

PORK CHECKOFF REPORT

SEPT OCT 2019



Heartland Team Sees Great Potential in the World's Most Competitive Market



David Mensink, a farmer from Preston, MN, and Minnesota Pork CEO, David Preisler, traveled to Japan in early September to learn more about the world's most competitive red meat import market and to demonstrate their commitment to serving it. The visit came on the heels of the trade agreement in principle that would bring Japanese tariffs on U.S. beef, pork and other agricultural products in line with tariffs of our competitors.

The Heartland Team got a first-hand look at our leading export market, learned more about its potential

and what this market can mean to the bottom-line of rural America.

CONTRACTOR DESIGNATION OF

"Japan imports half of its calories and that will not change," says David Mensink. "After seeing the demand for our pork products first-hand, it's important for us as an industry to capitalize on this opportunity and do what we can to expand our market share in Japan."

The 30-member Heartland Team, which included beef, pork, corn and soybean farmers and other agricultural leaders, met with key players in the Japanese trade, toured retail and restaurant sectors, explored Japanese

domestic production and overall, gained a better understanding of the potential in the market and how USMEF works to develop the Japanese market for U.S. red meat products.

"The Heartland Team accomplished several things for us," says USMEF President & CEO Dan Halstrom. "Japan is a critical export market for

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Minnesota Pork Board

MN PORK CALENDAR

NOVEMBER 12

2019 Workforce Conference

8 a.m. - 4 p.m.

Country Inn and Suites 1900 Premier Dr. Mankato, MN 56001

NOVEMBER 20

PQA Plus & TQA - Stewartville

9 a.m. - 4 p.m.

American Legion Post 164 1100 2nd Ave. NW Stewartville, MN

Pre-register: colleen@mnpork.com or 1-800-537-7675

NOVEMBER 21

PQA Plus & TQA - Marshall

9 a.m. - 3 p.m.

AmericInn Marshall 1406 East Lyon St. Marshall, MN 56258

Pre-register: colleen@mnpork.com or 1-800-537-7675

DECEMBER 11

PQA Plus & TQA - Mankato

9 a.m. - 4 p.m.

Minnesota Pork Board Office 151 St. Andrews Court Ste. 810 Mankato, MN 56001

Pre-register: colleen@mnpork.com or 1-800-537-7675

Heartland Team Sees Great Potential in the World's Most Competitive Market continued from page 1

us and this team demonstrated to the Japanese trade and consumers our very real commitment to serve this market."

Quality and safety are paramount in the Japanese market and team members were able to answer questions and speak directly about the integrity, quality and safety of U.S. red meat production. The meetings and events with the trade and with consumers enhanced the image of American producers.

Halstrom added, "There is great potential for the U.S. red meat industry in Japan and team members saw this first-hand."

While in Japan, the team received market briefings at the American Embassy from the Foreign Agricultural Service and the Agricultural Trade Office, met with U.S. Packer representatives, the Japan Meat Trader Association and with leading Japanese importers and distributors. The team also toured large retail outlets, witnessed U.S. meat promotions and participated in consumer events.

One such event was an "urban BBQ" event, which highlighted the premium flavor of U.S. red meat for Japanese consumers. American culture and cooking styles are gaining traction as popular food concepts in Japan, in particular, American BBQ.

With limited space in the major cities of Japan, USMEF has worked to develop and promote this BBQ trend, which modifies traditional Japanese cooking techniques.

"Cooking space is very limited in most Japanese homes," explains Jones, "and USMEF has been working to promote the notion of utilizing traditional Japanese cooking techniques with BBQ grilling. In Japan, this can mean grilling on rooftops or balconies."

Retail visits also enabled team members to meet with Japanese

consumers and learn about their tastes and preferences. These

interactions confirmed for team members that brand-conscious
Japanese consumers seek out and trust high-quality, safe products
that are often backed by a story. Mensink adds, "As a producer,
I enjoyed seeing the connection between the importers, retailers,
and consumers."

In Japan, the U.S. pork story is told by its ambassador Gochipo, who frequents retail promotions and is very popular with children. Consumers are well aware of Gochipo, who over the years has educated and promoted U.S. pork and its unique qualities. In a recent digital campaign, 90% of campaign participants said that they wanted to purchase U.S. pork after learning about it from Gochipo.



Minnesota pig farmer, David Mensink (left), and Minnesota Pork Producers Association CEO, David Preisler (right), holding USA pork in Japanese grocery store.

"Knowing where product comes from and how it is produced is important with Japanese consumers," says Dave Preisler, CEO Minnesota Pork Board. "It is a fascinating and sophisticated market and consumers want assurances about the safety and quality of imported products."

Meyer says, "The Japanese diet creates demand for cuts and variety meat products that have little demand in the U.S."

Already the top value market for U.S. beef and pork, the market holds even more potential if the U.S. can get back on a level playing field.
All of U.S. pork and beef's major competitors gained tariff relief in Japan this year through the Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP) and the economic partnership agreement between Japan and the European Union.

As a result, the U.S. has lost market share in Japan this year. The White House recently announced an agreement in principle with Japan that is expected to bring tariffs on U.S. pork and beef in line with competitors' rates, but the agreement still must be finalized and the timeline for implementation is not yet known.



"There is tremendous potential in this market and great enthusiasm among the trade about the prospect of an agreement," says Jones. "In our meetings with the Japanese trade, we were talking with Japanese importers about how we can regain market share."

"We see our greatest opportunities in chilled product and with large national and regional retailers, for beef and pork," says Halstrom. "Japan is a very competitive market, but we have a very loyal customer base, provided we can get back to a level playing field."

Access to major markets remains a critical issue for American farmers and ranchers, says Meyer. "Corn producers, sorghum producers, soybean producers, livestock producers and feeders, the packing industry, transportation, agribusiness and export companies all benefit directly from U.S. red meat exports."

Preisler adds, "Export success fuels our rural communities and we cannot afford to be at a disadvantage in the world's marketplace."





A Summer with Minnesota Pork

As I start my senior year at Iowa State University, I know after spending the summer interning for the Minnesota Pork Board (MPB), I want to continue to work in the pork industry post-graduation. This industry holds a special place in my heart, and I cannot wait to see what the future holds for it.

I have grown so much from the first day I started in May until my last day in September. Coming into the internship, I had a solid background with pigs and pork, but the information I learned this summer will be invaluable as I pursue a career in the pork industry. My major takeaway was gaining the confidence to talk with strangers about pigs and pork production while at various events.

Along with attending Oink Outings and talking with consumers, right away Kyra and I created the State Fair t-shirt design as well as the recipe card handouts displayed at the state fair. After that, we worked on creating Farmfest banners containing information regarding African Swine Fever, Exports, Economics, and more! Later on in June, we assisted in the planning for the Young Leaders in Agriculture Conference, one of my favorite events. It is important to evaluate yourself as a leader, and the conference helped me grow my leadership skills.

One unique experience was the opportunity to sit in on different committee and board meetings throughout the summer. It was an honor to attend those important meetings surrounded by a diverse group of intelligent people involved in the pork industry. I always learned something new in those meetings and am thankful I was able to partake in them.

Overall, this internship was truly amazing, and I feel so blessed I was able to be a part of the MPB team this summer. The experiences and knowledge I gained are ones I will carry with me throughout my career in agriculture. Coming to the office every day, I always felt like a valued team member and that they really cared about my goals. If I could, I would do the whole summer again. My advice for anyone who is considering applying for this internship would be to do it, you will not regret it! I am so thankful for the relationships and connections I built this summer and that MPB took a chance on me. Go Team Pork and Go Cyclones!

- Rachel Sonnabend



This summer was filled with many new opportunities, learning experiences, and people. Starting off at the beginning of summer I knew my summer would be well spent, but what it turned out to be was much more rewarding than I expected. I loved being able to work in such an engaging office every day. I was thrown right into projects and group decisions, and really felt like my opinion mattered. I got to use my previous skills such as graphic design, and learn new skills like event planning and talking about pork as a whole commodity.

A couple highlights of my summer included the Young Leaders in Agriculture Conference (YLAC) and the state fair. Knowing I helped plan a conference that brought many young leaders together was amazing. This is such a great conference, especially for those striving for a career in agriculture. Guest speakers, networking, and community service all play a part in shaping young people entering agriculture professions in the coming years.

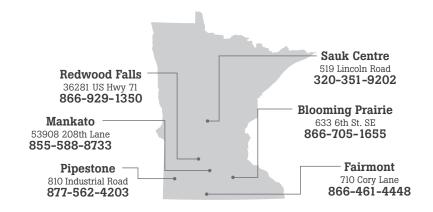
The state fair is a super influential place to educate the general public about agriculture. I loved being able to share the real pig farming story with those who visited the oink booth and the promotion booth. Along with the state fair, Rachel and I were able to visit different towns across the state and participate in Oink Outings. This was another opportunity to engage with people not familiar with pig farming, and give them real life stories and facts about how we raise pigs in Minnesota. We set up our tent, had free giveaways, and encouraged people to ask us questions relating to pigs or pork. For every question we were asked throughout the summer, Minnesota pig farmers donate one pound of ground pork to Second Harvest Heartland. It was humbling to be representing pig farmers all across the state.

Overall, I couldn't have been more pleased with my summer spent at Minnesota Pork. I highly recommend this internship to those interested in pigs and pork! Whether you have an interest in communications, marketing, politics, or event planning, this internship has so much to offer. I can't wait to present my experiences to different clubs on the University of Minnesota campus this fall.



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Increasing Agricultural Literacy in Educators and Students Throughout the State

What is Minnesota Agriculture in the Classroom (MAITC)?

Minnesota Agriculture in the Classroom focuses on increasing agricultural literacy in students from kindergarten through twelfth grade. Through hands-on activities and agricultural-based learnings embedded into everyday curriculum, MAITC reaches both students and teachers to better "cultivate an understanding and appreciation of the food and fiber system that we all rely on every day".

The Minnesota Agriculture in the Classroom (MAITC) activities range widely from grade to grade, classroom to classroom, and topic to topic. With more than 400 free, well-curated, agriculture-based lessons on the program's online portal for teachers to utilize throughout the year in their classroom, the

behind-the-scenes prep work takes a large burden off the teacher's plate," Patsche notes.

Every lesson comes from teachers themselves or AITC staff. From there, it is sent to the National AITC and vigorously screened for accuracy and relevancy. The lessons are high-quality, contain 3-4 activities, and provide a great learning experience for the students. However, once the final bells chime, kids rush out of the school, and summer begins, education for the teachers doesn't end.

MAITC also offers unique, interactive, summer tours which allow educators to get a first-hand look into the world of agriculture. Not only do these tours provide education for teachers, but they offer new ideas and insights to incorporate into the following year's classroom curriculum. For further incentive to

"I feel we've lost a whole generation of people knowing where their food comes from."

opportunities for incorporating agriculture into their curriculum is endless.

Wanda Patsche, Minnesota Pork Board executive board member, became involved with MAITC and their mission just over three years ago. After realizing the impact MAITC could have on upcoming generations and their knowledge of where their food comes from, she immersed herself in the program and now sits as a Regional Ag Curriculum Specialist.

"Students and kids are no exception to having basic ag literacy. I feel we've lost a whole generation of people knowing where their food comes from," says Patsche.

In her role, Patsche's main responsibilities are to provide support for teachers by prepping lessons. This includes gathering supplies, putting the kits together, and placing it in the hands of the educator, completely prepped and ready to go. "All of this

Bul

participate, Continuing Education Credits and graduate credits are often offered with participation on these tours.

Patsche has the opportunity to lead one of these tours each summer. This past July, approximately 35 teachers from the Metro area, southern Minnesota, and Bemidji gathered in Fairmont for a two-day learning experience focused around STEM (Science, Technology, Engineering, and Math) topics.

The group began the tour at Weigh-Tronix Ag Products - one of the world's leading suppliers of weighing scales, systems, and equipment - where they toured the manufacturing company seeing how seed grinders operate. Along the tour were small stations displaying concentrated aspects of the company accompanied by one or two employees available to answer questions and provide further explanations of their role in the company.



Next, the group arrived to Christensen Farms - one of the largest family-owned pork producers in the United States and a sponsor of the two-day tour. After enjoying lunch and learning about the company's history, attendees geared up in coveralls and booties to corn, soybeans, and pigs - provided the perfect ending to a well-rounded tour. Attendees learned the proper way to grill pork chops during a 10-minute grilling lesson with the Martin County Pork Producers. Three other stops, including a drone flying station, grain

"It is a high-quality program, and I feel like I am making an impact which is why I get so excited about it."

tour the state-of-the-art research facility. Much like the Weigh-Tronix tour, four different stations throughout the barn showcased topic-specific displays and employees to talk about their role in each specific area of STEM.

Attendees ended the education-filled day at Morgan Creek Winery - a vineyard specializing in growing and producing German, French, and American style wines. The group wined and dined while also learning the agricultural aspects behind the work it takes to get the bottle of wine in front of them. The winery owner spoke to the educators about different grape varieties, where they originated, and the process of producing wine.

Day two began with a one-hour session updating the teachers on how to navigate the MAITC website. This provided the opportunity for teachers to feel more comfortable accessing the portal to help them find lessons applicable to their specific classes and grade level.

Eversman's Solar Farm - a fourth-generation family farm raising cattle, pigs, and dairy cows as well as corn, soybeans, hay, and oats which recently installed solar panels to provide energy for their farm - kicked off the tours on day 2. The educators were able to touch, feel, and see what solar panels are all about and why some farmers have implemented them on their farms. The Eversman's explained the cost-savings behind the panels and proudly noted their personal step toward utilizing the renewable power source.

Finishing off the tour at Patsche Farms - a family farm utilizing technology to make improvements raising

handling demonstration, and tractor/combine driving encompassed this portion of the tour.

The drone flying station emphasized the practicality of using drone technology to fly over crop fields to take photos and check unseen areas through video footage. Attendees partook in a fun hay ride to learn about grain handling and the biotechnology behind high-oleic soybeans and their practical uses. The final experience at the Patsche Farm included driving tractors and combines to learn how GPS systems utilize auto-steer for more accurate planting, spraying, and harvesting.

In regard to the tour as a whole, Patsche states, "It was a really well-rounded, diverse tour, and the teachers were able to see a lot of different aspects of agriculture in a short period of time. These tours help me make great connections with teachers all throughout the state and helps open the door to work with them in the future."

Last year school year alone, Patsche herself had more than 4,000 contacts reached with the MAITC curriculum. These numbers continually grow each and every year.

"The more I work with this program, the more impressed I am. The lessons are updated frequently, and they are really great lessons," notes Patsche. "It is a high-quality program, and I feel like I am making an impact which is why I get so excited about it."





MEET THE 2019-2020 MINNESOTA PORK AMBASSADORS!





Logan Tesch

Ambassador Hometown: Henderson, Minnesota

Logan Tesch is a sophomore at South Dakota State University (SDSU) double majoring in animal science

and ag business with minors in ag marketing and accounting. On campus, Tesch stays active with his classes and involvement in various clubs: Swine Club, serving as Vice President; National Agri-Marketing Association Club, serving as Treasurer; Block & Bridle; and serving on the staff for the 96th Little International. He is also a teaching assistant for a swine nutrition class and works part time at the SDSU Swine Research and Education Facility as a student manager.

Looking forward to his year serving as the 2019-2020 Minnesota Pork Ambassador, Tesch is excited to have the opportunity to network and make connections with farmers and individuals within the industry. Through these connections, he hopes to gain more knowledge of the industry as well as help farmers and other young swine enthusiasts. He is also looking forward to reaching out to communities and area schools to help communicate with people about pork.

fun fact:

In his spare time at home, Tesch works on wood working projects in his Great Grandpa's woodshop making items such as lawn chairs and cedar hope chests.



Kayla Vonk

1st Runner-Up Hometown: Mountain Lake, Minnesota

Kayla Vonk attends South Dakota State University as a freshman

majoring in agricultural education. She wants to further her education not only in hopes of getting a job in the agriculture field, but also by educating others. Although Vonk's major entails teaching in a classroom, she plans on using her major elsewhere in the industry. Though she is not certain what specific job she would like to pursue, she knows the agriculture field has endless opportunities for her.

Numerous memories from growing up in the swine industry, such as getting pushed around in a feed cart

during chores, to the unexpected feeling of a sow's body heat when assisting one having difficulty birthing, come to mind when thinking of where her passion began. Since then, she has become more involved in not only the pork industry, but agriculture as a whole. Vonk has seen all sides of the pork industry, thanks to her numerous jobs working at Schwartz Farms.

Vonk is excited to share her passion for agriculture with others. She hopes to continue growing her knowledge in the pork industry while spreading the word of agriculture with consumers to nourish the connection between producers and consumers. Vonk is more than excited to take on the role of Minnesota Pork Ambassador First Runner-Up to help her develop her passion for becoming an ag advocate while hopefully challenging others to do the same.

fun fact:

Vonk is an only child.



Levi Sorensen

2nd Runner-Up

Hometown: Freeborn, Minnesota

Levi Sorensen began his education at South Dakota State University (SDSU) this fall studying agricultural

engineering. With this degree, he hopes to pursue a career working for an agricultural machinery company such as John Deere. Following the experience and knowledge he will gain off the farm, Sorensen plans to return home to his family farm to raise pigs on his own.

Along with involvement in classes, Sorensen shows cattle and pigs, enjoys trap shooting, and wants to join a co-ed softball intramural team. Outside of college activities, he helps out on the farm where his family grows corn and soybeans and raises cattle and pigs.

He is most anticipating the connections he will make as a Minnesota Pork Ambassador as well as growing his knowledge of the industry.

fun fact:

Sorensen has been an active member and driver for a Supermileage team who has built a road-ready car to compete in the Shell Eco-Marathon.

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MEET BOARD MEMBER Brian Johnson



Tell us about yourself and your farm.

After attending South Dakota State University (SDSU), I began my farming career with my father and uncle. Shortly after returning home, I moved to my present farm and began the process of farrowing pigs. My two brothers joined in our grain farm after college as well, and now I farm grain with my brother and am the sole owner of my share of pigs that come from a South Dakota Pipestone System farm.

My wife, Sue, retired from a school speech therapy/ ESL career. Our daughter Kaylan teaches mass communications and computer science in Webster, South Dakota and other daughter Anna teaches 3rd grade in Worthington. Our son Ben began his career with Legend Seeds and it is our hope for him to return to the farm someday.

Why did you choose to come back to the farm?

Farming has been in my blood from a very young age. I was fortunate enough to attend SDSU to further my education and create great friendships. Though my education created opportunities to pursue a career outside of farming, my passion was farming, and I wanted to participate in that with my family.

Why did you decide to run for a position on the Minnesota Pork Board?

I was involved with the Redwood County Pork Producers back in the days of delegates to the annual meeting. My decision to run for a position on the Minnesota Pork Board (MPB) was based on that participation. My involvement with MPB originally started as being a member of MPB's public affairs and pork congress committees.

Serving on this board also creates an excellent opportunity to get my kids involved, whether it be in oink outings, the oink booth, or mobile marketing at the fair. They were so involved in 4-H and FFA when they were younger, and this has created another way for them to volunteer in the agriculture industry in their adult lives.

Overall, promotion of the industry is why I ran for this position, specifically to help guide youth programs and MPB promotion activities. I learned after being off the board for a year that I had the passion to serve Minnesota and the industry.

What are you most looking forward to as an Executive Board member?

MPB is a very progressive organization and I am pleased to be a part of that. Promoting at various activities is such a rewarding experience, and I enjoy the comradery that is formed between other board members, producers, and MPB staff.

In your opinion, what is the biggest challenge facing today's pig farmers in Minnesota?

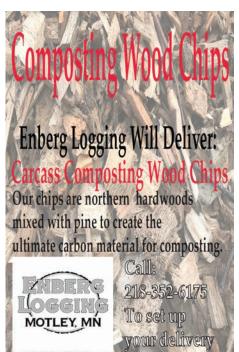
Some of the biggest challenges in our industry seem to be the labor situation and the constant fear of diseases. There is a constant threat to our workforce in the agriculture industry due to immigration issues and government policies. Swine diseases are also top-of-mind issues at all times due to the catastrophic impact they can have.

What other pork-related activities are you involved in?

Along with my involvement with MPB, I am a member of our sow farm management group.

What is your favorite farm memory?

Growing up on a cattle and pig farm with 3 brothers and a sister created many memorable experiences, and I am grateful to have been able to work with my family members. I also enjoy looking back and seeing how far we have come with sustainability efforts and efficiency. In farming, you have to embrace change and try to be better every day.





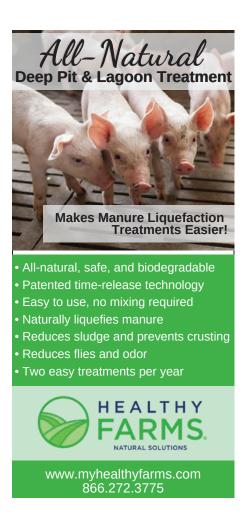
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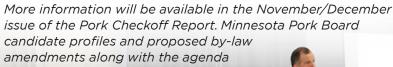
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MINNESOTA PORK BOARD Annual Meeting 2020

SAVE THE DATE JANUARY 27, 2020

The Minnesota Pork Board's Annual Meeting will take place on **Monday, January 27, 2020**, one day prior to the 2020 Minnesota Pork Congress. The Annual Meeting will be held at the Hilton Minneapolis beginning at 10:30 a.m.









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