



# THE UTAH CATTLEMAN



*The official publication of the Utah Cattlemen's Association*



My name is Brent Gillman, and my family has been raising crops and cattle for generations. When

I was two years old, my parents moved to our farm in Pleasant Valley, an area south of Myton, Utah. For as long as I can remember, I have wanted to farm and be around livestock, particularly cattle. I have been truly lucky and have been able to do exactly that; except for the two years I spent on the islands of the Pacific Ocean serving a mission for my church.

Even though I have been able to make growing crops and raising cattle my full-time job and my lifelong passion, it has come with its fair share of trials and hardships for my family and me. I remember my father telling me about our first year on the farm. He had planned for his primary income to come from raising and selling hay. However, the summer and fall of 1979 brought a surplus that made hay dirt cheap and very difficult to sell. My father found himself wondering how he was going to make ends meet and stay on the farm. He said the money he needed for his payments was locked up in the haystack, if only he could find a buyer. While looking for a solution, he noticed the small dairies that were prevalent in our area at the time and came up with an idea. On New Year's Day 1980, he started pouring cement for the foundation of a new milk barn. Not long after, we were in the dairy business. He simply found a different way to sell his hay, and by doing so, he figured out how to stay on the farm.

Since that day, there have always been cattle in our feedlot that needed to be fed daily. But that was not the only time our operation evolved out of necessity. We remained a dairy farm until the early 2000s, when very low milk prices forced us to ask what to do next and look for another way to stay in business. The answer was to fill our old milk cow pens with

feeder cattle. More recently, along with our cow/calf operation, we have had the opportunity to replace our feeder calves with yearling bulls. This converted our feedlot into a bull development facility.

Like my father and I, I am sure all of you have found yourselves in situations where you were unsure how you would stay in business and had to evolve or change your operations. I have listened to neighbors worry about their futures in the industry and have felt that worry myself. We have all faced questions about how to afford hay during a bad year or how to survive a long drought. I have stressed over rising fuel prices and the difficulty of growing a business when costs are high. We have all faced our fair share of these uncertainties over the years. But there is one specific concern I have heard repeatedly that has made me extremely worried. It is how a young person can possibly get started in this industry or how a family can transition an operation to the next generation.

We desperately need an influx of young people in our industry. The average age of the American rancher is 58 and rising. Sadly, many family operations are being replaced by large corporations that sometimes see the land only as a long-term real estate investment. I believe most consumers would prefer to buy their food from a family-run

***Message Continues on Page 2***

NON-PROFIT  
ORGANIZATION  
U.S. POSTAGE PAID  
SALT LAKE CITY, UT  
PERMIT NO. 3933

UTAH CATTLEMEN'S ASSOCIATION  
PO BOX 540568  
NORTH SALT LAKE, UT 84054-0568  
WWW.UTAHCATTLEMEN.ORG

**UPCOMING EVENTS**

MAY 2	LEACHMAN LIVE AUCTION - PAGE 5
MAY 13-14	WESTERN RANCH MANAGEMENT ACADEMY - LOGAN, UT - PAGE 11
JUNE 17-18	UCA SUMMER MEETING - LOGAN, UT - PAGE 4
JUNE 30	UCWA SCHOLARSHIP APPLICATIONS DUE - PAGE 8
JULY 12-14	CATTLE INDUSTRY SUMMER MEETING - AURORA, CO
AUG 21	LEOPOLD CONSERVATION AWARD NOMINATION DEADLINE - PAGE 9

**President’s Message Continued**

operation rather than a corporation. As my father and I have done, and as many of you have done over the years, we need to look hard for a solution to these challenges.

We must be resourceful, look for everything that can be done to help the next generation, and make this a priority in all our operations. Formal succession planning processes put into place can help to make sure there is not an undue financial burden on the younger generation. Many successful operations encourage the next generation to spend a few years working for another agribusiness or ranch before returning home. This “away from home” experience allows them to bring back new perspectives and skills that can help the family business evolve. Within our own circles, we can create mentorship opportunities where seasoned ranchers can share their wisdom with newcomers and help bridge the gap between those with experience and those just starting out.

Regardless of whatever uncertainty you are currently facing or may face in the future, just keep going. Look for all the possible options and opportunities. In this way, I believe we will successfully turn our questions into answers and find the way forward for the next generation.

Brent Gillman  
UCA 2nd Vice President

**VACCINES FOR BRANDING SEASON**

**AUTHORIZED DISTRIBUTOR**

*Growing Together*  
**SR STEVE REGAN CO.**  
www.steveregan.com Since 1936

We have over 100 different vaccines from Merck, Elanco, Zoetis and more in stock now.

**MERCK** **Elanco** **zoetis**

SALT LAKE CITY - SPANISH FORK - DELTA - RICHFIELD ST. GEORGE - LOGAN - BURLEY, ID - CALDWELL, ID - STEVEREGAN.COM - 800-888-4545

**Farm & Ranch Estate Planning**

- Estate Planning
- Farm/Ranch Succession Planning
- Estate Tax Minimization
- Estate Settlement/Trustee Representation
- Business Entity Formation
- Probate



**Rob Smith, Attorney at Law**  
Phone (435) 752-1100  
Offices in Logan and Salt Lake City

# Cover More Ground with CKP



CONTACT

**Mike Browning**  
**801-949-6453**

[mbrowning@ckpinsurance.com](mailto:mbrowning@ckpinsurance.com)

**The USDA Risk Management Agency helps protect your Pasture, Rangeland, and Forage (PRF) from the elements.**



*When buying business insurance, it's okay to have a generalist agent.*

*When buying PRF insurance, it's SMART to have a SPECIALIST.*

### **Protect Your PRF (Pasture, Rangeland, Forage)**

Our trusted risk advisors are trained to help you understand and analyze complicated insurance data so you can make the most informed decision for your business. Our goal is to ensure you never purchase unnecessary coverage and pay more than you need. Protect your land and livelihood against potential losses during times of drought.

### **Why now?**

- Very affordable – Government subsidized
- Premiums are not due until Oct. 1
- No adjusters needed
- No claim forms
- Protects your cash flow



Contact your CKP Trusted Risk Advisor today.

**877-CKP-INS1 (877-257-4671) [ckpinsurance.com](http://ckpinsurance.com)**

# UCA & UCWA Summer Meeting June 17-18



## Bridgerland Technical College

Main Building • Room 840 • 1301 North 600 West • Logan

**Registration will be open soon on our website at [utahcattlemen.org](http://utahcattlemen.org)**

### HOTEL INFO

#### **Holiday Inn Express & Suites**

2235 N Main Street

To reserve your room call

(435) 752-3444

Ask for the Utah Cattlemen's

Association discounted room block.



### Wednesday, June 17

10:00 am - Cattlewomen's Meeting  
(lunch provided)

12:30 pm to 5:30 pm - UCA Meeting  
(lunch before on your own)

**UCA and UCWA Presidents' Reports  
Beef Cuts and Yield Demonstration**

**Water Discussions  
(Leasing, Optimization and Utah Water Use)**

**Beef Checkoff Update**

6:00 pm - Dinner & Social

### Thursday, June 18

8:30 am - Bear River Massacre Site Retelling  
by Darren Parry (Shoshone Nation Historian)  
Preston, Idaho



## Improve Livestock Production *with* ICBM Mineral

IFA's ICBM products are formulated to provide supplemental vitamins and minerals essential for health and productive efficiency in beef cattle. Discover the benefits of adding these formulations to your grazing and feeding programs.



» Order Online @ [IFA.coop](http://IFA.coop)  
HELPING TO GROW THE THINGS YOU LOVE



**COUNTRY  
STORE**

# GRASSTIME STARTS HERE

## Choose Your Shopping Experience

Whether you prefer to shop at your pace—or feel the energy of auction day—Leachman has you covered.



### Private Treaty Sales Open Now

Browse our spring offering of high quality Stabilizer® genetics

- More than 175 Stabilizer® bulls available



### Live Auction May 2

Join us ringside for a powerful lineup

- 55 Stabilizer® bulls
- 130 open Stabilizer® heifers



BULLS THAT BUILD BETTER COW HERDS

“We’ve been using Leachman bulls for more than 30 years, and our cattle herd adds more value every year.”  
Bryer Jones, Midland, South Dakota



Scan to request a catalog!

[WWW.LEACHMAN.COM/SALES](http://WWW.LEACHMAN.COM/SALES) | 970-568-3983

#### CONTACT OUR REGIONAL REPRESENTATIVES

- JERROD WATSON (WESTERN) | 303-827-1156
- AARON RASMUSSEN (MIDWEST) | 308-763-1361
- KURT SCHENKEL (EASTERN) | 740-503-6270



A-11736034015

# LEGENDARY SINCE 1971



**NEW BAG!**

## ROZOL POCKET GOPHER BAIT

Build your legacy with the legendary Rozol® Pocket Gopher Bait Burrow Builder Formula. Brought to you by Liphatech Ag, your Most Valuable Partner for effective rodent control.



**LIPHATECH AG**  
WE HAVE YOUR BACKS, BARNs AND BOTTOM LINES.

Rozol Pocket Gopher Bait Burrow Builder Formula is a restricted use pesticide.

## Federation Orientation in Denver, CO



Beef Council leaders joined more than 40 other producers and staff from state beef councils (SBCs) across the country to learn about the Beef Checkoff and share ideas during an orientation hosted by the Federation of State Beef Councils. Darrell Holden of Vernon, director on the Utah Beef Council board, participated in the Federation Orientation held March 18-19, in Denver.

“The Federation of State Beef Councils is vital to helping promote beef’s unique value and driving demand for our exceptional product,” said Travis Maddock, Federation of State Beef Councils chair. “Events like this bring states together to understand how the Federation leverages Beef Checkoff resources toward a common goal.”

New SBC staff members and directors learned about their roles as stewards of the Beef Checkoff. Attendees learned about the Beef Act & Order, Checkoff history, fiduciary responsibilities and Checkoff payment compliance in addition to receiving industry updates.

Staff from CattleFax and the National Cattlemen’s Beef Association (NCBA) provided information

about beef supply and consumer demand trends, and how foundational research drives Checkoff program development. The event also served as a way for SBCs to network with one another, meet NCBA staff and learn about available Federation resources.

“I learned so much about the benefits of the Beef Checkoff. It was amazing to see the media center that monitors and combats misinformation about animal health, food safety, and a hundred other things.” - Darrell Holden

For more information about how the Utah Beef Council is driving the demand for beef, visit [www.utah-beef.org](http://www.utah-beef.org) or call the office at (801) 355-0063.

### *About the Federation of State Beef Councils*

Created in 1963, the Federation of State Beef Councils represents the 43 Qualified State Beef Councils and is committed to its vision, which is to build beef demand by inspiring, unifying and supporting an effective and coordinated state and national Checkoff partnership. State beef councils voluntarily invest in the Federation to enhance the national Checkoff and leverage producer dollars through a coordinated partnership. Housed at the National Cattlemen’s Beef Association, a contractor to the Beef Checkoff, the Federation is a grassroots organization run by producers across the country.



Funded by  
the Beef Checkoff



ANIMAL HEALTH UPDATE

Spring 2026 Newsletter

UTAH DEPARTMENT OF AGRICULTURE & FOOD

### Metabolic Horse Survey

Horse owners and industry professionals are invited to participate in a national survey designed to better quantify the prevalence of equine endocrine disease, understand how affected horses are diagnosed and managed, and determine the knowledge owners in the United States have regarding equids with metabolic disorders. See the survey here: [https://tamuag.az1.qualtrics.com/jfe/form/SV\\_4O76szgBDEXBfqS](https://tamuag.az1.qualtrics.com/jfe/form/SV_4O76szgBDEXBfqS)

### Anthrax

A beef herd in southern Idaho recently lost cattle to anthrax. This was the first case of anthrax in Idaho in nearly 40 years. Anthrax spores live in the environment and can be found throughout the western United States. Anthrax can affect cattle, bison, sheep, goats, equines, camelids, pigs, and cervids. Any person who suspects anthrax should immediately contact their veterinarian. Carcasses should not be opened or moved.

### Brucella ovis and Brucella canis

Brucella ovis and canis are bacteria spread during breeding and birth that cause infertility and abortions in infected animals. B. ovis affects sheep and goats, and B. canis affects dogs. Producers should test their animals prior to breeding and use caution when purchasing animals.

### Equine Neurologic Diseases

There are several neurological diseases in Utah that can affect horses. The Utah State Veterinarian strongly recommends that all horses are vaccinated for West Nile Virus this spring. The Equine Disease Communication Newsletter has information on equine herpesvirus. Also, Utah has been experiencing cases of St. Louis Encephalitis, which can sometimes affect horses.

### Utah One Health Symposium

The Utah One Health Symposium will be held September 23, 2026 in South Jordan. This symposium brings together human and animal medicine as well as environmental health. The topic of this year’s symposium is “What’s Bugging Utah? Pests and Pathogens in Evolving Ecosystems.”



# The **DRIVE**

*How your dollar drives demand for beef.*

## Keep up with the Beef Checkoff in Utah and nationally by signing up for *The Drive*.

*The Drive* is a complimentary newsletter with industry facts, statistics and stories highlighting real ways your Checkoff dollars are driving demand for beef here at home — and around the globe.

# SCAN TO SUBSCRIBE



1. Open the camera app on your smart device
2. Point it at the square QR code
3. Click the website link that appears

[f](#) [in](#) [@](#) [@BeefCheckoff](#)



Funded by the Beef Checkoff



# Utah Cattlewomen's Association



Across Utah's ranching landscape there is a steady, enduring presence that often works quietly behind the scenes. Yet it shapes the very foundation of our operations, our families, and our future. It is the women of the ranch.

She is the ranch daughter who learns responsibility early, trailing behind in chore boots, absorbing lessons that can't be taught in a classroom. She is the sister who stands shoulder to shoulder through long days, unpredictable seasons, and the kind of work that builds grit and lifelong partnership. She is the wife who balances books and babies, pasture rotations and family meals, often carrying as much of the operation in her mind as in her hands.

And then, she becomes the mother who is raising the next generation with the same values that built this way of life: resilience, stewardship, and a deep respect for the land and livestock. Later still, she is the grandmother, the storyteller, the keeper of traditions, and the reminder of where we've been and why it matters.

These roles are not separate; they are woven together. And within them lies something powerful: a sisterhood.

Ranch women understand each other in a way few others can. It's found in early mornings, in shared challenges, in lending a hand without being asked, and in showing up when it matters most. Whether it's working cattle, organizing community events, advocating for agriculture, or supporting one another through life's ups and downs, this network of women is one of the greatest strengths of our industry.

The Utah Cattlewomen's Association exists because of that sisterhood and continues to grow because of it. Together, we not only preserve our heritage but also invest in the future.

One of the most meaningful ways we do that is through our annual scholarship program. The 2026 Utah Cattlewomen's Association Scholarship is offering a \$1,000 award to support young individuals pursuing their education while staying connected to agriculture.

Applications are open to Utah residents who are graduating high school seniors or current college students (up to age 25) with a minimum 3.0 GPA. Applicants or their families must be members of either the Utah Cattlemen's or Utah Cattlewomen's Association, and students must be enrolled in a Utah college or university for the upcoming fall.

This year's application includes letters of recommendation, a transcript, proof of enrollment, and a short video submission where applicants share their perspectives on the future of agriculture and the beef industry. It's an opportunity for young people to not only earn support for their education but also to find their voices as advocates for our way of life.

All application materials must be submitted by June 30, 2026. The application link can be found at [www.utahcattlewomen.org/scholarship-info.html](http://www.utahcattlewomen.org/scholarship-info.html)

We encourage you to share this opportunity with the young people in your lives, your children, grandchildren, neighbors, and community members. Investing in them is investing in the future of agriculture.

As we reflect on the many roles women play on the ranch, it's clear that their impact goes far beyond daily tasks. They are leaders, educators, advocates, and the glue that holds both families and operations together.

Most importantly, they are never alone in it. That's the power of this sisterhood and it's something worth celebrating. I am grateful every day for that sisterhood.

Brandee Mills  
UCWA Immediate Past President

## Reward \$8,500.00



Any information leading to the arrest and conviction of person(s) responsible for illegal slaughter of a cow in Salina canyon in Sevier County. To report any information please contact the following:

Sevier County Sheriff's office 435-896-2600  
Rob Wilcox Brand Investigator 435-419-0021  
Matt Baily Brand Bureau Chief 435-760-7015



# POWDER RIVER

THE AUTHORITY IN LIVESTOCK HANDLING EQUIPMENT SINCE 1938

powderriver.com P: 800.453.5318



## Conservation Pays in Utah

Scan this code to view the application form.



If you or someone you know is a Utah landowner committed to conservation on working land, we invite your application for the Leopold Conservation Award!

The \$10,000 award honors farmers, ranchers and forestland owners who go above and beyond in their management of soil health, water quality and wildlife habitat.

**Application Deadline: August 1, 2026**

To view the application form, visit [www.sandcountyfoundation.org/ApplyLCA](http://www.sandcountyfoundation.org/ApplyLCA)

Presented by:



# Decision Time

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



I have recently traveled across the state, attending Drought Meetings with other USU Extension specialists and the Utah Department of Agriculture. We discussed the decisions that many of you have or may soon face regarding the prospects of continued drought. At the end of the day, the chosen path is driven by both short and long-term economics.

Historical weather data for Utah indicates frequent drought conditions across the state. Precipitation records since 2000 show an even greater tendency toward below-average moisture.

Stocking rate is a critical component for spreading fixed costs and thereby maintaining ranch profitability. Due to the length of the cattle production cycle, ranchers struggle to maintain optimal stocking rates amid highly variable precipitation, leading to significant swings in forage production. Forage can be purchased as hay or rented pasture outside the drought area, but the cost may be prohibitive. Or is it?

Ultimately, short-term and long-term economic factors come into play in determining the best course of action for ranchers. Market factors, including the cost of hay, rented pasture, freight, labor, replacement cost, and cattle revenue, all bear on the decision to buy feed or grass or to liquidate the herd.

At the end of the day, you may be forced to choose between selling cows or buying feed. In the March issue, we discussed other

management options, but in this article, I will focus on the decision between liquidating cows and purchasing feed.

Although supplemental feed or rented pasture poses a significant cost, their value relative to feeder cattle value and female replacement cost is critical to understanding the best course when faced with persistent drought conditions.

First, we need to recognize that cows are a depreciating capital asset, with their value estimated based on future production and salvage value. Inputs such as labor may or may not be a variable cost depending on the source of that labor (long-term employees or temporary care). A sold cow is not only lost for the current year, but she is not available to produce in the coming years when grass may be more plentiful.

USU Applied Economics specialists Andrew Anderson and Ryan Larsen have put together a decision-making tool to assist in making the buy feed/pasture OR sell cows decision. Before making a knee-jerk decision, gather key numbers from your operation and run them through this useful tool. What are the current variable costs for your operation? These will include:

1. Supplemental feed cost including salt and mineral on a per head basis
2. Labor cost per head
3. Veterinary and animal health per head

- (vaccines, preg-check, etc.)
4. Hauling costs per head
5. Bull cost per cow
6. Other variable costs

You will then need to ask yourself the following questions:

1. What is the normal grass carrying capacity of my ranch, excluding normal hay feeding? Calculate this in Animal Unit Days or the number of grazing days X number of cows.
2. What will the Animal Unit Days be under drought conditions?
3. How can I cover the days reduced by drought, and what will it cost? This can include hay purchases or rented pasture (be sure to include freight and extra labor).

Once you have these numbers, you are ready to make an informed decision. Log on to the Drought Management Decision tool at [www.farmanalysis.usu.edu](http://www.farmanalysis.usu.edu)

Best of luck this spring and summer. Please feel free to reach out with any questions or comments.

[david.secris@usu.edu](mailto:david.secris@usu.edu)

## THE MOST IMPORTANT ASSET ON YOUR RANCH IS YOU.

Agricultural life is demanding. Taking care of your mental health is just as vital as taking care of your herd. Utah State University Extension and UDAF are here to support you and your family.



GET STARTED AT:



Scan for providers and resources:

[extension.usu.edu/agwellness](http://extension.usu.edu/agwellness)



NEED HELP NOW? CALL OR TEXT 988



National Suicide & Crisis Lifeline



Seating is limited!  
**\$200**

# WESTERN RANCH MANAGEMENT ACADEMY

Utah State University Extension has joined with Intermountain Farmers Association (IFA) to provide high-quality educational opportunities for ranchers and allied industry professionals.

## Western Range and Pasture Management May 13th-14th

### Pre-Conference Workshop +\$10 (includes lunch)

- Principles of Managing Grazing
- Stocking Rate Considerations and Harvest Efficiency
- Using New Technology to Monitor and Manage Grazing on Rangelands
  - o How to Use Range Analysis Platform (hands on demonstration)

### Conference Topics (dinner provided)

- The Art of Grazing Management, Kicking the Hay Habit
- Using Seeding to Improve Range Production
- Nutritional Needs of Cattle: The Science of Grazing Rest, The Economics of Stocking Rate
- Virtual Fence Options, Overview, and Use
- Managing Your Grazing Permit: Being a Good Permittee
- Poisonous Plants: What should I worry about and management strategies
- Range Improvement Programs through NRCS

May 13-14, 2026

Wed Workshop 8AM-12PM

Conference Wed 1PM-7PM

Thurs 8AM-12PM



Utah State University

Alder Champions Club

Maverik Stadium

Logan, UT



**REGISTER NOW** →

For registration and additional information go to:

**WRMA.USU.EDU**



In cooperation with



Extension  
 UtahStateUniversity



Mike & Melissa  
 Schultz Family  
 Foundation



National Institute of Food and Agriculture  
 U.S. DEPARTMENT OF AGRICULTURE



WESTERN  
 EXTENSION  
 RISK  
 MANAGEMENT  
 EDUCATION

Utah State University is an affirmative action/equal opportunity institution and is committed to a learning and working environment free from discrimination, including harassment. For USU's non-discrimination notice, see [equity.usu.edu/non-discrimination](http://equity.usu.edu/non-discrimination). This material is based upon work supported by USDA/NIFA under Award Number 2024-70027-42472.



[westernagcredit.com](http://westernagcredit.com)  
Call 1.800.571.9200



# RateSmart Loan

**AgFuture Program**

## **Earn 1% off your rate.**

Through the AgFuture RateSmart Program, qualifying young and beginning producers can secure a 1% rate reduction by completing the Borrowing Basics online course. The training covers essential topics such as the 5 Cs of Credit, required financial information, and understanding loan products—all designed to be completed in under three hours.

Participants can enroll at any time and begin earning a rate reduction that will be applied to a future loan request.

***Visit our website for more information!***

**Scan to  
get started!**

