are now taking a systematic review of those plans and 'pressure testing' them within different parts of the organization to make sure we can be as prepared as possible," says Jenn Tilliss, executive director of the issues management and media relations team at NCBA. "We want to be sure that we are addressing as many things as we can ahead of time so we are prepared as possible in the event of a crisis."

Tilliss further explains that preparing response measures in advance would free up valuable time during a crisis to focus on consumers and communicate accurate information so they can continue to confidently purchase beef. The following actions are intended to accomplish this important objective:

- ✓ Minimize consumer confusion and concern through quick dissemination of information

- ✓ Educate industry partners and stakeholders with aligned messaging at state and local levels through clear channels of communication
- ✓ Provide accurate, coordinated, rapid response in concert with the Cross-Species Team

"We want producers to know that we are on top of this for the beef industry, and we'll absolutely be ready to manage a crisis should it ever happen," Tilliss says. "We have the plans, processes, connections and relationships in place to make sure we manage it effectively."

Overall, crisis communications and response are top-of-mind for the Beef Checkoff. NCBA and other checkoff contractors will continue to revisit and update their crisis response plans to ensure consumers can confidently purchase beef at grocery stores, restaurants and other retail outlets.

Learning More About the Checkoff in Nevada

We know that understanding how the Beef Checkoff team operates and is working on your behalf, both on a national and state level, is important to you as a producer. That's why we want to make sure you have the opportunity to take advantage of the following resources designed with you, the checkoff investor, in mind.

The Drive Newsletter: This free newsletter is distributed electronically every month, and mailed to tens of thousands of producers every quarter. It provides the latest efforts and results of checkoff-funded programs, and provides important background about the checkoff and how decisions are made. Starting with the next mailed newsletter, producers in Nevada will also receive a state-specific update on how the Nevada Beef Council has been promoting beef here in the Silver State. If you are not already signed up, please do so today to ensure you're not missing out on important information! Sign up at www.BeeffBoard.org/the-drive-sign-up-form/

Annual Reports: Annual reports produced by both the Nevada Beef Council and the Cattlemen's Beef Board (CBB) provide transparent reporting of financials, share results of efforts from the past year, and provide a clearer picture of how far your dollar goes, both here in Nevada, and across the country.

For the latest Nevada Beef Council annual report, visit www.NevadaBeef.org/about-nbc

And for the latest CBB annual report, visit www.BeeffBoard.org/2019-annual-report/

If you have any other specific questions or are looking for something specifically, please don't hesitate to reach out to Jill Scofield at jill@calbeef.org!

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