



The official publication of the Utah Cattlemen's Association



A lot has happened in the past month. A couple of the most notable being the passage of the "One, Big, Beautiful Bill" and the other being the opening

and then closing of the southern border to feeder cattle imports. President Trump promised that his signature bill would be completed by the fourth of July and despite shifting support and opposition to the bill it did pass both houses of congress and was signed into law on July 4th.

This bill made permanent the

tax cuts implemented during the previous Trump administration. By extending the Trump-era tax cuts, the bill prevents a looming tax increase that could have severely impacted ranchers' bottom lines. It offers several significant benefits to ranchers and farmers across the U.S., especially those operating family-owned or smaller operations. Ranchers benefit from a 23% permanent small business deduction, reducing their taxable income and allowing them to reinvest more in their operations.

The bill permanently expands the estate tax (or "death tax") exemption, making it easier for ranchers to pass their land and operations to the next generation without facing massive tax burdens. Ranchers can now immediately expense 100% of the cost of new equipment. This helps them afford expensive machinery like tractors and combines or cattle-handling systems without waiting years to recover the cost through depreciation. Expensing for capital investments is extended indefinitely.

The bill also includes \$66 billion in new spending on farm programs, which is the largest increase since 2002. This includes improvements to safety nets like Price Loss Coverage (PLC) and Agricultural Risk Coverage (ARC), ensuring more stable income for ranchers during market downturns. It also funds foreign animal disease prevention, which is crucial for cattle ranchers concerned about

potential outbreaks of diseases such as Foot and Mouth Disease that could devastate herds.

Other benefits include increasing the Standard Deduction to \$15,000 for individuals and \$30,000 for those filing jointly. The child tax credit is also increased to \$2,500 per child and is made fully refundable.

We have been watching the slow advance northward of the New World Screwworm. In May 2025, cases were detected in Oaxaca and Veracruz, Mexico, just 700 miles from the U.S. border. This prompted an immediate suspension of imports of cattle, bison, and horses through southern ports of entry. In early July 2025, USDA began a phased reopening of five ports, based on risk assessments and containment progress in Mexico. However, just days later, a New World Screwworm case was reported in Veracruz, only 370 miles from the U.S. border. This is well outside the sterile fly control zone.

Due to this alarming development, Secretary Rollins halted the reopening plan and reinstated the full closure of livestock trade through southern ports on July 9, 2025. She emphasized the need to protect U.S. livestock and food supply, stating: "We must see additional progress combatting New World Screwworm in Veracruz and other nearby Mexican states in order to reopen livestock ports along the southern border."

Message Continues on Page 2

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UPCOMING EVENTS

AUG 20-21	WESTERN RANCH MANAGEMENT ACADEMY - LOGAN, UT
SEP 4-14	UTAH STATE FAIR
SEP 12	ANNUAL BEEF FEAST AT STATE FAIR
SEP 20	AG DAY BARBECUE - LOGAN, UT - P. 9
DEC 4-6	UCA WINTER CONVENTION AT LEGACY PARK EVENTS CENTER - HURRICANE, UT - DETAILS COMING SOON
FEB 3-5 2026	CATTLE INDUSTRY CONVENTION AND TRADE SHOW - NASHVILLE, TN

President's Message Continued

Some of the conditions that will have to be met before the border reopens include increased surveillance and trapping in Mexico, stricter control of animal movement within Mexico and more traceability of animals entering Mexico from Guatemala. There is also planned construction of a sterile fly dispersal facility in South Texas.

These parasitic flies are not well suited to flying long distances and are too fragile to be brought by weather events. When they arrive in the US it will be on an infected animal. While cattle seem to be the most vulnerable, wildlife can also become infected and have migration patterns that are impossible to control.

The USDA is working on treatment protocols for ranchers to use if they have infected animals. Many of the most effective treatments are not currently approved for use in this country. Ranchers are urged to immediately report any suspicious wounds infected with maggots to the state veterinarian. It is likely that at least some parts of the U.S. will be dealing with this parasite in the future. It will take time to ramp up sterile fly production facilities and other measures to push this fly back south.

Jeff Young
UCA President



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WESTERN RANCH MANAGEMENT ACADEMY

Utah State University Extension has joined with Intermountain Farmers Association (IFA) to establish an ongoing ranch management seminar series focused on the Intermountain West. The series will provide high-quality educational opportunities for ranchers and allied industry professionals. We will hold one more seminar in 2025, and four in 2026.

Managing Wildlife as Part of the Ranching Operation
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Wed 1-7pm
Thurs 8-12PM

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- Managing Wildlife Enterprises on Private Lands
- Finding Opportunities to Benefit from Wildlife on Your Operation
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- Building a Resilient Ranch through Wildlife Conservation

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Weaning Already?

By Dr. David Secrist, PhD - Beef Extension Specialist Utah State University



August is upon us, and fall is right around the corner. It's not too early to start thinking about weaning calves.

Whether you are planning a normal weaning schedule or drought is forcing you to consider weaning a little early, a good plan with even better execution can protect calf health and productivity.

Weaning is likely the most stressful event that will occur in the life of your calves. The future growth and reproductive performance of your calves' hinge on a low stress weaning process. Research has shown that health problems experienced during weaning can impact the feedlot performance of your steers and the lifetime reproductive performance of your heifers. It's critical to get this one right.

Ideally, your calf was vaccinated at 2-3 months of age for the common respiratory (IBR, BVD, PI3, BRSV) and clostridial (7-way or 8-way) diseases. If possible, it is beneficial to vaccinate again approximately 2 weeks before weaning, along with both internal and external parasiticide. This can be done when the calves are weaned if it is not practical to do it before. Be sure to check out the BQA resources (www.bqa.org/resources/manuals) to ensure proper vaccine handling and technique.

Solid data demonstrates the value of a 2-step weaning process compared to the abrupt removal of the calf from the cow. The 2-step process involves stopping the calf from nursing for 4-7 days before

completely separating the pair. This can be done in one of two ways. A commercially produced nose-flap can be placed in the nose of the calf to keep it from nursing the cow. The flap is also an irritant to the cow, and she will move away from the calf when it tries to nurse.

A second method is fence-line weaning. It has the advantage of not handling the calf before weaning. The calves are separated from the cows and placed on opposite sides of a well-built, barbed-wire or net-wire fence. The pairs can stand together but not nurse. A hot wire may also be required to keep calves from crawling through the fence. This works best when the calves have access to good-quality forage. After 4-7 days, the cows can be moved away, and the calves will spend much less time and effort walking and bawling. Both methods have been shown to reduce sickness and improve gain in weaned calves.

There are a few other things you can do to reduce the stress of weaning on your calves. If possible, provide access to the feed your calves will be fed for a few days before weaning. Momma will show them how to eat, and the transition will be smoother. The same goes for water. If the calves will be drinking from a water tank, ensure they know where the water is by running the tank over or placing a hose in a way that the calves can hear it. Last, but not least, dust is a significant irritant to the calf's respiratory system. If they must be kept in a dry lot, place bedding in the pen to encourage them to lie down and keep the dust at a minimum.

High-quality feed is a must. Often, the calves don't eat much right after weaning. Encouraging them to eat with a clean, high-quality feed that is familiar to them is best. Grass hay may be more familiar and can encourage them to eat. High-quality alfalfa is rich in protein and energy. Additional energy can be added in the form of a commercial pelleted supplement if needed. Minerals are also a crucial component of the nutrition program. A loose mineral specifically formulated for high-stress calves is recommended for 45 days.

Lastly, if you are experiencing drought conditions and your cows are losing body condition, consider weaning a little early. A dry cow will consume 80% of the feed a wet cow consumes. In addition to sparing the feed resource, your cows will efficiently gain weight to prepare them for the next season.

In drought conditions, your calves will likely gain better if they have access to higher-quality feed, even if they must be weaned. Plan now for the best possible weaning outcomes!

On a different note, the Western Ranch Management Academy will present a seminar titled "Managing Wildlife as Part of the Ranching Operation" at the Utah State University campus in Logan on August 20 and 21. This will be an excellent opportunity to learn more about the wildlife that shares your ranch and how you can benefit both. Register and get more information at www.wrma.usu.edu

Please feel free to reach out anytime. david.secris@usu.edu

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FALL IN THE OZARKS SALE
October 11, 2025
Ozark, AR

FALL ROUNDUP BULL SALE
November 21, 2025
Meriden, WY

CALIFORNIA STABILIZER SALE
October 18, 2025
Dinuba, CA

HIGH ALTITUDE BULL SALE
December 6, 2025
Loma, CO

SUNSHINE \$PROFIT SALE
October 25, 2025
Chiefland, FL

TEXAS FALL \$PROFIT SALE
December 18, 2025
San Saba, TX

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Utah Cattlemen's Association Membership Matters

Your membership in the Utah Cattlemen's Association is critical to the continued vitality of the cattle industry in Utah. We invite you to join or renew your Utah Cattlemen's Association membership. The cattlemen's association works hard, in good years and in bad, to defend and protect the cattle industry in our state. By joining UCA, you are not only protecting your own interests, you're also investing in the future of the cattle industry. The more members we have, the louder our voice and influence can be. We also encourage you to join the National Cattlemen's Beef Association. They work diligently on issues facing the entire industry combatting burdensome tax regulations, ensuring our freedom to operate and pass on the farm or ranch to the next generation.

While you are enjoying the best markets your ranch has ever seen, it would be a good investment to place a little support towards the industry with your membership dollars. Membership application and renewal can be done at www.utahcattlemen.org. If you are unsure of your membership status you can check online or call the office at (801) 355-5748.

Please note that you will still receive this publication even if you are not a current member.

UCA Membership Application

New Member: Yes___ No___ Recruited by:_____

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Spouse Name _____ Email _____

Ranch Name _____

Address _____ City, State, Zip _____

Phone _____

Utah Cattlemen's Association (State Dues)

Cow/Calf Producers

Cattle Owned: Dues

0 to 50 head.....\$100

51 to 100 head.....\$130

101 to 200 head....\$160

201 to 300 head....\$190

301 to 400 head....\$220

401 to 500 head....\$250

501 to 750 head....\$325

750 to 1000 head..\$400

Over 1000 head....\$125 + .30/hd

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National Dues...\$213

Cattlemen's Dues

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Optional ANCW (national) dues are an additional \$60

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National Cattlemen's Beef Association (National Dues) Cow/Calf Producers

Cattle Owned: Dues

0 to 100 head.....\$170

101 to 250 head.....\$340

251 to 500 head.....\$510

501 to 750 head.....\$736

751 to 1000 head.....\$1,020

1001 to 1250 head.....\$1,304

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Utah Cattlewomen's Association



Hey y'all, I'm Tucker and I'm swinging a loop over something a little different this month. Before we dive in, here's a quick rundown of who I am and where I fit in the fabulous UCWA. I was born and raised in Utah, but I've spent the past almost 10 years on a cow/calf operation in New Mexico. My husband Tim & I have 2 feisty little girls. They are the reasons why we do it all. We have been back in Utah for about 1 ½ years. I am currently serving on the cattlemen's board. I am also a small business owner, maker, and instructor of mohair tack through classes and a podcast. I love beef, my horses, and this whole ranching life. Now, for the shake up! I thought this month I'd share a piece I wrote a couple years back; it still brings up the emotions I felt as the words flowed to the paper. I truly hope that intent and emotion flow to the reader.

Learning at The Branding Pen

from the book "Ranch Ramblings from a Cowboy's Daughter by Tucker Martin - copyright 2023

How much learning takes place at the brandin' pen? I suppose it's impossible to list out all of the things, and where exactly they're taught.

After all-how can you describe the inherent love of the land and cattle? The passion for those horses with hearts of giants? The tender care of the orphaned

calf or foal, given by hands that are scarred and callused and used to rough and hard work? How can you put a price on the education of the next generation, of people with big hearts, strong minds and determined spirits?

Where else do little girls and boys see their mommas work beside the men, among the laughter and branding smoke-then prepare the lunch, and kiss the skinned knee of a baby?

Where else but a ranch, do these same kids see their dads pick up the baby and offer kind words of comfort. Watch the "cranky" old hands seemingly shed 30 years as they show the kids how to cut the bull calves or carefully place a brand so it's "just right".

Where else but a ranch do children see men and women as powerfully equal and beautifully different. Ranch kids grow up knowing Mom can handle anything she needs to, and knowing that if Dad can help it, she won't have to. Ranch kids see their mother step in to cover chores when Dad's been up and



going since 3 AM (sometimes earlier), so he doesn't have to; and watching Dad help her with chores anyway.

Where else but a ranch is God's hand seen and felt around every turn; in the sounds of the horses; the silent deer as they watch you trot up the draw.

Where else but a ranch to raise the next generation...

With that, I hope y'all, keep going. This life is worthy of all the hard work, the sweat, blood, tears and stress. Our kids depend on us to follow it through. Organizations like ours, the things we do, and the reasons we do it, are one last thread holding together what we have left.



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Trending in Food & Media



BEEF PRICES & DEMAND

Q Increased media attention on beef prices and beef supplies for the summer grilling season led to a 22% increase in news mentions in May 2025 compared to the previous month.¹

\$ Media outlets mentioned new data on cookout costs. Rabobank said it found overall cookout prices rose 4% from last year while Datasembly said prices for beef burgers decreased from 2024.^{2,8}

🛒 The Wall Street Journal reported that while cattle inventories are the lowest levels in generations and consumers face higher beef prices, demand remains robust.³

BURGER TRENDS

📖 Reader's Digest and other outlets featured their own lists of the best burgers found in each state while some also mentioned the latest rankings from Yelp on the best burger chains across the country.⁴

🍔 Several media outlets and social media posts talked about American astronaut Dr. Jonny Kim recreating and enjoying one of his favorite burgers with food and supplies sent to the International Space Station.⁵

🗣️ The Washington Post and other media outlets shared expert advice on how to make the best burgers at home ahead of the Memorial Day weekend.⁶

NEWS & NOTES

📺 News outlets including several local television stations mentioned National Beef Month more than 300 times during the month of May.¹

📅 Ahead of Mother's Day, *Beef, It's What's For Dinner*, shared three new brunch recipes. The release with the recipes was picked up by nearly 500 outlets with the potential to reach close to 200 million consumers.¹

🏆 Champion pitmaster Erica Roby shared her experiences and recipes from a national BBQ tour. Roby talked to several television stations from the NCBA Culinary Center, funded by the Beef Checkoff.⁷

ARMS #060325-12

1. National Cattlemen's Beef Association. (2024). Traditional and social media listening dashboards. Retrieved from Meltwater: www.meltwater.com
2. <https://www.reuters.com/world/us/record-beef-prices-raise-memorial-day-cookout-costs-2025-05-23/>
3. <https://www.wsj.com/business/retail/record-beef-prices-to-hit-consumers-this-summer-d36ae389>
4. <https://shorturl.at/dH2e5>
5. <https://shorturl.at/VH422>
6. <https://www.washingtonpost.com/food/2025/05/20/homemade-smash-burger-tips-history/>
7. <https://shorturl.at/Eq4v4>
8. <https://shorturl.at/Xjgsq>



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Beef is a Relationship Business

By National Cattlemen's Beef Association, a Contractor to the Beef Checkoff

The beef industry relies on relationships. From gate to plate, building trust with loyal customers starts with a conversation. The Channel Marketing team at NCBA, a contractor to the Beef Checkoff, focuses on cultivating relationships with those companies bringing beef to consumers, such as national retailers, foodservice distributors, manufacturers and restaurant operators. These important markets are where consumers purchase beef, with more than \$80 billion in beef sales annually.^{1,2}

"Our work is focused on building lasting relationships that result in more beef being sold at restaurants and grocery stores across the country," said Jill Rittenberg, senior executive director of channel marketing at NCBA. "Those relationships may take months or even years to develop, but they pay huge dividends in the end."

More than 88% of restaurant menus include beef.³ At retail, beef's value in dollars represents 55% of the total meat case, while chicken's value in dollars is 27% of the total case.⁴ Channel partners understand that business success goes hand in hand with understanding how to sell beef.

The pandemic changed how foodservice and retail partners engaged with the beef industry, shifting from in-person meetings to virtual discussions. However, decision makers are returning to the table, yearning for personal engagement, not only with NCBA's Channel Marketing team, but with producers as well.

This past year, on behalf of the Beef Checkoff, NCBA organized the Beef Business Summit and invited foodservice and retail professionals to Colorado to engage with the industry firsthand. Over the course of more than two days, attendees received an update on the state of the beef industry and learned about producers' com-

mitment to sustainability and where high-quality beef begins. Attendees toured several innovative cattle operations, made connections and experienced beef in new and exciting ways. This event brought back in-person engagement to those who were missing face-to-face experiences, and it led to additional strategic meetings, training sessions and innovative programs.

The immersive educational event gave the Channel Marketing team the opportunity to engage with partners and understand their needs. It helped to build trust in beef and in NCBA as a partner and thought leader. Attendees gained value from the event, which led to strategic beef-centric training sessions, educational sessions and promotional opportunities, resulting in new ways to expand beef's presence across menus and store shelves.

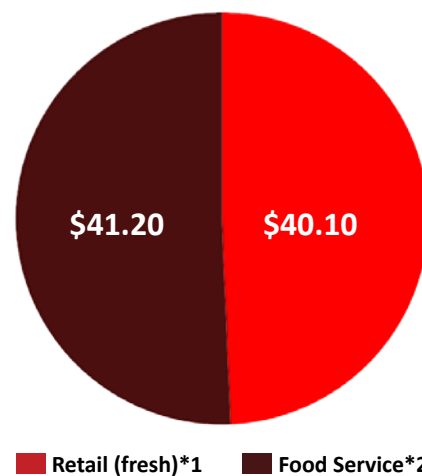
"This type of work can be difficult to explain because the people are the program," said Rittenberg. "We are demonstrating to influential partners how beef is an important part of any menu and any meat case, and then helping partners find ways to grow their beef knowledge base, their beef offerings and ultimately their beef sales."

By partnering with state beef councils, the Channel Marketing team is able to provide a wide range of channel partners with the opportunity to experience what it takes to get beef from the gate to the plate through local ranch tours. Recently, the meat and sustainability teams from national retail and foodservice chains toured ranches in California, Wisconsin and Florida. By working together, NCBA and state beef councils efficiently build confidence in beef and effectively communicate

Full Year 2024 Beef Sales

Across Both Retail and Food Service, Beef Accounts for More Than \$80 Billion Dollars in the US

Beef Sales in Billions of Dollars



a positive beef message to important decision makers.

Foodservice and retail companies reach and influence millions of consumers, and they are a conduit for beef to get on plates and in grocery carts. These activities help fill knowledge gaps and open a two-way dialogue between the cattle industry and those selling their end product. The end result is maintaining and building confidence about beef as part of their business portfolios.

"We want to help these foodservice and retail professionals understand the value of beef to their business," concluded Rittenberg. "When they win with beef, it's a win for the beef industry."

1 Circana Multi-Outlet Fresh Retail Sales, 52 Weeks ending 12/29/2024

2 Circana Food Service Category Sizing, Full Year ending 12/29/2024

3 Technomic, 2025

4 Circana, Year to Date Retail Protein Sales, year ending 12/29/2024, Analysis: National Cattlemen's Beef Association, a contractor to the Beef Checkoff.



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¹Elanco Animal Health. Data on File.

²Blondeau, J.M.; Fitch, S.D. Comparative In Vitro Killing by Pradofloxacin in Comparison to Ceftiofur, Enrofloxacin, Florfenicol, Marbofloxacin, Tildipirosin, Tilmicosin and Tulathromycin against Bovine Respiratory Bacterial Pathogens. *Microorganisms* 2024, 12

³Elanco Animal Health. Data on File.

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