



April 2022

www.cmtcattlemen.com

LETTER FROM PRESIDENT CMT CATTLEMEN

Hello Cattlemen,

As a producer, 2021 was a good year on my farm. We operate a small cow/calf managed grazing operation in Northwest Mahoning County with equal acres in hay production. Last year our farm produced good yielding, high quality hay, a calf crop in a small window that was uniform and healthy, weather that seemed to cooperate better than any of the last 5 years, all coupled with almost reasonable operating cost. And just like the snowstorm that's blown in while I am writing, it seems everything changed in a heartbeat. As 2022 rolls along I appreciate the things that went right last year, how can it be duplicated? A person cannot control the weather, or current political and world events, but they have a major impact on everyone's day to day lives. Not just cost on the farm but the entire cost of living is increasing with the highest inflation we have had in decades. For my operation 2022 is going to be a year of 2 things, efficient decisions, and the balance sheet. Paying down debt, locking in interest rates, and managing inputs. I will cut back on conventional fertilizer, increase the acres covered with lime and manure, and especially, additional cover cropping. Undoubtedly, green manure nutrients will be a fraction of the cost of conventional. I am optimistic about the cattle market; commodities are stronger in weak economies and cattle are hard money.

Talking with a producer from New York the other day he said they have cut their 400 head milking operation in half by breeding back to beef genetics and finishing most of the cattle themselves. He said it wasn't something they particularly wanted to do at the time but, it provided a good option to remain profitable. The scenario is a great example, always take time to evaluate your position. Past, present, and future. Be willing to adapt, try something new, cut dead weight, and make a plan on how to push forward. Always have a sounding board to bounce your ideas off. For some reason my stupid ideas sound even worse when I say them out loud. Just ask some of the directors on this association! But it helps push the good ideas to the forefront. Feel free to utilize any of our directors, I am confident they are a great source to garner information, even if they point you to someone more knowledgeable.

The CMTCA is getting the ball rolling again, our annual bull test will be April 23rd, at Conny Farms facility on 12th street near Westville Lake, \$80.00 per animal. In previous years we have had a couple bulls that were going to shoot blanks, I can assure you the producers were much happier about the money spent on the test versus finding out they had a bunch of open cows at calving time! Call me for additional details and scheduling by April 16th. Additionally, the association will have an educational meeting/dinner in May, a fall picnic in September, along with our annual show October 8th, 2022. Keep an eye on Facebook, your mailbox, and our remodeled website www.cmtcattlemen.com for updates.

All things we can't control aside, I look forward to representing the CMTCA in 2022. But at the moment, more so to sunshine and taking off my muck boots! I hope your grass grows fast, calves come with ease, and cattle markets climb high

See you in the pasture,
Corey Hendricks
President, CMTCA
330.233.0884

2022 OFFICERS

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Corey Hendricks
330-502-9927

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Craig Bacon
330-277-1973

Past President

Fred Criss
234-567-5574

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Haley Shoemaker
234-575-9815

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Pete Conkle
330-831-0006

Upcoming Events

- **CMTCA Bull Test**
April 23, 2022
Conny Farms
1166 South 12th Street
Beloit, Ohio 44609
- **Eastern Ohio Grazing Council**
– Conkle Farms pasture walk
June 23, 2022
- **Educational Meeting – Vaccine Protocols**
To be announced. Please watch for a postcard and our Facebook page
- **Trumbull County Fair**
July 12th – 17th 2022
- **Columbiana County Fair**
August 1st – 7th 2022
- **Canfield Fair**
August 31st – September 5th 2022
- **CMT County Line Cattle Blast**
October 8, 2022

Exclusion Fence and working with your local SWCD

As I drive around the area, I see many opportunities for farmers to put conservation on the land. One of the simplest conservation practices to install and one that would have the most beneficial environment impact is exclusion fence. This practice could keep tons of soil and nutrients from entering local streams, but it is one of the toughest practices to convince people to install. It does not seem to matter if we talk to livestock producers about the benefits of fencing animals out of a stream or a woodlot, they just do not want to do it. Some say it is too much work; others feel the animals need a place to cool off; and some do not want to give up using that sliver of land.

The days of allowing livestock to have full access to streams are numbered. It does not matter if it is equine, bovine, swine, or a llama: as more regulations are set and the importance of clean water is emphasized, this will become prohibited. Regulations and laws are already in place in other states and even in other counties in Ohio for that matter to keep livestock excluded from streams. It may be time to visit with your local soil & water office to start the planning if this is an issue on your farm.

By involving your local SWCD office, you can plan the fencing along with alternative watering sources and stream crossings to help facilitate moving the livestock. This type of planning and infrastructure may even assist with the beginnings of managed grazing on certain farms. Managed or rotational grazing can help grow more forage, cut your fertilizer costs,

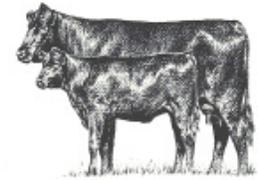
and provide better quality water for your livestock.

If the looming livestock regulations nor the idea of greener, healthier pastures are not enough incentive to fence off streams, let me ask you this. What is your public image worth? As more people become less connected to the livestock industry, they do not understand that sometimes mud cannot be avoided. What they do comprehend is that the dirty water is entering streams, filling up rivers and lakes, and potentially impacting their drinking water. They also see livestock that are in an environment that they determine unfit because of the presence of mud and manure. We all know that with today's technology it does not take very long for someone's "concerns" to be sent to an office or agency with regulatory authority. Once that call is made or text is sent, a farmer or livestock owner can expect a visit from the local SWCD. So, would it not be worth having a buffer along the stream to avoid such a matter?

With the proper planning and a little bit of management, conservation practices can make dramatic improvements not only to the quality of water running through your farm, but to the aesthetics of the landscape as well. Farmers and livestock owners must be proactive instead of reactive to make these types of changes. Fortunately, there are programs and incentives to assist in paying for conservation best management practices. Your local SWCD office will know what sources of funding are available in your area.

CMTCA Scholarships

The CMT Cattlemen will be awarding a scholarship in the field of agriculture this year. The field of agriculture is always in need of well-trained graduates. Agriculture occupations are vital to our agricultural community. Details on the scholarships will be forthcoming on our website. We have included an application in this newsletter, along with contact details.



2022 BOARD OF DIRECTORS

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I Grew Up On Our Family Farm



Pete Conkle presented the 2022 Cattleman of the year award to Bill Ferguson at the 2022 Banquet

I grew up on our family's Angus farm, Calcutta Farms located at Calcutta Ohio.

The entire family encouraged each other on a regular basis to embrace the core values demonstrated to us constantly by our parents, Harold E and Mary L Ferguson.

They re-iterated daily that we children could do anything we desired and be anything we wanted to be by simply applying ourselves, our core values and a little hard work and they both were constantly there to support us as we traversed our individual courses.



The Ferguson Family were on hand at the 2022 Banquet to present the Harold E. Ferguson memorial scholarship to the 2021 Carcass Class Champion of Champions John Shaw III. Congratulations John, and thank you to the Ferguson Family for supporting this important class.

We were responsible for the work and the input, but we had their constant support.

The success of all my siblings are positive proof of this belief.

To this very day, my brother and sisters are all eager to reach out and assist and support each other as well as raising their own families in a like manner. When my father received Cattleman of the Year award several years back, I recall him expressing the importance of raising his children in a 'small family cattle farm' environment as well as the importance of our young members' interest, input and contributions for our future successes.

My father and I were both charter members of the County Cattlemen's Association and as such, when my father passed, we, as a family, created a memorial fund in his honor to continue his support and belief in our young cattlemen and women.

As a family, we are extremely honored to be able to sponsor the annual Carcass Class Contest in honor of our father Harold E Ferguson and to reward the Supreme winner of the associated counties' annual contest and promote future interest in the cattle and beef industries.

I wish to thank the members of the Association for their belief in me and considering me worthy of this award. It is truly an honor and another step in my life's path to further promote and honor our father's legacy.

Sincerely,

William E. Ferguson



The CMTCA presented Kufleitner Auto Group, LLC with the 2022 Beef Industry Excellence award. Their consistent support is invaluable to our promotion of the cattle industry.

The CMTCA will be organizing our yearly Bull Breeding Soundness Exams

Help ensure that your breeding season is successful! Have your herd bull examined before the upcoming breeding season. Breeding Soundness Exams performed by Eastern Buckeye Veterinarian Service. \$80.00 per head for the breeding soundness exam.

April 23, 2022

Conny Farms

1166 South 12th Street, Beloit, Ohio 44609

Please contact Corey Hendricks at 330-223-0884 by April 16, 2022 to schedule your bull.



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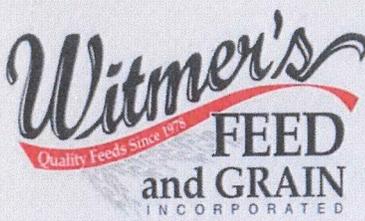
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Ukraine-Russia Conflict and the Implications for Cattle Markets

March 16, 2022

– James Mitchell, Livestock Marketing Specialist, University of Arkansas

I want to start this article by recognizing that what is happening in Ukraine is a humanitarian crisis. I do not want to overlook those important aspects of the war in Ukraine. That said, I am not a geopolitical expert or war strategist. Many well-informed individuals can offer you a better perspective on those issues.

In this article, I want to discuss the far-reaching implications of the Ukraine war for cattle markets. Inflation, grain markets, and energy markets are the main focus. Fertilizer is another big one. There are also domestic beef demand concerns that we need to discuss. Cattle markets are reacting to all of these.

Perhaps the most noticeable impact of the conflict in Ukraine, at least initially, is market volatility. Uncertainty equals price volatility. The war in Ukraine presents markets with a significant degree of uncertainty. As new information arrives, markets incorporate it into prices. What we know today is different from what we will know tomorrow, next week, next month, etc. Markets are trying to work through that information. Evidence that markets are working.

Volatility makes it harder to manage price risk. I have been asked several times about what producers should do to manage the price swings that we are currently observing. Scenarios like this one are why we use price risk management tools. This is similar to considering price risk management during March 2020. To be blunt, it is hard to manage price risk when you are in the middle of a high price risk situation. There are still things we can do to manage elevated price risk. The best advice is to be as flexible as your operation will allow. Put pen to paper and work through several scenarios.

The immediate impact for grain markets is on old crop cash and futures prices. Looking at CME corn futures prices from March 9, the March 2022 corn contract is trading at close to \$1/bu over the December 2022 contract. Today's corn market is an inverted market. An inverted market refers to a scenario where nearby futures contracts are trading at a premium to deferred futures. As my colleague Andy McKenzie likes to say, "an inverted market tells market participants that we want corn now!"



There are also long-term concerns for grain markets. Specifically, will farmers in Ukraine be able to plant? Even if Ukraine can plant a new corn and wheat crop, will they be able to export? There is potential that the current conflict will damage Ukraine's infrastructure, creating further logistical challenges for grain exporters.

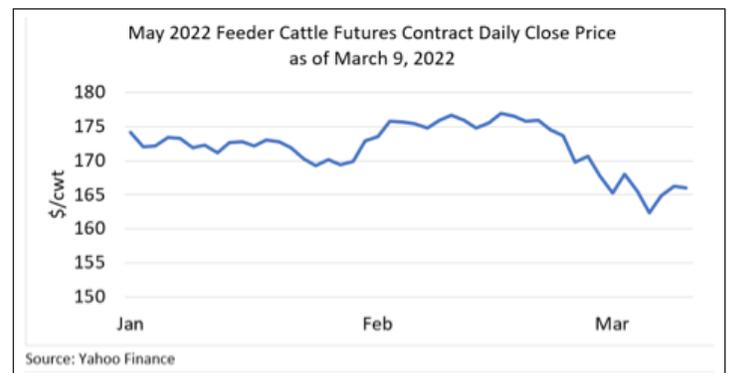
In 2021, Russia was the largest net exporter of oil and natural gas. Approximately 4% of Russia's crude oil exports were to the United

States. Sanctions on Russian oil and gas and the prospect of a complete ban on Russian oil have sent oil prices surging. Prices from Bloomberg show Brent Crude and WTI Crude trading at \$105/barrel and \$103/barrel, a modest decline from the prior week. Higher oil and natural gas prices mean higher energy costs. These higher energy costs will span the entire beef supply chain. It takes energy to run a meat processing plant. Transportation costs for wholesale and retail will increase. On-farm fuel costs will also increase.

Higher grain, fuel, energy, and fertilizer prices will impact inflation. Food and energy are the most volatile prices included in the Consumer Price Index (CPI) which is one measure of inflation. Food and energy prices are also the most heavily impacted by the war. So, it should be no surprise that we will continue to observe historically higher inflation. The most recent data shows inflation reaching 7.9% in February. Because food and energy prices are so volatile, a better measure to track the price level in the economy is the CPI less food and energy, which is referred to as core inflation. Core inflation reached 6.4% in February. The degree to which inflation impacts consumer spending will depend on, among other factors, whether the wage growth rate tracks inflation. We know that inflation has outpaced growth in wage rates over the past few months. We expect changes in consumer spending.

There are no immediate beef export demand concerns. Russia is largely self-sufficient in meat production. The only concern for U.S. beef exports would be if other countries became directly involved in the conflict. There are domestic meat demand concerns. As has already been mentioned, inflation will impact consumer spending, provided wage growth does not track inflation. Consumers will also experience higher prices at the gas pump. Consumers might be more hesitant to make that last-minute trip to the grocery store. As I've said in early articles, beef demand will depend on what retail beef prices do relative to chicken prices, pork prices, and consumer income.

Cattle markets have certainly reacted to the events of the past few weeks. Last Friday, May feeder cattle futures were down 7.5% compared to mid-February. We can all think through the implications for cattle feeding dynamics, hay production, and production costs for cattle producers. Fortunately, the same supportive supply dynamics that analysts have discussed the past few months remain in play. Tight cattle supplies that we expect to get tighter. Yes, this means we have fewer cattle to sell, but it also means higher cattle prices and the potential for improved profitability.



Posted by Smith at 5:03am

CMT Cattlemen 2022 Scholarship Application

Name _____ School _____
Address _____ Date of Graduation _____
_____ Approximate Class Ran _____ of _____
_____ Cumulative GPA _____ on _____ scale
Phone _____ School Phone _____
Father's Name _____ Mother's Name _____
Occupation _____ Occupation _____
Numbers of Brothers _____ Ages: _____ Number of Sisters _____ Ages: _____
My Family is a member of CMT Cattlemen Yes _____ No _____

Have you lived on a Farm, worked on a farm or in an Ag related situation? Yes/No _____ If yes where and when _____

Activities- List membership and offices held in school, church, and community organizations with the most recent experiences first.

<u>Organization</u>	<u>Office/Participation</u>
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

Honors- List awards and honors earned with most recent first.

Intended field of study _____
Intended School _____
Occupational Objective _____

- **On a separate page, please provide a brief description of your career objectives and an essay indicating why you feel the scholarship committee should select you as a scholarship recipient.**

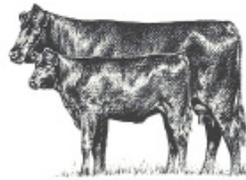
- **Attach a copy of your current high school transcript.**

I certify that the information provided in this application is true, correct, and complete to the best of my knowledge.

Signed _____
Applicant Guidance Counselor

Return to: CMT Cattlemen, c/o Ben Campbell, 16236 Palmyra Rd, Diamond, OH 44412
or via Email to Bcampbell@Sepirates.org by May 25, 2022.

CMTCA
12575 Y Camp Road
Lisbon, Ohio 44432



2022 Columbiana-Mahoning-Trumbull Cattlemen's Association Yearly Membership Application / Renewal

(Failure to Send in yearly application will take you off the mailing list)

Name: _____

Farm Name: _____

Address: _____

Phone Number: _____

Email address: _____

**PLEASE MAIL THIS FORM
AND MONEY TO:**

Pete Conkle
10087 Gavers Road
Hanoverton, OH 44423

1) Dues: \$10 per family/Farm.\$10

2) If you would like to be a CMTCA sponsor, please submit a business card
or business information. Sponsorship costs \$20 per year and your
information will appear in all the newsletters and on our website.\$20

Total Amount Enclosed _____