

YOU ARE INVITED TO
JOIN US FOR THE

91ST ANNUAL CONVENTION & TRADE SHOW

ROARING INTO THE '20S

NORTH DAKOTA STOCKMEN'S ASSOCIATION



OCT. 8-10, 2020

RAMKOTA HOTEL
BISMARCK, ND

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SCHEDULE OF EVENTS

THURSDAY, OCT. 8

Golf Scramble & Hole-in-One Contest, Tom O' Leary Golf Course Bismarck..... 9 a.m.
 Contact Scott Ressler at (701) 223-2522 or (701) 391-7310 to register.

Board of Directors Meeting 10 a.m.

Registration 1-5:30 p.m.

Feeder Council Business Meeting 2 p.m.

Trade Show Set-Up 2-5 p.m.

Improving Price Discovery & Transparency in the Beef Industry Cattlemen's Education Series 3 p.m.
U.S. Department of Agriculture Agricultural Marketing Service Official

Refreshment Break 3:45 p.m.

Improving Price Discovery & Transparency in the Beef Industry Panel Discussion 4 p.m.
 Discussion with Brad Kooima, Kooima Varilek Trading, Inc.; Surcy Peoples, Central Stockyards, Inc.; & Tanner Beymer, National Cattlemen's Beef Association

Trade Show Social 6 p.m.

Supper 7 p.m.

FRIDAY, OCT. 9

Trade Show 8 a.m. - 3 p.m.

Registration 8 a.m. - 5 p.m.

Opening General Session 8:45 a.m.
 Call to Order: Dan Rorvig
 Presentation of Colors: Fritz Rogstad & Arlon Voge
 National Anthem: Cassidy Strommen
 Adoption of Convention Minutes
 Convention Video
 "Riding for the Brand" Recognition
 President's Message: Dan Rorvig
 Executive Vice President Report: Julie Ellingson

North Dakota CattleWomen Greeting:
 Joy Patten

Trade Show Refreshment Break

Opening General Session Resumes
 Nominating Committee Reports: Committee Chairmen
 Floor Nominations of Officers & Directors
 Candidates' Forum
 Speaker Presentation:
MICHAEL LEE, North Dakota Department of Health Food and Lodging Division, & **CJ & CALLI THORNE**, Triangle M Ranch & Feedlot:
 "Direct Beef Marketing Opportunities in North Dakota"

Buffet Lunch 12 p.m.

Policy Committee Meetings 1-3 p.m.
 Ag Policy Committee
 Feeding & Marketing Committee
 Research & Education Committee

Resolutions Committee Meeting 2 p.m.

Policy Committee Meetings 3:15 - 5:15 p.m.
 Animal Health Committee
 Brand & Theft Committee
 Environmental Issues Committee

"Roaring into the '20s" Social 6 p.m.
 Wear your 1920s attire to compete for fun prizes!

"Roaring into the '20s" Supper & Fundraising Auction 7 p.m.

Ringling 5 & "Roaring into the '20s" Fun Night 8 p.m.

SATURDAY, OCT. 10

Resolutions Committee Meeting 7:30 a.m.

Registration 8 a.m. - 12 p.m.

North Dakota CattleWomen Silent Auction 8 a.m. - 1 p.m.

General Session 8 a.m.
 Pledge of Allegiance

Convention Video
 Photography Contest Announcement
 Speaker Presentations:
DR. FRANK MITLOEHNER, University of California-Davis: "The Path to Climate Neutrality"
U. S. Department of Agriculture Official: USDA Packers & Stockyards Report

Refreshment Break

General Session Resumes
 Speaker Presentation:
LADD ERICKSON, McLean County State's Attorney: "Scam-Proofing Your Ranch & Your Life"

Foundation Luncheon 12 p.m.
 North Dakota Beef Commission Greeting:
 Weston Dvorak
 Foundation Board Introduction & Recognition
 Foundation Scholarship Presentations:
 Warren Zenker
 Convention Intern Recognition:
 Leann Rosencrans

Closing Business Session 1:30 p.m.
 Policy Committee Reports
 Adoption of Resolutions
 Officer & Director Elections

North Dakota CattleWomen Meeting 1:30 p.m.

Refreshment Break

Closing Business Session Resumes
 Retiring Director & Officer Presentations
 Membership Drive Awards
 Bull Bucks Drawing

Social 6 p.m.

Annual Banquet 7 p.m.
 Master of Ceremonies: Brian Amundson
 Introductions
 Convention Video
 Foundation Auction
 Entertainment: Strolling Strings
 Employee Service Awards
 Honorary Local Brand Inspector Award
 Environmental Stewardship Award
 Rancher of the Year Award
 Honorary Membership Awards
 Top Hand Award

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HIGHLIGHTS

THURSDAY HIGHLIGHTS

Golf Scramble & Hole-In-One Contest

The 2020 NDSA Golf Scramble and Hole-In-One Contest will be held at Tom O'Leary Golf Course in Bismarck. Contact Scott Ressler, the golf chairman, at (701) 223-2522 or (701) 391-7310 to register.



Cattlemen's Education Series:

"Improving Price Discovery & Transparency in the Beef Industry"



Tanner Beymer



Brad Kooima



Surcy Peoples

The NDSA is committed to helping improve price discovery and transparency within the U.S. beef industry and has been a leader in this conversation. It is focusing this year's Cattlemen's Education Series on this issue and will be bringing thought leaders together for members to learn more about solutions being explored and to weigh in on the next steps. The program will include industry experts who will provide insight on different proposals. A U.S. Department of Agriculture Agricultural Marketing Service representative will kick off the series, explaining the mechanics of Mandatory Price Reporting (MPR). After the presentation, there will be a panel discussion with Brad Kooima, Kooima Varilek Trading, Inc.; Surcy Peoples, Central Stockyards, Inc.; and Tanner Beymer, National Cattlemen's Beef Association. The panelist will talk about a variety of topics — including a mandated cash trade proposal, MPR enhancements, the Fed Cattle Exchange and its bid-to-grid components and the status of federal market-related legislation.

Trade Show

The annual NDSA Trade Show will begin Thursday night with a social at 6 p.m. Convention-goers can browse the booths of more than 50 industry leaders. The Trade Show will continue through Friday afternoon.

FRIDAY HIGHLIGHTS



CJ Thorne

"Direct Beef Marketing Opportunities in North Dakota"

The COVID-19 pandemic has presented many challenges in the beef industry, but has also



Calli Thorne



Michael Lee

provided new opportunities for some producers to directly market their product to consumers. Hear what CJ and Calli Thorne of Triangle M Ranch & Feedlot have to say about their experience direct marketing beef to consumers in North Dakota and other states and what it took them to get to the place where they are. Michael Lee, field staff supervisor and standardization officer for North Dakota Department of Health's Division of Food and Lodging, will also talk about the options and regulatory steps involved in direct marketing beef in the state.

Policy Committee Meetings

Grassroots policymaking is at the heart of the NDSA. During this year's committee meetings, members will discuss and debate policy issues and learn from industry experts who will offer informational reports on the Coronavirus Food Assistance Program, Livestock Indemnity Program, legislative land access study, Animal Disease Traceability program changes, endangered species in North Dakota, blockchain, the proposed Dietary Guidelines, netwrap research, a checkoff referendum petition and more.



Ringling 5



"Roaring into the '20s" Fun Night

Join us for "Roaring into the '20s" Fun Night, which will be filled with entertainment from Ringling 5, trivia and prizes. Show your "Great Gatsby" spirit and wear your 1920s attire to take part in the costume contest.

SATURDAY HIGHLIGHTS

Dr. Frank Mitloehner, University of California-Davis: "The Path to Climate Neutrality"



Dr. Frank Mitloehner

Dr. Frank Mitloehner is a professor and air quality specialist in Cooperative Extension in the Department of Animal Science at the University of California-Davis. As such, he shares his knowledge and research, both domestically and abroad, with students, scientists, farmers, ranchers, policymakers and the public. He is passionate about understanding and mitigating air emissions from livestock

operations, as well as studying the implications of these emissions on the health of farm workers and communities. His work was instrumental in dispelling a commonly held myth about cattle's greenhouse gas emissions. In addition, he is focusing on food production challenges that will become a global issue as the world's population grows to nearly 10 billion by 2050. Hear his address, "The Path to Climate Neutrality," at the general session Saturday morning.

USDA Packers & Stockyards Report

Over the last year, the cattle market has experienced two unique "black swan" disruptions that impacted the markets in similar ways. The first event was the shutdown of a Tyson packing plant in Holcomb, Kan., after a significant fire. The second event is the spread of COVID-19 in the United States and its resulting impact on consumer spending and the beef supply chain. Following these events, the wholesale price of beef skyrocketed, while the price producers received for their cattle cratered. Secretary of Agriculture Sonny Perdue directed the Packers and Stockyards Division to investigate the situations. On hand will be a USDA Packers and Stockyards official to discuss the preliminary findings of the investigation from the report released in July 2020.

Ladd Erickson, McLean County State's Attorney: "Scam-Proofing Your Ranch & Your Life"



Ladd Erickson

No person is immune from being scammed. However, all scams have two elements: a confidence-building phase, commonly called "the hook" or "con game," and the "take down," or "bust-out," phase. Erickson will be providing real-life examples of "hooks" and "take downs." He has prosecuted criminals in cases dealing with farm and ranch buildings, a grain trading Ponzi scheme, asphalt and construction scams, roofing scams, online dating scams, e-mail switching scams and more, and he'll share tips to help you protect yourself. Erickson has been the McLean County state's attorney since January 2003 and was an assistant Morton County state's attorney for seven years prior.

Annual Banquet

The Annual Banquet will begin with a social at 6 p.m. Saturday night. Dinner will follow at 7 p.m. and will include the recognition of long-time employees, as well as outstanding members selected for the Honorary Membership, Honorary Local Brand Inspector, Top Hand, Rancher of the Year and Environmental Stewardship Awards. Entertainment will be provided by the Strolling Strings.



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PRE-REGISTRATION FORM

Name(s) Attending _____

Organization/Ranch Name _____

Address, City, State, Zip _____

Telephone _____ E-mail _____

Registration fee must be paid by all who attend the convention. Registration and name tags will be required to enter all meetings and meal functions.

MEETING & TRADE SHOW REGISTRATION	# of People	By Sept. 24	After Sept. 24
Full Registration Fee (Per person) (2 or more days)		x \$37 =	x \$52 =
Full Student Registration Fee (Per person) (2 or more days)		x \$10 =	x \$15 =
One-Day-Only Registration Fee (Per person) Check Day: Thursday <input type="checkbox"/> Friday <input type="checkbox"/> Saturday <input type="checkbox"/>		x \$27 =	x \$32 =
SPECIAL EVENTS	# of People	By Sept. 24	After Sept. 24
Thursday Supper		x \$20 =	x \$25 =
Friday Buffet Lunch		x \$14 =	x \$19 =
Friday Supper & Entertainment		x \$25 =	x \$30 =
Kids' (10 and under) Friday Supper & Entertainment		x \$12 =	x \$12 =
Saturday Foundation Luncheon		x \$15 =	x \$20 =
Kids' (10 and under) Saturday Luncheon		x \$12 =	x \$12 =
Annual Banquet & Entertainment		x \$35 =	x \$40 =
Kids' (10 and under) Annual Banquet & Entertainment		x \$12 =	x \$12 =
TOTAL			

Credit Card Number _____ Billing Zip Code _____

Name as it Appears on Card _____

Cardholder Signature _____ E-mailed Receipt ☐

Expiration Date _____ CVV Code _____ Today's Date _____

Mail with payment to North Dakota Stockmen's Association, 407 S. 2nd St., Bismarck, ND 58504. For questions, call (701) 223-2522.

ACCOMMODATIONS: A block of rooms has been reserved at the Ramkota Hotel until Sept. 24. The cost is \$109 plus tax. To make reservations, call (701) 258-7700 and mention the North Dakota Stockmen's Association to get the discounted rate.

The North Dakota Stockmen's Association (NDSA) is taking precautionary measures, including those recommended by governmental authorities, to protect the health and safety of convention attendees and to prevent the spread of the COVID-19 virus. However, the NDSA cannot assure that you will not contract the virus as a result of your attendance. **Attendees will be deemed to have understood, accepted and assumed all physical, physiological and psychological risks associated with attending. The NDSA shall not be held liable for harm to any attendee due to any of the foregoing, including contracting the COVID-19 virus.** In light of the pandemic and to protect the health and safety of all attendees, the NDSA asks that anyone who exhibits symptoms on the days of the event not attend.