

BEEFMT NEWSLETTER

JANUARY 2021



HAPPY NEW YEAR from BeefMT!

2020 has had its challenges, but I would venture to say those in agriculture are quite experienced when it comes to hard times and in adapting to challenges! Among the challenges, there have been some new and exciting things happening in Montana Agriculture. The development of BeefMT is one of them! BeefMT will be a comprehensive and intensive educational program for beginning ranchers in central and eastern Montana with the hopes of becoming statewide in the future. Participants in this program will receive knowledge and resources on topics including: transition planning, range management, land acquisition, livestock nutrition, financial planning, ag policy, marketing, and more.

In this newsletter you will find more information about BeefMT, hear an update from our Project Manager, learn how to become involved as a Project Partner, and be introduced to our team.



Winnett ACES, Petroleum County Conservation District, and others have begun work on a new Montana agriculture curriculum modeled after the successful beefSD program in South Dakota. BeefMT will use a cohort model—meaning the same participants will start and complete the program together; working together throughout its duration. The program will be implemented during a two-year period with participants meeting 4-6 times per year.

Components of the class will include:

- Interactive workshops
- Webinars and other web-based interaction
- Hands-on case studies
- Mentoring
- Post-weaning calf performance evaluation
- Out-of-state educational trips

The goal of BeefMT is to give beginning ranchers (10 years or less in management) the tools necessary to better manage their ranch businesses. Many topics will be covered in the two year class, including but not limited to:

- Financial management and planning
- Increasing profitability and managing risk
- Range management and natural resources
- Beef herd health, genetics, and nutrition
- Ranch transitions
- Land acquisition
- Ag policy
- Marketing
- Starting from scratch
- Dos and don'ts of leasing
- Grazing strategies
- Fencing and watering systems
- Consumer demands and choices
- Agriculture economics



Outcomes of the Class

Our goal is to provide beginning ranchers with knowledge, resources, and a support network to help them make decisions that further their operation's ecological, economical, and social sustainability.

Encouraging life-long learning:

Fostering ambition, encouraging new ideas, and providing resources - participants are encouraged to continue their agriculture education through other programs and resources.

Networking:

The cohort model will help participants strengthen and broaden their support network in the cattle industry; creating lifelong friendships and business relationships.

Ecological sustainability:

Learning best practices for range management will help beginning ranchers maintain and balance the health of livestock, vegetation, and wildlife.

Adding to the knowledge toolbox:

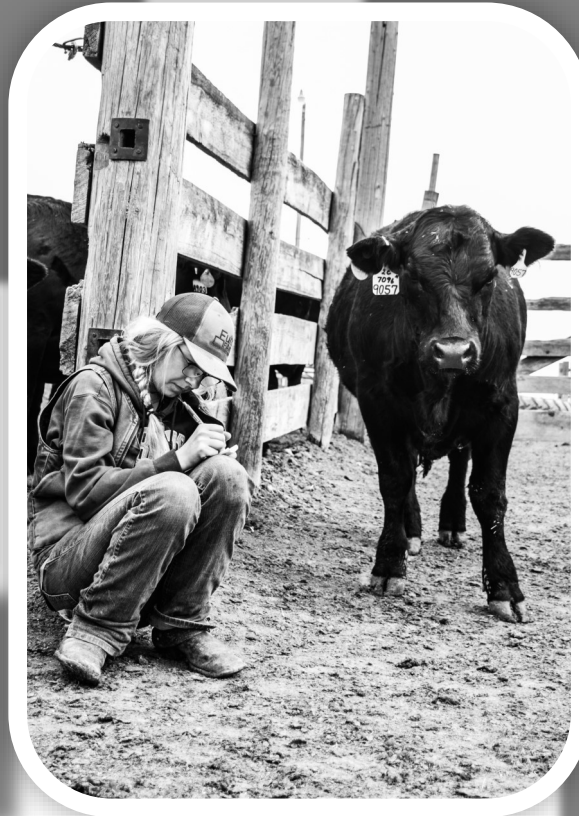
Participants will take home knowledge to help them increase production acres, herd size, and conservation and resource management, build a management team, improve their financial and economical situations, and much more.

Financial sustainability:

Understanding livestock policy and marketing strategies will help producers discover opportunities for gaining control of at least a portion of their sales, to provide a cushion in volatile markets.

Creation of a high-quality life:

Participants will learn ways to balance work, business, relationships, and family.



Increased profitability:

Participants will develop goals, and marketing, financial, and business plans. These and other resources will help them increase their operation's profitability.

Social Sustainability:

Knowledge in transition planning will help younger generations move back to the ranch.

Mentoring:

Mentorship from both peers and case study operations helps build long-lasting relationships.

Creating leaders:

Leadership skills and volunteerism will be strengthened and encouraged as participants take what they have gained back to their communities and local, state, & national boards.

Industry Perspective:

Tours and teaching on all aspects of the cattle industry from gestation and birth to feedlots & harvest will give participants a comprehensive knowledge base when it comes to the cattle industry as a whole.

Project Manager Update

2020 has been quite the year, but this open and warm winter is sure a great way to bring in the New Year isn't it?! Let's just hope for some good spring rains!

So many great things have happened with the BeefMT program since I started as the BeefMT Project Manager in September. My excitement for this program continues to grow the further along with the development as we get. In September I was able to travel to Sioux Falls, SD to attend the last session of class 4 of beefSD. This was very beneficial in helping visualize what our BeefMT will look like and glean knowledge from the beefSD team. The team in South Dakota has been very generous and helpful in developing our program and we can't thank them enough for all of their help!

Our Advisory Committee was established in November. This Advisory Committee was put in place to help effectively guide the direction of this program, guide curriculum development, and create an action plan for implementing BeefMT. Each committee member offers their recommendations, provides key information to the BeefMT directors, advises about the educational needs of beginning ranchers in the area, helps to incorporate existing education materials, and offers opportunities for collaboration among ag-focused organizations. What better way to gain an understanding of the needs of Montana beef producers than from Montana ranchers themselves? We have a great group of ranchers representing all corners of eastern Montana and are very thankful for their commitment to the program.

In November and December we had a survey go out to ranchers all across Montana to provide us with feedback in regard to curriculum development. We will use this information to select which topics we include in Class #1. Thanks to everyone who took the time to participate in this survey!

The main focus in November and December was to reach out to potential Project Partners and wow..... There is some great support behind BeefMT!! I have talked to many different folks representing business, organizations, programs, academia, and groups all across the West. We had a successful webinar with many of these people on December 17. We will always be looking for people to hop on board as Project Partners, so if you or someone you know is interested, please reach out to me or any of the directors. Learn more about our Project Partners on the next page.

I have had many people asking about the start date for the first class and I am sure you are wondering as well. Our goal is to have the first session of class one beginning in the fall or winter of 2021. This would have the participant application process start end of August or September. This is all dependent on funding. We are working hard to secure enough funding to start with our pilot class at this time. We are still very much in the beginning stages so will have to see how everything goes, but that is our hope and we are making good tracks to accomplish it.

If you have any questions, comments, thoughts, or suggestions about the BeefMT Program, I would love to hear them! Please feel free to contact me or any of the team at anytime!

God bless your new year!

Tienna Canen

BeefMT Project Manager

(406) 941-2738

beefmt@gmail.com



Project Partners

BeefMT is inviting Project Partners to help create the BeefMT program! Partners help to identify course instructors, help promote and advertise the program, and provide financial assistance.

This group of Project Partners is a collection of individuals, businesses, programs, and groups who all bring unique knowledge, skill sets, and resources to the program. How each Project Partner is involved varies greatly. BeefMT works with each group on an individual basis to best determine the strengths each Partner can bring to the table. We will never say 'no' to new Project Partners and we will continue to reach out to potential parties. The more people and resources we have involved with this program the better! Are you interested in becoming involved or know someone who is? Contact us today for more information.

Here are some examples of how a Project Partner can be involved:

- Help collaborate with other agriculture education curriculum & materials to streamline & condense efforts to avoid duplication
- Help promote and advertise BeefMT
 - Include articles, press releases, and advertising in publications
 - Advertisement on Partner's website
 - Share information on social media platforms
 - Sponsor radio advertising
 - Sponsor ads in local and regional newspapers, magazines, & catalogs
- Provide instruction for specific course content
- Sponsorship of a specific workshop, case study, or travel study trip
- Provide resources and materials to class participants
- Provide services or products to participants at reduced rates
- Financially support the BeefMT Program
- Host tours and/or workshops
- Provide a financial sponsorship to participant(s)
- Sponsor class materials (ex. Name tags, Graduation gifts)

These lists are by no means exhaustive. If you are interested in becoming a Project Partner, please reach out and we will work with you to determine the best way you can be involved!

We work with each Project Partner to individualize partnership and help them to get the most benefit from their involvement. Here are some ways we support our Project Partners in return for their involvement and support!

- Project Partner will be highlighted on BeefMT social media platforms
- Project Partner will be featured on our website
- Project Partners will be given the opportunity to promote their program/service to class attendees
- Project Partners may be asked to teach on a topic of expertise - advertising their business or service or strategy etc.
- Project Partner can provide resources to class participants
- Project Partners will be listed on BeefMT advertisements

Would you like to become a BeefMT Project Partner?

Contact: Tienna Canen

beefmt@gmail.com

(406) 941-2738

MEET THE TEAM!

Tienna Canen—BeefMT Project Manager

Hello! I'm Tienna Canen and was hired as the BeefMT Project Manager in September of 2020. I am the fifth generation on my family's moderate-sized ranch and farm (Mahlstedt Ranch, Inc.) in western Dawson County. Primarily a cow-calf and horse operation, we raise Salers cross cattle, have a small feedlot where we background all of our calves and feed out some to sell beef directly to consumers. We are known for our roan horses, raising 30-40 foals each year and sell as prospects via private treaty. Our dryland farming side of the operation is mostly raising feed grains such as barley and oats, as well as hay, and some wheat. I graduated from MSU in Bozeman in 2018 with a degree in Animal Science-Livestock Management and Industry. When I am not working on the ranch, I fill in as a trail ride guide during the summer months in Custer, SD. I have my own animal therapy business of Acuscope and Myopulse therapy for horses and dogs. I completed my ATS certification for this in 2016. I am also starting my own horse program with my up-and-coming stallion.

It is getting more and more difficult for young and aspiring people in agriculture to make a 'go' of ranching and farming. But it is now more important than ever to get and keep young people involved in the industry to carry on our legacy, traditions, values, and to feed an ever-increasing world population. I want to see other young ranchers create and grow successful, sustainable operations while spending time with their families and creating a high-quality life. I believe BeefMT has the potential to help many beginning producers in Montana and am really excited to be part of its development!

Laura Nowlin—BeefMT Project Director and Winnett ACES

Laura attended the best Montana school – Montana State University – and earned a bachelor's degree in History and went on to the University of Oregon where she received a Master's Degree in Historic Preservation. She and her husband, Levi, moved to Cheyenne, WY, where Laura worked for the WY State Historic Preservation Office. They have two children, Jack and Anna, both born in Cheyenne before moving back home to the ranch in 2012. Laura and Levi now run their own red angus cow-calf operation on property leased from her parents. Laura also works as the Musselshell Watershed Coalition coordinator and for the Winnett ACES.

Emily Standley —BeefMT Project Director and Fergus/Petroleum MSU Extension Agent

Emily Standley was born and raised in Montana. She earned her bachelor's degree in Range Management from Montana State University, and shortly after, moved to Lewistown where she began a job with the Montana Rangelands Partnership, helping ranchers across a six-county area establish range monitoring sites and develop basic grazing plans. Three years ago, she transitioned to her current position as an MSU Extension agent for Fergus and Petroleum Counties. She is passionate about our Montana grasslands and the people who care for them. One of her favorite

hobbies is identifying plants, which pairs perfectly with the diverse landscape in Central Montana.



MEET THE TEAM!



Rachel Frost—BeefMT Project Director and MSU Dan Scott Ranch Management Program

As the 4th generation to be raised on a small family ranch in West Texas, my ties to ranching run deep. My ultimate goal growing up, and through college, was to return to the ranch and continue raising cattle and sheep. However, life took different turns and led me to pursue a PhD in Rangeland Ecology through the University of Idaho. Upon graduation, I moved to Montana and started my academic career with MSU as a research scientist in the Department of Animal and Range Sciences. After 8 years, I took a break from academia and served as the coordinator for the Missouri River Conservation Districts Council where I was responsible for coordinating large-scale conservation projects across multiple landownerships and facilitating public and private partnerships. Currently, I have returned to MSU as the Program Lead for the Dan Scott Ranch Management Program (DSRMP). In that role, I am responsible for developing curriculum, selecting students, and recruiting partner ranches as internship hosts for a Bachelor's Degree in Ranching Systems. I am also responsible for developing an outreach program that serves the needs of the MT ranching community, which is why I am so excited to be part of BeefMT. I live with my husband (Jason) and daughter Katelyn near Livingston, while my oldest daughter, Joleen, is in TX pursuing a degree in Animal Science.

Ken Olsen—BeefMT Project Advisor and South Dakota State University Beef Specialist

I work for SDSU as an Extension Beef Specialist located at the West River Ag Center in Rapid City. My job is to provide extension programs for beef producers and to conduct research about beef production systems. beefSD is one of the key Extension programs that I am active with. Other extension programs that I am involved with include South Dakota Grazing School and the Range Beef Cow Symposium. My research ranges from the effects of various grazing management practices on cattle nutrition and performance to how beef production practices influence animal performance and carcass characteristics. I was raised on a ranch/dryland farm near Scobey, Montana. I received undergraduate and graduate degrees from Montana State University and Utah State University. After graduate school I have worked for Kansas State University, Utah State University, and South Dakota State University in various combinations of teaching, research, and extension specialist roles. I am married to Stacie, who is a nurse at the Black Hills Surgical Hospital. We have one son who is 26 and works in Fort Collins, Colorado.



Stacy Hadrick —BeefMT Project Advisor and beefSD Coordinator

Stacy Hadrick is passionate about helping farm and ranch families navigate the complexity of transition. She's spent her entire professional career helping farm and ranch families work through difficult situations to make their family business survive and thrive. She came out of college with a Bachelor of Science Degree in Business and Economics full of excitement and ready to help producers with marketing livestock and building successful businesses throughout the South Dakota State University Extension Service. It didn't take long for her to realize that families could have a strong business plan but if they lacked communication it was going to struggle. Stacy knows first hand the joys and struggles of working with a multi-generational farm family. She and her husband, Troy, farm and ranch with his family in north central South Dakota where they raise cattle, corn, soybeans and feed for livestock.



Stacy is active in South Dakota Farm Bureau and Beef Industry Council. Through Farm Bureau, Stacy won the State Discussion Meet and as a couple they won the State Excellence in Agriculture Award. In 2004, they were awarded the National Excellence in Agriculture Award from the American Farm Bureau Federation. Stacy participated in Farm Bureau's most prestigious leadership training program, Partners in Agricultural Leadership (PAL). She is also a past state Farm Bureau board member. Currently she represents South Dakota Farm Bureau on the South Dakota beef industry council.

Stacy and her husband are raising their three children as the sixth generation on their family farm.

BeefMT Advisory Committee



Shaelyn Bauer—Clyde Park

My name is Shaelyn (Meyer) Bauer, my husband Josh, son Diehl and I live about 10 miles west of Clyde Park. I come from a ranching operation outside of Ekalaka MT and try to help out in whatever way I can with the family ranch (website, social media, monitoring etc...). I am taking my final class towards a masters degree in Land Resources and Environmental Science this spring, having my second baby shortly after finals (hopefully he/she stays in that long!!), and will have to fit a final professional paper in after that somewhere (Lord help me). Then I'll be done with grad school!

In addition to being a stay at home momma and part time student, I do consulting work. My business is H Open A Ranch Consulting and I work almost exclusively with family run operations in eastern MT. They're my people! I do occasional special projects with various organizations also, trying to be a jack of all trades and jumping in wherever people need a hand whether it be monitoring and grazing planning, feasibility studies, recordkeeping, wildlife projects, EQUIP projects etc.. I also am a service provider with MaiaGrazing which is a grazing planning and recordkeeping software designed with pasture performance in mind.

My family ranch is a commercial cow calf operation and they do intensive grazing on tame pasture through the summer and fall; moving cows up to twice a day. They strive to be as low input and forage based as possible and through that process found out that their genetics had to change to be more suited to that kind of management. Apparently a few other people converting to intensive grazing and low input management found out the same thing so now they also sell a few dozen bulls every year.

I'm looking forward to seeing this project take off and think it could be life changing for the participants! I was lucky enough to be a part of the first Leadership Series Class put on by Montana Stockgrowers. It was a year long program with monthly meetings and that was honestly life changing and so challenging.

Liz Barbour —Broadus

I am excited, and also humbled, to be a part of the advisory committee for the new BeefMT project. As a first generation rancher I am eager to get to know each of you better and soak up your wisdom and input.

My husband, Drew, and I along with our two children (ages 6 & 4), manage the Cinch Buckle Ranch east of Broadus for J Bar L Ranches, which is headquartered out of Melville. J Bar L is made up of four separate ranches across the state which run the following enterprises: cow/calf, yearling, bred heifer, and grass-fed finished fat cattle (Yellowstone Grassfed Beef). Here, we have a resident cow herd and normally custom graze yearlings each summer. This year, we are trying a new re-breed enterprise to stock the ranch as well. As an extremity of J Bar L and our values, I hold an immense amount of gratitude toward the landscape and the animals in our care. At the Cinch Buckle we attempt to use the cattle as a means to repair the land by implementing an intensive grazing/holistic style of ranch management; which on a large landscape can often be very challenging but rewarding. I am passionate about low-stress stockmanship and cattle handling, riding young horses, my cow-ard dog, learning about native grasses/rangeland composition, community, diversity, inclusivity and networking with people of all skills and trades. Last winter, I was able to attend Ranching For Profit where I learned a lot about the business side of ranching. I gained some valuable perspective on the people side as well; learning about and empathizing with just how broad and complicated the challenges within a ranching operation can be. I met some pretty kick ass folks doing some challenging and awesome things...which is always inspiring.



Daily, I feel so blessed to be in partnership on this landscape and experience the leadership and mentorship within our J Bar L team. I am very much looking forward to getting to know each of you. I hope your holiday was full of blessings, even with all of the challenges of 2020.

BeefMT Advisory Committee

JR and Katie Lund—Winnett



No doubt being a first generation rancher is a hard task; sometimes feeling nearly impossible, but we have always had a dream to ranch and to own a piece of land that we can raise our family on. After graduating from college, we made that dream a reality and took a leap; buying our first seven head of Registered Black Angus. A couple years later we were able to buy a large group of registered, mother cows from the ranch we had been managing as an investment property in Central Montana. Fast forward to 2017 and we were finally able to buy a winter base in Petroleum County. We rely heavily on lease ground and have been very fortunate and extremely blessed, (sometimes with impeccable timing) on having the “right” people step into our lives. We are hosting our 6th annual bull sale this year and are now running a 300 head operation. JR is an ABS Semen Rep and has a custom breeding business, artificially inseminating nearly 3,000 head a year. Katie has a bookkeeping business and is able to work from home, while raising their four young children on the ranch. Both try to stay involved as much as possible in community events, activities and groups.

Rockin L Genetics started as a vision; two young college kids in love with extreme dedication (and maybe, a little stubborn streak) to succeed and fight for the “American way of life.” We have the drive to be successful and are building a strong foundation for our future, the future of cattle, and our children and are very proud of where we’ve come from. We take great pride in our family, faith, cattle, working hard and loving what we are doing. There have been many ups and downs and a lot of bumps along the way, but we are striving to make this the best life; because there really is no better life.

Eric Moore—Miles City

Eric resides in Miles City with his wife and two children. Eric currently owns and operates a Feedlot/Farm operation. He is very active in the community and serves as a member on the Developmental Educational Assistance Program (DEAP) board and director of Montana Beef Council. Eric formerly served as a State Legislator, was a director of Montana Stockgrowers Association, and was a member of Holy Rosary Hospital Audit & Finance Committee. He is very supportive of FFA, 4-H, MCC Steers for Pioneers, and MSU Steer A Year Program.



Chad and Chris Remmich—Hinsdale

We are Chad and Christine Remmich. We run a cow/calf operation in Hinsdale Montana (northeast corner). We also raise and sale a few Driftwood horses. We met at college in Bozeman, MT, married and moved up to the ranch that Christine was born and raised on. The ranch has been in the family for about 110 years. We have 4 kids. Matt who is a police officer in Bozeman, Nate (and family) who works with us on the ranch. Trisha (and family) who is a property manager in Laurel, MT and Bailey (and family) who works on the ranch with us. We are extremely proud of our kids and they all help us out during busy times. We all really enjoy the ranching lifestyle and are now looking forward to the next generation taking over and us enjoying our 4 soon-to-be 5 grandkids.



We are constantly trying to figure out ways to improve our herd and hay production. We are looking forward to meeting everyone involved with the BeefMT Program to share ideas and learn new things.



If you would like more information on BeefMT, would like to become a Project Partner, have any questions, or would like to be involved in some way, please contact us anytime!

Direct questions to:

Tienna Canen
BeefMT Project Manager
beefmt@gmail.com
(406) 941-2738

Beef MT Project Directors:

Laura Nowlin | Winnett ACES – (406) 429-4832
info@winnettaces.com

Emily Standley | MSU Extension, Fergus/Petroleum Counties
(406) 535-3919, emily.standley1@montana.edu

Rachel Frost | MSU Dan Scott Ranch Management Program
office (406) 994-3724, cell (406)223-7262,
frost@montana.edu

Stacy Hadrick | BeefSD Coordinator – (605) 347-1195
Stacy.Hadrick@sdstate.edu

Ken Olson | SDSU Extension Beef Specialist - (605) 394-2236,
kenneth.olson@sdstate.edu

