



Friday • January 26 • 3:00-7:00
Saturday • January 27 • 8:00-4:00



Cow-Calf Conference & KIIC Farm Show

SHOW GUIDE

AND PROCEEDINGS

Booth Map
Vendor List
Session Schedule

Presented
by



Community 1st
Credit Union

KIIC is proud to bring you our annual, regional Farm Show and ag expo here at Bridgeview Center again this year. We are happy to combine our efforts with the Cornbelt Cow-Calf Conference (now 52 years running) to provide our attendees with one big, two-day event.

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Friday

3:00 – Expo Hall Opens

5:00-7:00 – Hayloft – Iowa Corngrowers Reception – Free Food & Drink!

5:00 – Hayloft – "Rotational Grazing and Cover Crop Grazing" – Margaret Chamas, Practical Farmers

6:00 – Hayloft – Keynote Preview: "True Confessions after 40 Years in Angus Business"
– Brian McCulloh, Woodhill Farms

7:00 – Expo Hall Closes



Saturday

8:00 – Expo Hall Opens

8:00 – Hayloft – Free Coffee! – Courtesy of Iowa Agribusiness Radio Network

9:00-9:05 – Theatre – Welcome & Opening Comments

9:05-10:00 – Theatre – "Cattle Selection Indexes: They Work for Warren Buffet"
– Dr. Randie Culbertson, ISU Cow-Calf Specialist

10:00-10:30 – Hayloft – "Cut Your Electric Bill with Solar: Tax Credits and Incentives" – Midwest Solar Installers

10:05-11:00 – Theatre – "Pastures Pay in Many Ways" – Dr. Shelby Gruss, ISU Forage Agronomist

11:00-12:00 – Theatre – Keynote: "True Confessions After 40 Years in the Angus Business"
– Brian McCulloh, Woodhill Angus

12:00-1:00 – Lobby – Lunch sponsored by Sinclair Tractor and Action to Benefit Farm Rescue

1:00-1:30 – Hayloft – "Drone Powered Farming: Spraying to Spreading" – Ben DeBoef, Terraplex Ag

1:00-2:00 – Theatre – "Sense Hub Ear Tag Technology" Dr. Jason Nickell, MERCK Animal Health

1:30-2:00 – Hayloft – "Avoiding Tax Traps in Retirement" – Blake Smith, Financial Partners

2:00-2:45 – Conf Room 1 – "Utilizing Wagyu/Akaushi High-Marbling Genetics" – Jesse Steffensmeier (Producer Speaker)

2:00-2:45 – Conf Room 2 – "Summer Annuals" – Dr. Shelby Gruss, ISU Forage Agronomist

2:00-2:45 – Conf Room 3 – "Swath Grazing: What It Means From the Cow's Perspective" – Garland Dahlke, Iowa Beef Center

2:00-2:45 – Conf Room 4 – "Winter Cow Feeding Strategies" – Patrick Wall, ISU Beef Specialist

2:45-3:30 – Conf Room 1 – "Utilizing Wagyu/Akaushi High-Marbling Genetics" – Jesse Steffensmeier (Producer Speaker)

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2:45-3:30 – Conf Room 4 – "Winter Cow Feeding Strategies" – Patrick Wall, ISU Beef Specialist

4:00 – Expo Hall Closes



Check video boards for Schedule Updates

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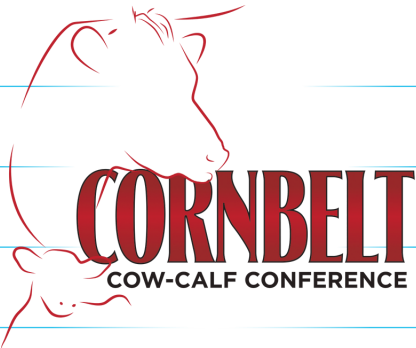
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NOTES





2024 CCCC SPEAKERS

DR. RANDIE CULBERTSON



Originally from New Mexico, Randie Culbertson spent her childhood on the family's cattle ranch located in Northern New Mexico. She later attended New Mexico State University where she obtained a B.S. in Animal Science. After completing her degree at NMSU, she moved to Colorado where she worked in the equine industry for a little over 10 years. In 2011, she pursued her graduate degrees at Colorado State University where she earned her M.S. and Ph.D. in Animal Breeding and Genetics. While pursuing her graduate degrees, Randie's research focused on addressing questions facing the beef industry. Her doctoral research focused on feed intake in beef cattle and specifically the implementation for genetic improvement. The last 9 months at CSU, Randie managed and coordinated a USDA grant project examining late feedlot death in cattle. Upon completing her Ph.D. in 2019, she accepted a position as lead geneticist with the American Simmental Association and International Genetic Solutions (IGS) where she worked on challenges to conducting the largest multi-breed genetic evaluation for beef cattle and was involved in the development and validation of new EPDs. Last November, Randie joined the faculty at Iowa State University as the Cow-Calf Extension Specialist.

JESSE STEFFENSMEIER



Jesse grew up on a family farm in Southeast Iowa where he now operates J & L Farms with his wife Leah and their three children. He obtained an Associate's Degree in Animal Production at Kirkwood Community College. After that, he returned home to work with his father on the farm. A year later, he returned to college to earn a degree in Kinesiology with an emphasis in Athletic Training. After four years of working in Athletic Training and medical implant industry, Jesse came back to the farm. He now runs a commercial cow/calf herd using purebred Akaushi bulls along with a bull lease/purchase buyback program and a feed yard feeding F1 Akaushi/Wagyu cattle. The fat cattle he raises and feeds are marketed across the country and exported all over the world. Jesse will discuss the benefits of using Akaushi bulls on your commercial cow herd, calving ease, health, and vigor of the calves and buyback program. Learn how stepping outside of the norm and working with J & L Farms can increase your bottom line.

BRIAN MCCULLOH



Brian McCulloh was born and raised at DeWitt, IA on a diversified family farm. He graduated from Iowa State in 1981 with a degree in Animal Science. Brian has been managing partner of Woodhill Farms Viroqua, WI for the last 40 years. Woodhill Farms sells 160 Angus bulls a year and runs 285 registered cows in southwest Wisconsin. Brian has served from 1996-2002 as a director on the American Angus Association Board as well as the Certified Angus Beef Board of Directors. He is a past president of the Beef Improvement Federation and has judged numerous Angus shows both nationally and internationally.

DR. SHELBY GRUSS



Dr. Gruss is an Assistant Professor in Forage Extension at Iowa State University. Her roots in agriculture trace back to a small farm in Northern Indiana, sparking a lifelong interest with agricultural production. She earned her Bachelor's and Master's degrees at the University of Illinois and completed her Ph.D. at Purdue University. Her research focuses on optimizing forage-based systems through innovative strategies, striving to enhance the sustainability and productivity of forage-livestock systems.



2024 CCCC SPEAKERS

DR. JASON NICKELL

Dr. Jason Nickell received the DVM degree in 2003 from the University of Missouri. After four years of mixed animal practice, Dr. Nickell attained a Ph.D. in Epidemiology at Kansas State University in 2010. Dr. Nickell serves as Director of Insights and Outcomes for Merck Animal Health. Dr. Nickell is a Diplomate of the ACVPM and member of the Missouri Veterinary Medical Association, the American Veterinary Medical Association, the Academy of Veterinary Consultants, and the American Association of Bovine Practitioners.



GARLAND DAHLKE

Garland Dahlke, Research Scientist III has been employed with the Iowa Beef Center of Iowa State University since 2003 and occupies his day with software support and development, ruminant nutrition and production consultation, troubleshooting nutrition issues with cattle, and small ruminants and an occasional research project. Apart from lessons learned in the school of hard knocks, Garland's education includes a Bachelor's degree from the University of Wisconsin River Falls (Animal Science and Agronomy), a Master's degree in Animal Production from Iowa State University, and a Ph.D. in Ruminant Nutrition from Iowa State University. Before the ISU Beef Center tour, Garland had been involved in his family's farm in central Wisconsin and worked in the feed industry with Tomorrow Valley Cooperative in East-Central Wisconsin.



PATRICK WALL

Patrick Wall has worked in many facets of the seedstock industry, being previously employed by the American Shorthorn Association as the Director of Breed Improvement. He also was Director of Communications for The National CUP lab in Ames, Iowa. His current role is a Beef Specialist for Iowa State University Extension & Outreach. Patrick, his wife Amanda, and their two children reside on her family's original farming operation near Pleasantville, Iowa. They raise purebred Hereford cattle, hosting a modest online production sale every fall. Wall has his B.S. and M.S. from Iowa State as well as his A.S. from Black Hawk East. He was a competitive livestock judge at both schools, being named to the All-American Livestock Judging Team in 2001. Wall also serves as the Executive Director of the Ultrasound Guidelines Council (UGC), a seat he has held since 2017. The UGC Board is comprised of breed association representatives, industry professionals, lab personnel, and a field technician. They set and enforce the standards for all ultrasound images collected and all data sent into genetic evaluations for generating carcass EPDs. During his tenure, Wall has revitalized carcass data collection behind all the ultrasound equipment currently being used in the industry. More recently, he has set his sights on improving carcass ultrasound accuracy for both heavily ear-influenced breeds and extremely high-marbling cattle.



Corn Grows Beef.

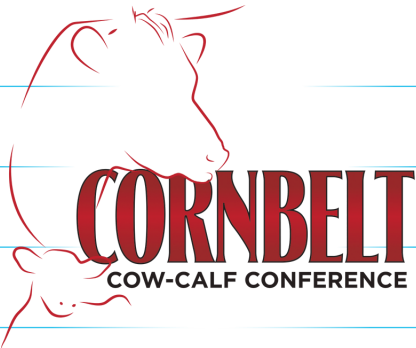
The Iowa Corn Promotion Board invests in USMEF to support our livestock customers to build demand for high quality protein around the world. 15.2% of U.S. beef is exported adding \$447.58 per head*.

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*based on 2022 exports

NOTES



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Many other attachments qualify. Please ask our Parts Department for a complete list.

Must purchase two or more eligible attachments on the same invoice to qualify for discount. Promotion valid for round, small square and large square balers. Offer ends 29 Feb 2024.

BIG 5 Baler Parts Promotion

15% off select Genuine John Deere and A&I Baler Parts

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Tying: bill hook, twine holder & needles

Driveline: bearings, v-belts, chains & sprockets

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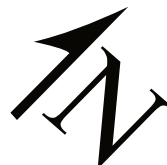
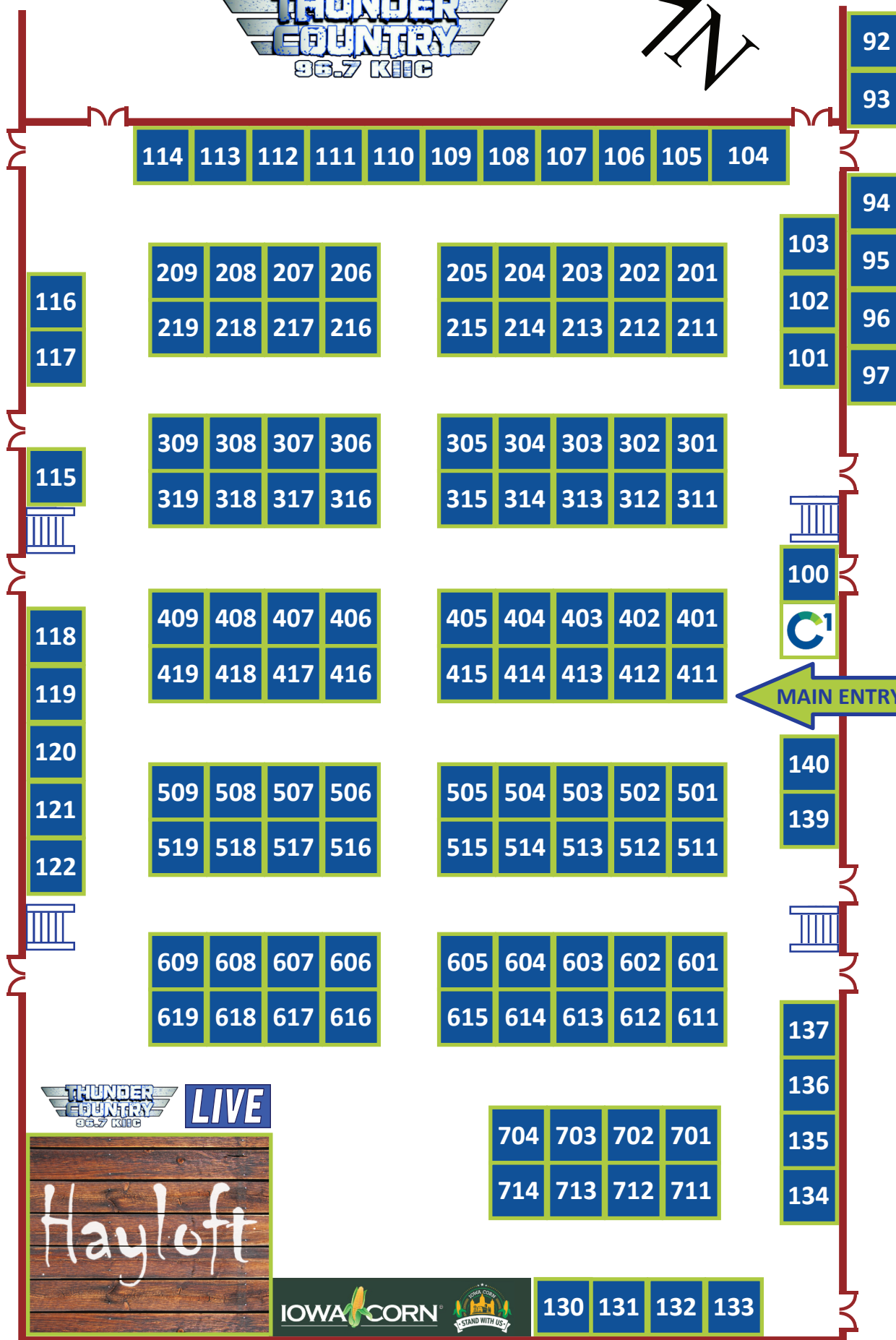


EXHIBIT HALL MAP



Events
Schedule
page 2

2024 COW-CALF CONFERENCE & KIIC FARM SHOW

Aggies 4H Club	614		4H Club selling raffle tickets
Agriland FS	306	316	Agriland FS is a full service agricultural cooperative providing local and trusted feed, agronomy, propane, fuel, lubricant, turf product, and grain solutions.
Agri-Power FFA	318		FFA Chapter
Axiota Animal Health	404		Axiota Animal Health is an innovation-driven company that discovers, develops and markets products for beef and dairy producers around the world. Axiota's focus is to deliver superior, first-in-class products that are scientifically proven with known modes of action, provide measurable commercial efficacy and are accepted by consumers. Aiota's non-antibiotic solutions prepare cattle to thrive during transition and stress and support producers' goals for optimal health, performance and animal well-being.
Big Iron Auctions	501		Online, Unreserved Equipment, & Land Auctions
Carquest	403		Automotive Parts, Tools, & Equipment
Cat's Claw Fence Fasteners	407		Easily fastens fence to those hard hedge posts.
Cobett Livestock Waterers	604		Energy-Free Livestock Waterers
Community 1st Credit Union	99		C1st is Proud to be the #1 Agriculture Lender among Iowa Credit Unions.
Coughenour Cattle & Livestock Equipment	512	513	We sell Realtuff livestock equipment, chutes, calving pens, & cattle-handling equipment.
Davis Seed Company, Inc	406		Seed Corn, Soybeans, & Alfalfa - Traited, Non-GMO, & Organic
Demry Auction, LLC	705		Complete Auction Service, Serving Southern Iowa and Northern Missouri for 57 years.
Fairfield Precast Concrete	609		Precast Concrete Products - 72 Years in Business - Feed Bunks, Septic Tanks, Pipe/Fittings/Peanuts for Sand Filters, Storm Shelters, Birdbaths, Benches, Picnic Tables, Statuary, Pads/Bricks/Blocks, Parking Chocks, Well Pits, Cisterns, BioFilters, Pumps/Alarms, Planters, Grazing Tanks
Financial Partners, Inc.	606		The Intelligent Advantage including Wealth Management, Legacy Planning, Retirement Planning, & Investments
Freedom Buildings	416		For over 30 years, we have focused on providing the highest quality fabric buildings. Established as one of the most experienced fabric building installation companies in the United States, we have thousands of satisfied customers, dozens of business partners, & one unique story. Our experts will work with you one-on-one to determine which building size, brand, & profile will meet your specific needs. Our dedicated repair team focuses solely on the repair & maintenance of fabric buildings.
Frontline Fencing, LLC	505		Custom Pipe, Fence, and Cattle-Handling Equipment Fabrication
Grandpa's Woodworking	313		Cutting Boards, Charcuterie Boards, Cheese Boards, & Lazy Susans
Green Valley Seed, LLC	314		Top-Quality Seed for Agricultural, Residential, & Recreational Growing
Greiner Implement Company, Inc	116	117	Farm Equipment
Hedgewood Equipment	509		Cattle Barns/Equipment
Indian Hills Community College	304		Indian Hills Community College changes lives by inspiring learning, diversity, social enrichment, and regional economic advancement. Whether your goal is to graduate and enter the job market, or prepare to transfer to a four year institution, Indian Hills has many incredible opportunities for you! Indian Hills offers incredible 21-month Agriculture program options in areas such as Animal Science, Precision Ag., Agronomy, and Landscape and Turfgrass.
Iowa Agribusiness Radio Network	704		Farm Radio Network, Ag Content Provider
Iowa Corn Growers (ICPB & ICGA)	124	125-128	The Iowa Corn Promotion Board® (ICPB), works to develop & defend markets, fund research, & provide education about corn & corn products. The Iowa Corn Growers Association® (ICGA) is a membership organization lobbying on agricultural issues on behalf of its 8,000 members. Both organizations work on the joint mission to create opportunities for long-term Iowa corn grower profitability.
Iowa Farm Service Agency - USDA	309		Farm Service Agency is equitably serving all farmers, ranchers, & agricultural partners through the delivery of effective, efficient agricultural programs for all Americans.
K M Gutterman	305	315	Seamless Gutters
KDK Sales & Equipment, LLC	606	516	Ag Equipment Sales - Specializing in livestock handling equipment, livestock trailers, hay trailers, & hay equipment
KIIC-FM	617	618-619	Southern Iowa's Real Country, along with the Party Box, we'll be broadcasting live from the show!

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2024 COW-CALF CONFERENCE & KIIC FARM SHOW

Klima Enterprises	140		Trailer Repair, Truck & Auto Accessories
Legends Farm and Lawn	517	518-519	We sell Go Bob cattle equipment, Cub Cadet mowers, & aftermarket parts for farm machinery. We sell and service outdoor power equipment.
Lewis Cattle Oilers	508		We have fully automatic, external parasite control machines that help reduce anaplasmosis, pink-eye, fly, flea & tick infestations. Designed to work year-around, they reduce lice, mange mites & ringworms through the winter months.
Livestock Risk Partners	317		Livestock Risk Protection
Mast Vinyl Windows	408	409, 418, 419	Replacement Vinyl Windows
Merck Animal Health	605		Cattle Pharmaceuticals
Moonshiner Larry’s	104		Moonshine-infused BBQ Sauce
Morton Building, Inc.	502		Industry Leader in Post-Frame Construction with a Focus on Innovation, Service, & Quality
NEMO Feed	401	402	Animal Nutrition, Animal Feed Manufacturing, Animal Mineral Manufacturing, Pellet Mill
Oberholtzer Farm Supply, LLC	312	313	Dealer in feeding equipment for dairy, beef, goats & sheep, manure handling & spreading equipment.
O’Brien Electric/Midwest Solar Installers	611		Electrical Contractor & Solar System Installer
Ottumwa FFA	612	613	Ottumwa FFA Chapter is a youth-run organization that is new to the Ottumwa School District.
Rhinestones & Rawhide	206	207-209	Women’s Boutique
Rolling Hills Supply, LLC	503	504	100% Steel Cattle Shelters
Sinclair Tractor	98		We are a local, family-owned John Deere dealership serving customers in Southeast Iowa, Western Illinois, & Northeast Missouri from 13 locations. We carry large ag equipment, hay & forage tools, compact tractors, utility vehicles, lawn mowers, and much, much more. Check us out today at www.sinclairtractor.com .
South Ottumwa Savings Bank	715		Ag Lender Specializing in Operating, Ag Real Estate, & Equipment Loans
Stockguard, Inc.	301	311	Livestock Insurance LRP, LGM
The Snazzy Sheep Boutique	202	203-205	A mobile boutique in Southeast Iowa offering women's clothes & accessories, to help women feel comfortable & confident
Terraplex Ag	507		We are a one-stop shop for self- & custom-applied drone applications, dedicated to providing farmers with expert, value-amplifying advice, training, & technology.
Toyshed Auto	411	412-414	UTVs & ATVs
Trojan Hill Farms	514		Seed Stock
United Country Hawkeye Farm Management & Real Estate	615		Real Estate & Farm Management
USDA, National Agricultural Statistics Service	308		The NASS conducts hundreds of surveys every year & prepares reports covering virtually every aspect of U.S. agriculture. Production & supplies of food & fiber, prices paid & received by farmers, farm labor & wages, farm finances, chemical use, & changes in the demographics of U.S. producers are only a few examples.
Vaughn Automotive	607	608	New & Used Vehicle Sales & Service
Wapello County Public Health	118	119	Public Health will be offering fingerstick testing for blood sugar and lipid panel as well as blood pressure screening.
Wapello County SWCD	307		Conservation
WesLynn Enterprises	319		JUG Livestock Waterers, Champion Tow Ropes, & Air Filter Cleaner Tools
Wickenkamp Live Trap Mfg.	417		Portable Livestock Shelters

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2022 STATE AGRICULTURE OVERVIEW

Iowa

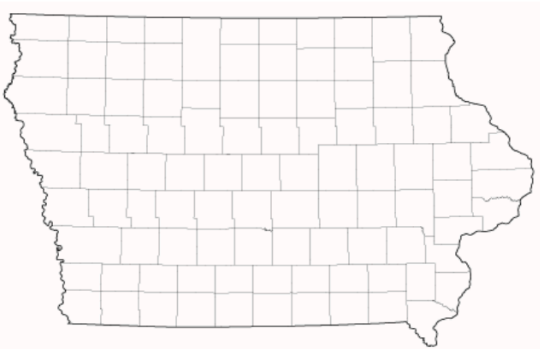
Farms Operations[†]

[†] Survey Data from [Quick Stats](#) as of: Jan/17/2024

Farm Operations - Area Operated, Measured in Acres / Operation	359
Farm Operations - Number of Operations	84,900
Farm Operations - Acres Operated	30,500,000

Livestock Inventory[†]

Cattle, Cows, Beef - Inventory (First of Jan. 2023)	860,000
Cattle, Cows, Milk - Inventory (First of Jan. 2023)	240,000
Cattle, Incl Calves - Inventory (First of Jan. 2023)	3,650,000
Cattle, On Feed - Inventory (First of Jan. 2023)	1,150,000
Goats, Meat & Other - Inventory (First of Jan. 2023)	46,000
Goats, Milk - Inventory (First of Jan. 2023)	26,000
Sheep, Incl Lambs - Inventory (First of Jan. 2023)	162,000
Hogs - Inventory (First of Dec. 2022)	24,100,000
Turkeys - Production, Measured in Head	11,700,000



Milk Production[†]

Milk - Production, Measured in Lb / Head	24,658
Milk - Production, Measured in \$	1,413,650,000
Milk - Production, Measured in Lb	5,770,000,000

Crops - Planted, Harvested, Yield, Production, Price (MYA), Value of Production[†]
Sorted by Value of Production in Dollars

Commodity	Planted All Purpose Acres	Harvested Acres	Yield	Production	Price per Unit	Value of Production in Dollars
CORN						
CORN, GRAIN		12,350,000	200 BU / ACRE	2,470,000,000 BU	6.62 \$ / BU	16,864,000,000
CORN, SILAGE		390,000	21 TONS / ACRE	8,190,000 TONS		
CORN	12,900,000					
SOYBEANS						
SOYBEANS	10,100,000	10,030,000	58.5 BU / ACRE	586,755,000 BU	14.2 \$ / BU	8,390,597,000
HAY & HAYLAGE						
HAY & HAYLAGE		1,265,000	3.19 TONS / ACRE, DRY BASIS	4,037,000 TONS, DRY BASIS		675,510,000
HAY & HAYLAGE, ALFALFA	75,000	805,000	3.84 TONS / ACRE, DRY BASIS	3,091,000 TONS, DRY BASIS		531,652,000
HAY & HAYLAGE, (EXCL ALFALFA)		460,000	2.06 TONS / ACRE, DRY BASIS	946,000 TONS, DRY BASIS		143,858,000
HAY						
HAY		1,170,000	3.06 TONS / ACRE	3,581,000 TONS	169 \$ / TON	598,992,000
HAY, ALFALFA		730,000	3.7 TONS / ACRE	2,701,000 TONS	176 \$ / TON	464,572,000
HAY, (EXCL ALFALFA)		440,000	2 TONS / ACRE	880,000 TONS	150 \$ / TON	134,420,000
OATS						
OATS	130,000	40,000	82 BU / ACRE	3,280,000 BU	5.41 \$ / BU	17,920,000
HAYLAGE						
HAYLAGE, ALFALFA		100,000	7.9 TONS / ACRE	790,000 TONS		
HAYLAGE		125,000	7.38 TONS / ACRE	923,000 TONS		
HAYLAGE, (EXCL ALFALFA)		25,000	5.3 TONS / ACRE	133,000 TONS		
FOLIAGE PLANTS						
FOLIAGE PLANTS, INDOOR USE						
FLOWERING PLANTS, POTTED						
FLOWERING PLANTS, POTTED, INDOOR USE, POTS						
BEDDING PLANTS, HERBACEOUS PERENNIAL						
BEDDING PLANTS, HERBACEOUS PERENNIAL						
PROPAGATIVE MATERIAL						
PROPAGATIVE MATERIAL, FLORICULTURE						
BEDDING PLANTS, ANNUAL						
BEDDING PLANTS, ANNUAL						

(NA) Not Available
(D) Withheld to avoid disclosing data for individual operations
(S) Insufficient number of reports to establish an estimate
(X) Not Applicable
(Z) Less than half the rounding unit



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UP TO THE MINUTE AG NEWS ...FOR IOWANS BY IOWANS ON 96.7



Farm Rescue™



HERE FOR FARM FAMILIES

The mission of Farm Rescue is to help family farms and ranches bridge crises so they have an opportunity to continue viable operations. Farm Rescue provides planting, haying, harvesting, commodity hauling and livestock feeding assistance to farm and ranch families that have experienced a major injury, illness or natural disaster. We have assisted more than 1,000 farm and ranch families since our inception in 2005!

We see that one of the biggest financial drains on a family is an unexpected medical injury or illness and, of course, a natural disaster. It is even more pronounced on a farm where a family's livelihood depends on the ability to plant, harvest or provide for their herd.

Farm Rescue gives families a chance to continue their livelihood by providing the necessary equipment and manpower (free of charge) to get the job done.

SATURDAY AUCTION TO BENEFIT FARM RESCUE 12:15PM LUNCH LOBBY

- 2 Bryan White Guitars - Donated by Guitar Farm
- Pedal Tractor 8R 370 With Duals - Donated by Sinclair Tractor
- \$100 Menards Gift Card - Donated by Thunder Country KILC
- Cooler and Neon Sign - Donated by Wyffels Hybrids
- Additional items added at time of Auction

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Iowa Ag Matters



Welcome to the Cow-Calf Conference & KIIC Farm Show!

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and sign-up to receive our
e-newsletter (*Ag Matters Daily*)



Dustin Hoffmann
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& Senior Farm
Broadcaster



Riley Smith
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Russ Parker
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Mark Magnuson
Field Editor
& Farm
Broadcaster



Andy Petersen
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Welcome 2024!



Possibly the first challenge of the new year is making sure we've got the right date on our checks (for those who still write checks)! If that's the only challenge the new year brings, Halleluiah!

I don't know about you, but my worst direction is going backwards. From a tractor transmission perspective, that would be the "R" for reverse. Going backward when driving is at least for me, challenging, but what I'm talking about is a different kind of "backwards"...Once the old year is gone, usually the best strategy is to not "go back" to the past. So, let's consider what we've learned from this past year and move those lessons forward as we start a new year.

From our perspective as an ag content provider, we will continue to offer the highest quality "Iowa-Centric" information that we can...we'll continue to be "news hounds", show up and provide balance and truth to our reporting while always remembering we are advocates for agriculture and will make no excuses for representing the interests of our industry.

We as a team, are really looking forward to getting back into a routine of travel and covering news events on site once this winter weather yields to warmer temperatures. We really miss getting out into the field. Zoom meetings and convention season are a far cry from production agriculture! And, it is paramount, especially in an election year and a new farm bill (maybe?), that agriculture continues to make their interests known and getting its message out to their consumers and customers...we hope we've been able to at least help a little bit with that.

We are looking forward to what 2024 has in store and are excited to communicate the news of agriculture. To our affiliate partners and especially KIIC Thunder Country, we are looking forward to the months ahead. To our marketing business partners, thank you for investing in our product and to our farmers and ranchers, thank you for listening!

Hope you enjoy this year's Farm Show and Cow Calf Conference.
Please be sure to come by our booth and say hi!

Dustin, Mark, Riley, Andy and Russ

December 2023

When 2022 finished, it seemed like 2023 was going to be a year of correction, considering the large advances in the equipment and real estate markets of the previous years. As we finish 2023, from our perspective, the year was more of a “run out” of the same. You could make an argument there was a slower rate of rise in most markets and possibly a bit of correction on the bottom side of the demand products. That always occurs first when any markets change. Right now, markets are mostly steady, and appetite seems to be matching supply in the geographies and markets we operate in but a bit of weakening as we turn to the new year. When January 1 rolls around, it’s always a reset to what is in front of us compared to using past results. Understand, however, if the way the year is finishing is any indication, I’d say 2024 has an overall positive outlook with a bit of headwind as the math of these current interest rates gets recognized in the market. As long as we don’t see any upsetting external events (there is a lot going on in our world today) that would shift our trajectory, you have to continue the conversation of healthy markets with a clear indication the short-term tops occurred in the fall of 2022 and spring of 2023.

What’s been different this year? On the real estate side, I’d say we’ve seen more investor buyers of farmland outbidding local operators, as they continue to search for safe cash alternatives. They seem to be holding the markets up with the exception of high-quality farmland in tightly held areas where investors don’t stand a chance of outbidding the well-heeled neighbors. We thought this would occur in our comments last year, and it certainly did. We also pointed out the healthy trend of young operators choosing to stay on or join family farm operations, which positively needs to occur for long-term health and prosperity in agriculture. Our aging farm population needs these young entrepreneurs who bring their perspective, ambitions, and talents to production agriculture. Let’s hope this continues.

Construction equipment markets were steady all year, with a good balance of supply meeting demand. We didn’t see the wacky results on scarce items that occurred in the past. I’d say we’re in a “return to normal,” which again is positive in the long term. Sentiment is good, and “balance” would be a word to describe what’s ahead in our view. Watch for seasonal fluctuations in high-dollar equipment and a rock-solid base for everyday use items like dozers, loaders, and support equipment. We still think the used market supply chain will be a little tough, with prices holding because new has gone up so much. Also, operators seem to be holding on to equipment a little longer rather than a normal turn to newer. There are more sellers who have high expectations of value, but it doesn’t match where the market is right now. If work in the spring doesn’t match expectations, it will be hard not to see a change in seller expectations. We think this might loosen supply, but so far, there isn’t enough to change ask prices on used machinery, and whatever we have at auction has good demand and sold for good value, albeit not at new highs.



The fall of 2023 saw more dealer selling activity at auction than we’ve seen in the last 4 years combined! Fortunately, the market has absorbed this late-model inventory nicely with consistent pricing and good demand. Buyers finally see the opportunity for choices when they’re shopping, so we think 2024 will have a settled market where the only disappointments will be from sellers of a high-hour or lesser-quality items where you’ll see a correct separation in values compared to the clean, low hour models. You’ll also see a more distinct price and demand equation for seasonal items so get ready to sell your planters right away this spring and get ready to shop for high horsepower tractors this summer. Everywhere you look, you see record-high prices for these older tractors as long as the quality and condition are there this year. The market for 20-year-old and older machines has easily doubled in the last 4 years. It’s related to our rule of 50% of new. In other words, if a new, say 175 HP tractor costs \$175,000, there is a robust market for a tractor of the same utility at \$85,000. Especially if that machine doesn’t have emissions, or a plug-in to hook it to a computer so it can tell you what’s wrong with it. It’s all about its utility or the job it can do, no matter the vintage. This is the reason \$35,000 tractors of 2018 are selling for \$80,000 today. Affordable horsepower is the underlying reason.

Here at the Steffes Group, we’re excited about 2024 and expect another successful year! As always, look for change, look for some new looks to our website with improved searchability we’ve been working on for some time now. I think we finally have it right and hope to launch before our spring selling season. We’re also incredibly humbled by the support and trust you buyers and sellers have placed in our company. It does not go unnoticed, and it will be followed by the promise we’ll always be guided by our Brand Promises and Core Values we openly display. I hope you look for them on our website and hold us accountable to them. Happy Holidays! Wishing each of you great happiness and prosperity in the new year!

Scott Steffes
President, Steffes Group



CLASSIC COUNTRY PROGRAM SCHEDULE

DAILY SCHEDULE: Monday – Friday

- 5:20 a.m. Money Matters – Iowa Agribusiness Radio Network

5:40 a.m. Lake Report – Marina, Current levels, temps (Seasonal)

5:50 a.m. World of Agriculture – Iowa Agribusiness Radio Network

6:20 a.m. AM Livestock Report – Brownfield

6:30 a.m. Radio Iowa State News

6:31 a.m. Funeral Announcements

7:03 a.m. Local News

7:30 a.m. Radio Iowa State News

7:31 a.m. Funeral Announcements

8:03 a.m. Local News

8:20 a.m. Lake Report – Marina, Current levels, temps

8:30 a.m. Radio Iowa State News

8:31 a.m. Funeral Announcements

8:50 a.m. Market Matters - Iowa Agribusiness Radio Network

9:00–Noon Midmorning Show with Beth Hunter

9:03 a.m. Ray’s Ramblings (Mondays)

9:30 a.m. Farm to Fork

9:40 a.m. Chicago Board of Trade Open – Brownfield

9:50 a.m. Farm Break – Brownfield

10:18 a.m. Farm Break – Brownfield

10:50 a.m. Farm Break – Brownfield

11:18 a.m. Farm Break – Brownfield

11:40 a.m. Steffes Report (Mondays)

11:50 a.m. Farm Break – Brownfield

Noon KIIC’s Big Noon - Ag News for Iowans by Iowans

12:00 p.m. Local Commodity Update

12:20 p.m. Lake Report – Marina, Current levels, temps

12:30 p.m. Radio Iowa State News

12:31 p.m. Funeral Announcements

12:50 p.m. Commodity Update – Brownfield

1:03 p.m. Mid-day Livestock Report – Brownfield
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- 1:18 p.m. Farm Break – Brownfield

1:50 p.m. Commodity Close – Brownfield

2:18 p.m. Commodity Settle – Brownfield

2:20 p.m. Closing Markets – Iowa Agribusiness Radio Network

4:30 p.m. Radio Iowa State News

4:50 p.m. Lighthouse Church of the Nazarene - Daily Devotional

5:03 p.m. Newsday State and Local News, Weather, Sports

5:25 p.m. Agribusiness Report – Iowa Agribusiness Radio Network

5:40 p.m. Lake Report – Marina, Current levels, temps

5:50 p.m. Focus on the Family

6:00 p.m. Just Start Talking (Mondays)

6:20 p.m. Fox Sports Report

7:20 p.m. Fox Sports Report

8:20 p.m. Fox Sports Report

8:20 p.m. Lake Report – Marina, Current levels, temps

9:20 p.m. Fox Sports Report

10:20 p.m. Fox Sports Report
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Saturday Programming:

- 9:00 to Coaches Corner Live from

10:00 a.m. Community 1st Credit Union



Sunday Programming:

- 7:00 a.m. Gaither Homecoming Radio

8:00 a.m. St. Paul’s Lutheran Church – Albia

8:30 a.m. Cornerstone Community Church Service – Chariton

9:30 a.m. Unshackled

10:00 a.m. Grace Baptist Church Services – Chariton

10:30 a.m. First Lutheran Church – Chariton

11:00 a.m. The Bridge Church – Ottumwa

6:00 p.m. Gaither Homecoming Radio

7:00 p.m. Grace Baptist Church Services

7:30 p.m. Mt. Ararat Baptist Church Services



WE LIKE OUR COUNTRY MUSIC THE
SAME WAY WE LIKE OUR BEEF..

REAL!



ITS NOT IMPOSSIBLE