



PORK CHECKOFF REPORT

JULY AUGUST 2022



CURRENT STRUCTURE AND ECONOMIC IMPORTANCE OF The Minnesota Pork Industry

The Minnesota pork industry adds significant value to the agricultural economy and is a major contributor to the overall Minnesota economy. Although the size and structure of the Minnesota pork industry has changed over time, current levels of production continue to support jobs and generate earnings in the state economy.

In 2021, the sales generated from hog marketings and pork processing supported a total economic contribution of over 33,984 jobs, \$3.35 billion in value added, and more than \$1.95 billion in personal income in the Minnesota economy.



Total Economic Contribution

All direct, indirect, and induced economic activity supported by the Minnesota Pork Industry

33,984

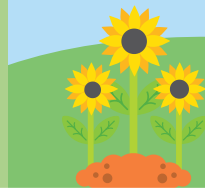
jobs supported by the pork industry

\$3.35B+

value added (GDP)

\$1.95B+

personal income generated



CONTINUED ON PAGES 8 & 9

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MN PORK CALENDAR

AUGUST 6

Tour de Tonka

7:30 a.m. – 4:00 p.m.

AUGUST 8

Sioux Empire Fair

10:00 a.m. – 7:00 p.m.

AUGUST 11

PQA+ & TQA – Morris

West Central Research and
Outreach Center
46352 State Hwy 329
Morris, Minnesota

PQA+: 9:00 a.m. – 12:00 p.m.

TQA: 1:00 – 4:00 p.m.

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

AUGUST 13 - 14

5K and Women's Triathlon

Minneapolis YMCA

AUGUST 25 – SEPTEMBER 5

Minnesota State Fair

Minnesota State Fairgrounds

SEPTEMBER 13

PQA+ & TQA – Worthington

Nobles County Government Center
– Farmers Room 315 10th St.
Worthington, Minnesota

PQA+: 9:00 a.m. – 12:00 p.m.

TQA: 1:00 – 4:00 p.m.

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

NOVEMBER 1

PQA+ & TQA – Mankato

Minnesota Pork Office
151 Saint Andrews Ct. Suite 810
Mankato, Minnesota

PQA+: 9:00 a.m. – 12:00 p.m.

TQA: 1:00 – 4:00 p.m.

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



Minnesota Pork Announces New CEO, *Jill Resler*

The Minnesota Pork Producers Association (MPPA) announced Jill Resler as the organization's next CEO on June 6, 2022. Resler held multiple roles in her 13-year tenure with Minnesota Pork, most recently serving as chief operating officer (COO). Resler, a Minnesota-native, brings significant experience leading programs to promote pork and advocating for the state's more than 3,000 family pig farmers.



"After a national, farmer-led search process, we're excited to announce Jill Resler as our next CEO. Jill has demonstrated a passion for the pork industry, skilled leadership as a visionary, and has unmatched organizational skills; she is deeply respected by Minnesota pig farmers and partners inside and out of the pork industry. Jill has the leadership, foresight, integrity, and work ethic to be successful as our next CEO," says John Anderson, MPPA President and farmer from Belgrade, Minnesota.

Resler joined the MPPA staff as Director of Producer Outreach in May 2009 working closely with pig farmers and industry stakeholders leading grassroots engagement. She also served as Director of Education where she led efforts to develop the pork industry's critical human capital. Since 2017, she has served as COO overseeing Minnesota Pork Checkoff programs and staff development.

"It is a privilege and an honor to have been chosen as the next CEO of the Minnesota Pork Board and Minnesota Pork Producers Association. As CEO, I look forward to working alongside a talented and dedicated team and exceptional producer leaders to move our industry forward," Resler says. "I have spent my career listening to, understanding, and advocating for farmers. I look forward to deepening relationships with our farmers and continuing to build collaborative partnerships while investing in and developing the next generation."

Resler was raised on a farm in Southwest Minnesota where she still actively farms with her family on their row crop and cattle farm. She's a 2009 graduate of South Dakota State University with a bachelor's degree in Agricultural Communications, Education and Leadership. Resler currently lives with her husband and three daughters on their livestock and row crop farm in rural Owatonna.





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THE CHOICE IS CLEAR



Certified Swine Sample Collector Training Program

BY: KARMEN SPERR

Foreign animal disease (FAD) preparedness is becoming more and more important as African swine fever (ASF) has spread through China, Mongolia, Vietnam, part of the European Union, and more recently was found in the Dominican Republic and Haiti. One of the biggest resources currently lacking in terms of preparedness is human capital. Like any FAD, sample collection is going to be an important aspect if ASF enters the US. However, as of now there are not enough FAD Diagnosticians to collect samples if an outbreak would occur.

“Human capital is going to be stressed to an unimaginable point,” said Mike King, Director of Science Communications at the National Pork Board. “Everyone is going to want to talk to their vet. Everyone is going to want to talk to the state vet. The USDA will be involved. It’ll just be all hands-on deck all at once. So, if you don’t have a person on your farm who can properly take a sample and submit one to the diagnostics lab, you are probably going to be waiting a while.”

Because of this, the National Pork Board, the American Association of Swine Veterinarians, Iowa State University, and the Multi State Partnership for Security in Agriculture came together to seek funding from the National Animal Disease Preparedness and Response Program to create the Certified Swine Sample Collector (CSSC) Training Program.



The program standards, created by a working group composed of state animal health officials from eight different states, veterinarians, and producers, would allow Category II Accredited Veterinarians to train and certify any capable farm staff on how to collect samples.

There are two tiers of samples that can be covered in the CSSC training. Tier 1 includes oral fluids, nasal swabs, blood, blood swabs, and processing fluids. Tier 2 includes all the Tier 1 samples plus spleen, lymph node, tonsil, tracheal swabs, and vesicular fluid. The tier of samples the training includes will be determined by the veterinarian and the trainee. The training is composed of two parts: classroom instruction and hands-on training, both of which are performed by a Category II Accredited Veterinarian.

The classroom instruction is composed of videos, handouts, and many other resources, which are available in English and Spanish, which address topics like clinical signs of FADs, biosecurity, how to collect samples, and how to package and submit the samples to a laboratory. The trainee must then take a written examination, which reviews the entire curriculum specific to Tier 1 or Tier 2. Trainees must achieve a score of 80% and the exam can be taken three times before retraining is required.

The hands-on portion of the training can take place either on-farm or at another location following the classroom instruction. In this part of the training, trainees will be asked to demonstrate sample collection and packaging after being taught the techniques. The trainee must show proficiency in these tasks which will be determined by the trainer. It is very important that the trainee knows how to properly collect and package the samples to ensure the lab can properly test the sample and to guarantee that the sample hasn’t been contaminated.

The CSSC is a one-year certification and will require recertification one year after the initial training. Depending on what changes have been made to the program, retraining and reexamination may or may not be required. It’s important to speak with your veterinarian when your certification is near its expiration. If a sample has been collected and submitted to the laboratory incorrectly, the trainer may request immediate retraining.

Category II Accredited Veterinarians have received formal training from the National Veterinary Accreditation Program, and it is at their discretion on who they train and certify. The Category II Accredited Veterinarian who conducts the training can be your herd veterinarian or be asked to help train you by your herd veterinarian. You will need to submit samples through your veterinarian. (For example, a Category II Accredited Veterinarian from Iowa can train a producer from Minnesota if their herd veterinarian asks the veterinarian to do so.)

During an FAD outbreak it is also going to be crucial to limit traffic on farms. If samplers are coming and going to many farms it will increase the risk of spreading ASF. If there is a CSSC already on the farm, the chance of another person bringing ASF onto the farm has lessened, and you can still collect samples if you have a “locked down” herd.



In the event of a large-scale foreign animal disease outbreak, such as African swine fever, we will need a trained cadre of sample collectors to help Federal and State animal health officials determine where disease is present and to support the permitted movement of animals. The Certified Swine Sample Collector Training Program benefits from the oversight of USDA category II accredited veterinarians and will significantly increase the number of qualified people who can correctly collect, package, and submit samples so we have confidence in the results. This training program was funded by USDA’s National Animal Disease Preparedness and Response Program, which fosters collaboration with animal health partners to implement high-value projects that enhance our ability to prevent, detect, prepare, and respond to foreign animal diseases.”

Dr. Jack Shere

Associate Administrator
U.S. Department of Agriculture
Animal and Plant Health Inspection Service

If you are interested in completing this program, speak with your veterinarian to see if this certification is something that would be beneficial to you and your operation.

“Depending on the operation, it might be where the producer is already comfortable collecting samples for endemic diseases and would like to continue to collect their own samples during an FAD outbreak, so they might want to be trained,” said Dr. Pam Zaabel, DVM, Director of Swine Health at the National Pork Board. “There are other producers that don’t collect samples right now, maybe it’s just not something they have a desire to learn how to do. Those are the conversations they need to have with a veterinarian because maybe the veterinarian has thoughts on who might help them collect samples during an outbreak.”

Preparedness is going to be key if an FAD outbreak occurs in the US. Here are a few helpful tips to help you and your operation prepare:

- Speak with your veterinarian to see if the CSSC Training Program is something you should consider.
- Associate a Premises Identification Number (PIN) with the exact location of where your pigs are located and verify that it is in the correct location. This will help locate farms where an outbreak has occurred along with the operations in the control zone.
- Have an up-to-date biosecurity plan in place. Templates are available at securepork.org.
- Consider uploading your PIN, site information, movement records, and biosecurity plan to AgView - a Checkoff-funded data sharing dashboard where producers can share information with state animal health officials. Information can only be shared through AgView once permission has been granted by the producer. To learn more about Ag View, go to agview.com.

Visit securepork.org for more information about FAD preparedness and the Certified Swine Sample Collector Program.





VOLUNTEERS NEEDED!

The Minnesota Pork Board (MPB) seeks volunteers and supervisors for the Minnesota State Fair

August 25 - September 5

Over one million people visit the Minnesota State Fair each year. As fair-goers try new foods and walk through thousands of booths, pig farmers have the unique opportunity to share their pig farming story in Minnesota as part of consumer's state fair experience.

Minnesota Pork is looking for volunteers and supervisors for the Oink Booth and Promotion Booth to reach out to fair-goers and engage in conversations about animal care, sustainability, and pig farming.

We hope you will take the opportunity to share your story about agriculture with thousands of curious consumers of all ages at the 2022 Minnesota State Fair.



VOLUNTEERS

Volunteers at our booths make Minnesota Pork's presence at the fair possible and bring credibility to farmer's stories through increased transparency. Volunteers receive a t-shirt to wear while at the booth and free admission into the fair.

Farmers and industry partners can register to volunteer at <https://www.mnpork.com/state-fair-volunteer-sign-up/>.

Supervisors can apply online at <https://www.mnpork.com/2022-state-fair-supervisor/>.

Or contact Colleen Carey at the Minnesota Pork Board office by calling (507) 345-8814 or emailing colleen@mnpork.com

SUPERVISORS

Individuals with livestock experience, knowledge of the pork industry is required for supervisory positions in the Oink and Promotion Booths. Applicants must have good communication skills and be responsible, self-starting individuals who have the ability to work both independently and in a team environment. Eligible applicants must be at least 18 years of age.

Supervisors will receive hourly compensation and must be present eight days or more during the 2022 Minnesota State Fair. A minimum of eight supervisors will be hired to accomplish all functions for the two booths.

SUPERVISOR DUTIES AT THE MN STATE FAIR:

1. Providing the day-to-day operational support for the Oink & Promotion Booths at the Minnesota State Fair while reporting to MPB staff and other booth coordinators.
2. Orienting and working with volunteers who help at the booths.
3. Ensuring that all activities occur in a timely fashion.
4. Being a courteous, friendly staff for the booths during open hours.
5. Setting up, taking down and cleaning the displays daily.
6. Assisting with initial set-up and/or take down of the Oink and/or Promotion Booth.
7. Caring for the sow and litter and the big boar that are on special display for the duration of the fair (Oink Booth).
8. Other duties as assigned.



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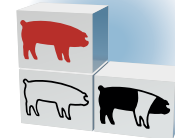
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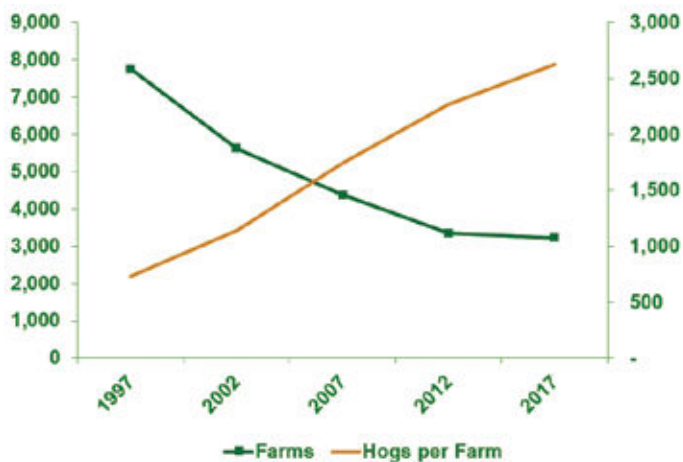
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Pig Farms and Production

All direct, indirect, and induced economic activity supported by the Minnesota Pork Industry



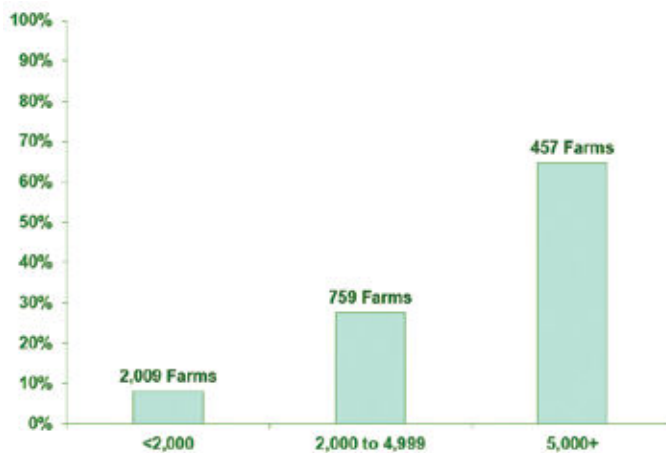
There are about 8.9 million hogs in Minnesota. The size of the Minnesota hog herd has varied over time but has trended upward from 5.8 million head in 2000 to 8.9 million head in 2021. As of December 2021, Minnesota farms accounted for 12% of the total U.S. hog inventory.



The number of Minnesota hog farms has decreased slightly in recent years. From 1997 to 2012, the number of farms decreased from 7,765 to 3,355, and by 2017 Minnesota had 3,225 farms raising hogs.



Approximately 65% of Minnesota hogs are on farms with 5,000 or more in inventory. 27 percent of Minnesota's hogs are on farms with 2,000 to 4,999 head, and eight percent are on farms with less than 2,000 head.



HOG PRODUCTION COSTS AND RETURNS

In 2021, hog sales (including market hogs, sows, and feeder pigs) totaled \$3.28 billion. In addition to these farm-level effects, the pork industry supports other industries by purchasing inputs, supplies, and services. Based on long-run prices and aggregated production budgets for the Minnesota pork industry, producing 16.1 million market hogs in Minnesota generates over \$2.164 billion in feed, labor, equipment, and other production-related expenditures.

JOBS SUPPORTED BY THE MINNESOTA PORK INDUSTRY

The direct, indirect, and induced activity generated by the Minnesota pork industry in 2021 supported a total of 33,984 jobs and over \$1.955B in personal income. Minnesota hog farms and pork processors directly employed 11,431 workers and paid over \$629.878 million in total wages. This includes 3,125 full-time-equivalent workers at the farm level and an estimated 7,783 employees in the hog slaughter and processing sectors.

The purchases of input supplies and services in the pork industry indirectly supported 13,915 jobs and over \$849.2 million in personal earnings for Minnesota workers. Beyond this, the induced impacts stemming from employee spending included 8,638 additional jobs and over \$476.578 million in personal income earned. Many of these jobs were within the agriculture and manufacturing industries, as well as industries like trucking, finance, insurance, real estate, trade, and other service sectors.

Pig Production by the Numbers

3,225

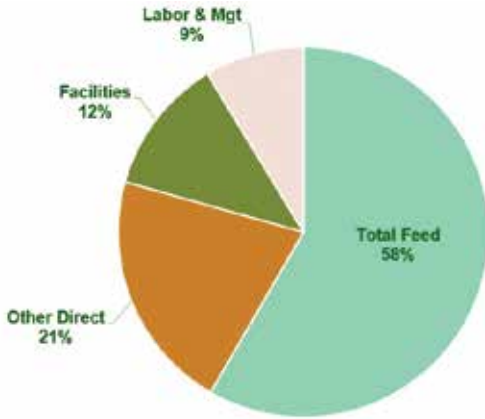
number of farms with hogs

16.1M+

hogs marketed annually

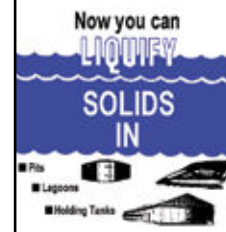
\$3.28B

cash receipts from hog sales



Feed is the largest single expenditure category in pork production. With 16.1 million market hogs produced annually, feed costs for the Minnesota industry exceed \$1.263M. Other direct expenses, like energy and transportation, add over \$454.7M, employee compensation totals over \$187.9M, and facility-related expenses add over \$258.3M.

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Young Leaders in Agriculture Conference

BY: ZOEY SCHENTZEL

Two and a half days doesn't sound like much but with 80 young leaders, 20 industry professionals, several speakers and enthusiasm, a lot can be learned and accomplished. The 2022 Young Leaders in Agriculture Conference (YLAC) took place June 20-22nd in Sioux Falls, South Dakota. The conference hosted nearly 80 college students representing different majors, companies, agriculture commodities and backgrounds from across the country. Speakers addressed leadership, personal well-being and persevering through challenges



“I would say my experience has helped me grow as a leader and developed new connections with people from a part of the country I have never interacted with before. I have been given the tools to develop new skill sets in my personal growth and emotional connections that will be beneficial in leadership settings”

THE PRIMARY COLORS OF A LEADER

The first speaker of the conference was Dr. Tim Elmore, founder and CEO of Growing Leaders. Tim spoke about the primary colors of leadership: character, perspective, favor and courage. Each of these components aren't traits that develop overnight. However, leaders use these traits to accomplish, empower and lead themselves and those around them. Each of these colors/traits affect the vision of leaders.

Tim stated that successful people see pressure as a push forward to grow and get better.

Tim also shared a few habitudes. Habitudes use real-life practical experiences and imagery to teach

valuable perspectives and leadership habits. One habitude is having a quarterback mindset instead of a referee mindset. A referee has boundaries that hold you back, they throw flags and maintain play. A quarterback is inspirational, a leader that will rally the team together. Quarterbacks move the ball down the field and empower team members. In leadership, we too can be quarterbacks.

HOW TO WIN THE CAREER FAIR

Tim Heiller from PIC lead a brief presentation on resumes, networking and having success at career fairs. As young leaders in agriculture, attendees were eager to learn more about improving their resumes, nailing their elevator speeches, strengthening their interview skills and landing the job or internship.



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NETWORKING ROUND ROBIN

One YLAC objective is to facilitate a networking opportunity for employers and students resulting in mentorships, internships and careers.

Attendees had the opportunity to visit with professionals whom they wanted to learn from. Professionals handed out business cards and many attendees offered resumes to stay in touch. Attendees valued the advice and support from the professionals. One student reflected, "I discovered there are many different pathways I could approach to reach my career goals."

BE WELL

Emily Krekelberg, an Extension Educator for the University of Minnesota specifying in farm safety and health, spoke about mental health in the agricultural industry. Emily described the top three potential pitfalls for agriculturalists are the fear of being worthless, being perceived as vain and burnout. Furthermore, Emily described the importance of emotional health, mental health and physical health each as legs on a stool, with all three of equal importance. The seat of the stool is personal well-being which holds up all the weight and load. In our lives, the stool can be viewed as school, activities, jobs, etc. Emily expressed that if one area of someone's wellness is suffering it will affect all the other areas. In other words, one might be upright in the stool, but it's much harder to stay straight.



BREAKOUT SESSIONS

This year, attendees had the opportunity to attend three breakout sessions which focused on current agriculture topics and career preparation. The sessions included sustainability presented by Lauren Servick, Public Policy Engagement with Lucas Sjostrom, PRRS with Dr. Scott Dee, ASF Preparedness with JoDee Haala and HR Negotiation and Hiring with Nicole Paulson. Attendees enjoyed focusing on agriculture while gaining helpful knowledge for their professional development.

DEI

Integrity Communications led a session about diversity, equity and inclusion within the workplace and today's

everyday climate. They walked through accounting for diversity without being disrespectful in the workplace and allocating resources to create cultures that respect and honor a wider range of backgrounds and circumstances. Attendees participated in the "privilege walk," an activity that visually shows the wide diversity and experiences each of us have had.

STORY OF HOPE AND PERSEVERANCE - TIMOTHY ALEXANDER

Motivational speaker and former athlete, Timothy Alexander was left paralyzed from the neck down prior to starting his college football career. Tim expressed to attendees the importance of vision, our greatest gift. We are given the opportunity to have appreciation, to recognize and enjoy the great/uncommon people and actions. When bad things happen to us, we can choose to be bitter or choose to be better. Tim used temperature and a thermostat as an example. Temperature is a thermal reading or observation of the situation, but a thermostat determines and controls the environment. Similar to how true leaders set the tone for themselves and others. Tim reminds us, "we don't need it to be easy, we just need it to be possible."

RONALD MCDONALD HOUSE SERVICE PROJECT

1,600 snack bags were packed for the Ronald McDonald House-Upper Midwest. Snack bags filled with non-perishable goodies will be available to children and families staying at the Ronald McDonald House locations. The house provides a warm, welcoming community of support, warm meals and a place for families with children who are ill or injured to stay. Families never pay, so donations like ours are greatly appreciated. Minnesota Pork and the young leaders at YLAC are excited to help families within our communities.



WHAT MAKES THE GREAT ONES GREAT - DON YEAGER

Don inspired attendees to achieve greatness, which he learned from first-hand experiences with some of the greatest sports legends. "Greatness is available to all of us, if you are willing to do common things uncommonly well," Don said. Through his time studying, learning and connecting with great sports legends, Don created a list of 16 characteristics of greatness. Each of which we can use to also achieve greatness. Don expanded on three of the characteristics: they hate losing more than they love to win, they understand the value of association and they use adversity as fuel.

2022 Scholarship Recipient Bios



Bryn will be a sophomore this fall at South Dakota State University where she is pursuing a degree in Animal Science with an emphasis in veterinary medicine. Bryn grew up in a small farming community where she was involved in FFA and 4-H. She started showing pigs in 4-H when she was only 5 years old and has since gained interest in learning every aspect of raising and showing pigs. At SDSU, Bryn is an ambassador for the College of Agriculture, Food, and Environmental Sciences and is currently working at New Fashion Pork in Jackson, MN as a lab assistant.

“I have a commitment and passion for agriculture that has granted me many opportunities to further my knowledge and skills.” -Bryn Anderson



BRYN ANDERSON



CAROL MORALES

Growing up in the suburbs, Carol had minimal exposure to pork production and agriculture until she became involved in her county's 4-H program. She has a strong interest in meat processing which has led her to seek a degree in Food Science from the University of Minnesota, Twin Cities. As a Latina, Carol has also become an advocate for safe working conditions for those who share a similar cultural background as herself. She has also made it a goal to educate others about food safety and animal welfare. Carol is currently a Quality Assurance Intern at Hormel Foods.

“I believe developing relationships between students and current leaders helps cultivate the next generation of leaders within agriculture to maintain a prosperous environment, society, and economy.” -Carol Morales

As a past intern for Minnesota Pork, Heidi is not a stranger to the pork industry. Heidi grew up on a wean-to-finish swine farm south of New Ulm, MN. Her experiences in the swine industry have led her to want to make a difference in the lives of Minnesota farmers. Heidi is a student at the University of Minnesota, Twin Cities where she is pursuing a degree in Animal Science. She greatly enjoys working with both swine and companion animals and advocating for farmers. Heidi has had many experiences with animals from working on her own farm to even raising service dogs in her dorm freshman year. Currently, Heidi is working at Compeer Financial as their Crop Insurance Officer Intern.

“The pork industry is one that I hold near and dear to my heart, and I really hope that I end up in a career within the industry one day.” -Heidi Hoffman



HEIDI HOFFMAN



KALLISTA ROERS

This fall, Kallista will be a Junior at South Dakota State University where she is pursuing a degree in Animal Science with an emphasis in production. Her involvement with the swine industry began when she was participating in 4-H as a 6th grader and wanted to have a livestock project. Kallista ended up showing pigs for 3 years, but her passion for the swine industry grew exponentially when she started working at the SDSU Swine Research and Education Unit. In this role, she was able to learn about many aspects of the swine industry and developed a much broader view of the industry. Currently, Kallista is completing a summer internship with Christensen Farms where she is focusing on production and marketing.

“For me, I find it very rewarding to see the end product turn into profit for the producer that has spent countless hours taking care of those animals.” -Kallista Roers

As an incoming Freshman at South Dakota State University, Samantha has her sights set on pursuing degrees in Animal Science and Agriculture Communications. She greatly enjoys advocating for livestock producers and has made it a personal goal of hers to help positively promote and advocate for the work farmers do. Samantha grew up raising pigs on her family's farm which is where her passion for the swine industry grew. This passion also led her to create her own business, Farm to Fork Education, which has allowed her to share her passion with others and deepen her knowledge and understanding of pork production.

“No matter where I end up, I know that I will be working in the field that I love and care passionately about - agriculture.” -Samantha Moser



SAMANTHA MOSER

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SAVE THE DATE!



MINNESOTA PORK CONGRESS 2023

**Date: Tuesday and Wednesday,
February 21-22, 2023**

**Trade Show Location:
Mayo Clinic Event Center,
Mankato, Minnesota**

**Minnesota Pork has hotel room blocks
at the following Mankato hotels:**

- AmericInn Hotel: \$139.99
- Comfort Inn & Suites: \$109
- Country Inn & Suites: \$120 - \$125
- Fairfield Inn: \$149
- Holiday Inn Express: \$149 - \$164

The Hilton Garden Inn in downtown Mankato does not have any more available rooms. There are other hotels within Mankato you can contact to book rooms. Please reach out to Pam Voelkel at (507) 345-8814 if an above hotel informs you they are full so Minnesota Pork can remove them from the list or negotiate more rooms.

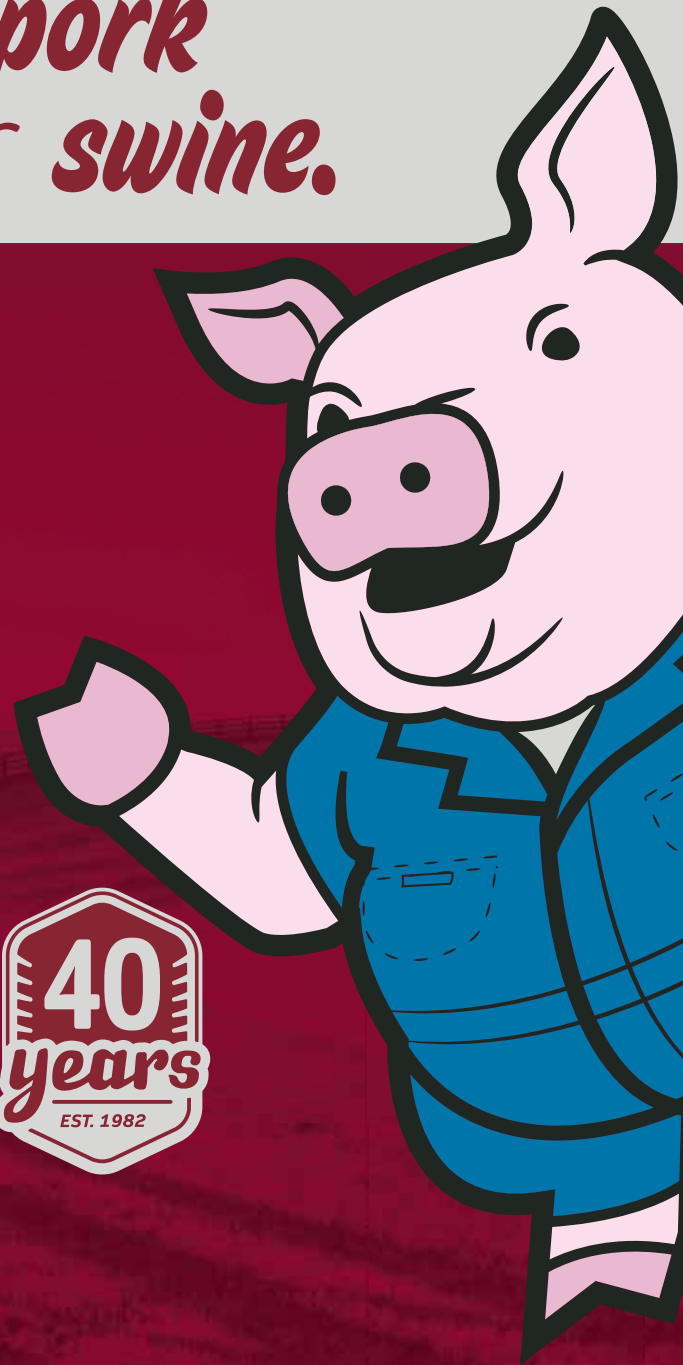
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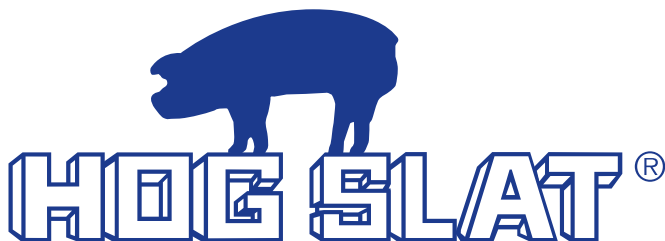


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