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BEGIN TRANSCRIPTION

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Unknown

This morning. I have Doctor Jason Ahola here. He's going to be our guest and present some research that they did. Probably. I guess it was about this time last year. That may help us as trainers sell BQA a little bit more to some of our maybe cow calf or, soccer operators. So you guys may have heard of some of this research, but you're going to hear it kind of from the horse's mouth here.

00:00:24:06 - 00:00:49:04

Unknown

With doctor Ahola. So I'll go ahead and get started. I guess most of you had attended our BQA, trained the trainer, program back in February of this year. And since that time, we've had some meetings with our BQA advisory group who suggested we needed to kind of have an additional touchpoint at some point throughout the year with our trainers to make sure that they all, kind of stay up to date on what's going on with BQA.

00:00:49:10 - 00:01:09:12

Unknown

There's probably a handful of you on here. I think I saw doctor psychologist on, who maybe attended NBA's national training, the trainers. And so he's, seen some of this stuff a little bit earlier, a little bit sooner than you guys have. So with that, I just want to get rolling and hopefully can all of you see my slides on the screen?

00:01:09:14 - 00:01:27:19

Unknown

Yes. Yes, yes. Okay, perfect. So we'll get rolling. This is just an outline of it looks like a ton of things that we need to cover, but it was kind of for me just to stay on target. So we'll talk a little bit over Colorado certification numbers and events. Doctor Ahola will talk about his research.

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I want to go over some new, reference material for you guys. Talk about the new logo. My intern give you some specific updates on some of the

slides that I've made over the past year so that if you guys are ever presenting some of these, trainings. I'll give you the link to the new slides, but there are some things on there that I just want to make sure you guys have for reference when those come across.

00:01:49:17 - 00:02:07:24

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I'll talk to you about our SoC Mentorship and stewardship program and then some other initiatives that we have going on with Micah, just to keep you guys up to date. So to start, I just want to remind you in Colorado, the BCA program, and we talked about this at our training, the trainers, the BCA program is funded by a grant, from the Colorado Beef Council.

00:02:07:24 - 00:02:34:01

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So we go every April to the Colorado Beef Council, and we put together an authorization request for funding for the program. And when I say we, I mean, the folks at CSU that, kind of manage this program myself, Doctor Angela and typically our department head, Colorado Cattlemen's and Colorado Livestock Association are also collaborators on this. So basically, I report everything that I do back to the Colorado Beef Council because they provide funding for the program.

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Unknown

CSU provides partial funding, mostly for my salary and for some of the program operating expenses. But typically, what I'll do is I'll talk to them in April, give them an outline of my goals, as you guys can see on the screen. And then we also meet a year with an advisory group, which is more producers. There's a an extension person that sits on my advisory group and tell them where we are on these goals.

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So, just so you guys can see our goals for this year, which starts July 1st, would be obviously to continue with the certification numbers, put an emphasis on impactful work events. So those bigger programs, we've decided are the ones that really get more certifications. And you can see there's a list with our Stockman Tip and Stewardship sale barns, video auctions, barbecue events.

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Unknown

And then like the range Beef Cattle Symposium that just happened. Bullet transportation has been a big priority. More student engagement with VQA, whether that be here at CSU or even at area community colleges. And then also contributing to National Day programing, which is part of a whole we'll talk about here in a bit. And then always continued interaction with producers.

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Unknown

You can see in the bottom there's kind of this continued focus on section, which is a lot of these initiatives that we are always working towards. So you guys and the trainer program is one of those weekly assessments is one of those. And we'll get into that. Recognizing outstanding producers through the national Beca award program, Youth Opportunities, which is something that's near and dear to a lot of you guys.

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Unknown

And I know I've come to your, IMCa and your livestock use livestock meetings for, for each. And then, you guys may run into this depending on where you're located and what kind of trainings you do. But connecting with Spanish speaking workers is one of those things that I'm continuously working on. So with that, I just want to get into a little bit of an update of the speaker by the members for you guys.

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Unknown

So what's going on in terms of certification and numbers? So if you guys can see this, outline here of what's going on with, what we've been doing this current fiscal year. So July 1st to present, we have had a total of 15 certification events. And that is due a lot to you guys out there that are in the field doing trainings for me.

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So this would be any training that has gone on. So we've got those of you out there that are just going out and doing feedlot trainings for me. You can see in this top picture on the left, that's Travis Taylor. They're helping out a Sale Barn event. So 15 of those total from those 15 events, we've had about 310 certified producers.

00:05:08:02 - 00:05:32:22

Unknown

So to put that in perspective, typically every year when we go to the, Colorado Beef Council, our goal on an annual basis has been to certify about 310 or 300 producers in total. So already just with the first half of the fiscal year completed, we have met that goal. A lot of this has to do with you guys being out there and boots on the ground and helping me get those certifications in.

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Unknown

A lot of it has to do with an increased, interest by the feedlots. And that's due to a couple of things that I'll show you down the road. And then another thing that has helped us a lot is, the online option for producers to get a certified. So in the first half of the fiscal year, we've had 110 online certification.

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Unknown

So that puts us at total, whether that's face to face or online, with about 420 folks that have been certified and or re certified in the first

half of the year in Colorado. So I think that's really good. That's the one thing that I will note. The caveat to this is that it's very difficult with how our online database and our in-person database reports.

00:06:12:22 - 00:06:31:19

Unknown

That it doesn't account for names that might be duplicated on those lists. So there might be a few in here. That's it's go online, but also came to an in-person event. It's pretty unlikely but that doesn't account for those. So those numbers are looking really good. A lot of that is to do to you raises involvement.

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Unknown

So thank you so much for your help on getting those numbers up. And hopefully we have, similar amount of folks in the spring that need to get certified as well. So just specifically looking at our databases, we have two databases. One is the in-person trainings that I keep here in-house. I started reporting that to National BKA. And so they keep it updated in their, complete database.

00:06:53:16 - 00:07:23:09

Unknown

We also have the in-person training, our in-person online training modules that are available because they're always free. So you guys can always, direct people to the online training. If, you know, you have one one off, that you don't have an event coming up that that will fit for them. But you can see on my chart here, when I list massive certifications here, that would be people that have been certified within the last three years because our certification period is three years.

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Unknown

The total number listed as anybody that I've ever got in my database and really, to be honest, that database was probably started when I started in the fall of 15. There were a few numbers here and there, but, since the fall of 15, we've got a total of 23, 42 listed in that in person database, 1626 are currently active.

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Unknown

So that puts us at about a 69% active rate. So there's a large pool of folks that we can draw from that need to be recertified from the online database standpoint. About 480 total are listed and 75% of those are active. So you can see that that has been more of a newer technology that people are utilizing.

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Unknown

And they're not becoming expired. That 70 to 75% range might seem a little bit low. I think we'd probably like to keep it higher up. In the 80s, 80% of those in our database active, but I would say that the reason behind this is because a lot of times and I think I've, I've hopefully,

how do you guys do the same in telling folks that we want to see them probably every other year in person.

00:08:26:16 - 00:08:54:18

Unknown

So a lot of the people that got certified in person early on are now likely becoming, needing to be re certified and potentially going online to get that Re certification. So it'll appear in my database as if they may be inactive, where they actually might have gotten re certified online. That makes sense. And the last thing that I wanted to mention before I have doctor Holly come over and change the driver's seat is give you guys a look at what's going on with the trainer program.

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Unknown

So that image there on your screen right now is from our train, the trainer that we did in February. So a lot of you had come to that. Throughout the year, there's been several additional kind of trainer opportunities, as I mentioned early on. So Nashville Beca has decided they want to try to make the content more consistent and the presentation style more consistent across the country.

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Unknown

And so consequently, they've added Train the Trainer, programs that they did this fall across the country. So, doctors Claudia and I and Lacey Taylor and my intern, Noah, we went up to Idaho back in, I think, October, and did their training. The trainer. But we also did our to train the trainer for most of you folks in February, and I hope to do those at least annually.

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Unknown

If we can get enough folks that are interested in becoming trainers. You guys can see on that second bullet. We have had excellent involvement from you all, and I'm so thankful for that since March 1st. And the reason I use the March 1st date is because we had that Train the Trainer event in February. You guys have been responsible either you by yourselves or you in conjunction with me, have put together, 275 individual certifications out of that total, 430.

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Unknown

So thank you so much for your help. This is what we had envisioned when we put together this Train the Trainer program. And so, I'm so glad to have you all on board and willing to help do that. I did list, several folks here that have been more active maybe than than the rest, in helping put on these extension events.

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Unknown

So Travis Taylor actually holds our advisory board position for extension. And so it makes sense that he is pretty active with this. Since JT has moved over to Logan County, he's been very active,

especially as we've had more interest in transportation. VK certification. And, Scott Stinnett has also been very involved and even helped with some of these updates on the slides that I'm going to go over in a second.

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Unknown

We also, have been given permission to utilize trainers from across state lines. So we have some Nebraska trainers that come in and help us out as well. So doctor Maryland Corbin has been one of those. And then recently we've had an addition of a lot of, of several, pharmacol pharmaceutical companies, technical service veterinarians. So we're so Addison Merck.

00:11:06:17 - 00:11:28:23

Unknown

And then some of those are also those that can help me at, feedlots or help you guys at feedlots that can speak Spanish. So, I will also be at the conclusion of this, sending you guys the updated trainer program outline that I've put together that really just helps you identify when you need to be recertified. What I expect from trainers in terms of coming on for a webinar to keep your training certification active.

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Unknown

And you can also see right now we're at 16 across the state, 16 trainers. That has helped come up with that 275 certification. So I think those are really great numbers. And I really want to thank you for that. So with that I want to introduce Doctor Jason Hollow. Most of you probably know him in some capacity or another.

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Unknown

He's one of the faces behind the VHA program, and has been helping with this, and really running the BCA program in Colorado for quite a while. The reason I have this national BCA program involvement club right now is just to talk to you a little bit about some of the research that we've been doing, because we have earned grants from the national program.

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Unknown

So you can see this, this past set of grants that we've earned, Doctor Hall is going to talk about that first bullet, BQE value and feeder cattle. But we're also working on some more bcaa related research or, programs here at CSU. One of them from years past is comparison comparing welfare auditing programs. We're also working on a little bit of research, regarding bruising and said cattle from a transportation perspective.

00:12:34:14 - 00:12:55:24

Unknown

And then as we speak and this is actually do reports that are due back to NCBa here at the end of the month would be a mud scoring project and then creating, training videos for Bcaa assessments at feed yards. So those are some of the things that we've been working on from a national

perspective. And so with that, I'm actually going to have Doctor Hollis switch driver seats with me.

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Unknown

So you'll see his pretty face here in a second. And he's going to talk about the research that he did about a year ago, focusing on the value of cattle, sold on video auction if they listed vka in their lot description. So with that, one of these, Doctor Holliday. All right. Thanks, Libby. Hello, everyone, and thanks for joining.

00:13:18:20 - 00:13:40:24

Unknown

And I know, it's going to be recorded. So, hopefully there's some other people that were able to connect on later on. And so I've got more slides than time, which Libby said is pretty typical. But I what I want to do is at least have the material there for you. If you want to go back and pause the slide and look at some of these things that I don't really talk about, that's great.

00:13:41:01 - 00:13:59:05

Unknown

Interestingly, there's a lot of detail in, method that we use to analyze the data, which doctor Dan Mooney, who's the second author there was really involved in. And so, to be fair to his process and his efforts, I want to make sure that that's, included in there. So, let me just kind of walk through what we did.

00:13:59:05 - 00:14:27:22

Unknown

We got some funds from the National Cattlemen's Beef Association to basically see if we can find out financially if there's a benefit of being Bcaa certified. And, so one of the things we did was, was this project can kind of go through that, as we have time. So just to give a little bit of perspective, we did do a survey about eight years ago with the National, Beef Quality Audit, and we asked cow calf producers, why do you follow Bcaa guidelines?

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Unknown

And vast majority of them said it's the right thing to do or I'm committed to continuous improvement. Receiving a premium was very low on the list or a requirement by the buyer. This is eight years ago, but I still think today we would see the most producers are becoming Bcaa certified and following the guidelines because they just think that that's something that they should be doing.

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We also, in this very large survey, asked, why you're not Bcaa certified if the respondent was actually not certified. And, interestingly, there's a variety of reasons. But a decent number of them said there's no financial incentive or there's no requirement to participate. In addition to other things like it's it's difficult for me to get to meetings, but

we've seen this idea of what's in it for me financially come up several times.

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Unknown

So, we, we did a little bit of a search on what others have done. Cattle facts recently. In 2018, by the year, actually, now it's a year and a half ago, they basically had, a publication that said, based on their data operations, trained in bcaa principles and became certified, received \$42 a head more per calf sold.

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Unknown

And another comment they had was, if an operation has a vaccination program in place and Bcaa certified, the calves receive \$12 100 weight more, which could be pretty substantial, 60 to \$70 on some calves. However, they didn't distinguish between vaccination program and certification, or if calf weaning weight had an effect. They basically just kind of had a a rough idea that there is a premium there.

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Unknown

But not maybe from a scientific analysis, perspective. And so we built on that, and seeing the positive, information that cattle facts had to sort of see, you know, can we look in this a little bit more scientifically and see really what what is this opportunity? So the project that we proposed to NCBA is, is there a premium for calves and feeder cattle from certified producers when sold through video markets.

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So we knew there's evidence in video markets of a producers bcaa status versus that a sale barn or private treaty sale of Cams that is not typically recorded, but in some cases it's present in video markets. So we thought, well, let's try to explore this option. And we worked with two of the three large video companies, Western Video Markets, who we mostly work with.

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Although Superior Livestock Auction did share with us some data. And if you add up all of their numbers, they're upwards of like, ten, 10% of the calves sold in the country go through a video market. Something along those lines. And they all have tons of data and they generally were willing to share it, some more than others.

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Unknown

So the reason this whole thing came apart is one came up, about is one day I was, sitting there wondering, I wonder if people ever put DKA in a lot description. And so I started looking at, superior livestock auction, Western Video market. I just did a control find on my computer, and, lo and behold, about from what I could find, there was a sale of 100 lots and two of them mentioned VQA.

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Unknown

And just like this example here of some calves from Jordan Valley, Oregon, these are actually yearlings, that they just said in the comment section, BC was certified or this was actually in the shots section. But also in the comment section. And so I thought, you know what? There's probably enough of them who have indicated their VQA status that maybe we could connect, the selling price of these cattle to this presence or mention of beef quality assurance or VQA.

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Unknown

So, it, it it I'm going to go through some of this part where it gets a little muddy, but I want to make sure that, if you're ever sharing this with producers and they have questions when they come back to you, that you have some sort of foundation. So we basically we're, we're provided all of the data minus ranch names from Western video Market for a 20 year period, which is a huge resource that they shared with us 54,000 lots of cattle.

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Unknown

So that's going to be in the millions of animals sold. And then we whittled it down to only look at a certain time frame and only steer and heifer calf and yearling lots. We didn't look at next lot. We didn't look at dairy, we didn't look at bred heifers, a variety of other things. We just looked at either only a steer lot or only heifer a lot during a certain time frame.

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Unknown

And the challenging thing was to figure out, what does it mean to mention VQA? Because you can say it a lot of ways. You can see down at the bottom of this slide, it's PCA or Beef Quality Assurance or Owner Ranch certified, VQA certified followed VQA guidelines. Some people misspell VQA. And so you can actually, find that like BC or something like that.

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Unknown

And so it's just in the comments. So it took us a long time to kind of quantify who mentioned it and who didn't, but it sort of implies that they're connected to the beef quality assurance program. We did not verify their status. We relied on the information as being accurate. And so, interestingly, over a 20 year period, I've got on the left hand axis, the total number of lots offered on the Western video market in the right hand axis, the percentage of them that were VQA certified.

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Unknown

So the percentage is somewhere around 2 to 4% in any one year. And then the number of lots is a very large number. But you can see it's generally kind of increasing more recently, although it kind of had a big, increase there in the, the early 2000s. And then I also did use data from Western

Nvidia market and Superior Livestock Auction, and I looked at what states had the highest percent mention of VQA.

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Unknown

Montana was very high. Wyoming next. And then it kind of goes down. I will mention, you know, this is very regional. So, there's a lot of states that are not on this list. And interestingly, Colorado is not one that was, on this list, either because we don't sell a lot of cabs in these video markets or also just we didn't have as many people mentioning VQA, but you can get a sense of where they tended to emphasize that the mention of this.

00:21:07:07 - 00:21:36:17

Unknown

So, this is from Dan Mooney. This is this hadronic regression method, which, it basically is a very complicated method using regression to try to predict sale price with a variety of variables. And we tried to control for things like a lot size, weight of the cattle. Flesh of the cattle frame. We tried to do breed, but it was all hand entered.

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Unknown

And Angus can be spelled about 75 different ways. Only one of those is grammatically correct. The other ones are different. And so, but all kidding aside, sometimes it was an or Angie or Angus or they misspelled Angus, so we weren't able to exactly say the breed piece is controlled for. But the vast majority of these cattle are Angus.

00:22:00:09 - 00:22:21:23

Unknown

We also try to control for if the cattle had vaccinations or implants or, other value added programs. But the interesting thing is we constructed at the bottom there you can see what's called the refined control sample, which basically allows us to isolate the effect. And so, typically I'd go through this slide over, a few minutes.

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Unknown

But what I'm basically showing here is on the left hand side as we removed lots based on time, or if they were dairy or if there was, no ability to pair. Back a lot with a non VQ a lot. We removed them and we basically came up with this very what we call a refined sample of 8815 lots.

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Unknown

That's still a large amount of cattle. It's hundreds and hundreds and hundreds of thousands of cattle. But we basically compared 341 lots that were started, certified with 84, 74 lots that were non certified, or at least they didn't mention that in the lot description. And then we said did that presence of b QA and influence their selling price.

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Unknown

So the challenge is not a lot of lots were Bcaa certified. So that that makes it difficult. Like I said earlier, we didn't have data on all of the information on cattle, like breed. If the cattle were put together, cattle, if there was a freight credit, there's a lot of complexity to video marketed cattle. And, but we did account for down at the bottom, whether the cattle were in a value added program like age source verified, non hormone treated, or if they simply had been managed in a certain way where they got some vaccinations or implanted or banks vaccinated, or if they didn't.

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Unknown

And so overall, this is just simply the summary of the lots. And what we basically had in terms of numbers, average selling price, lot size and weight and so forth. And then Dan plotted out over on the, on the x axis, on the bottom, average weight versus price over on the, on the vertical axis and the, the red dots or where there was a mention of QA and the blue dots, there was no mention.

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Unknown

So you can see it's kind of all over the board. And we're trying to basically say is the average of the red higher or lower than the average of the blue? It's interesting on this graph, the reason there's kind of a there's almost like two lines, or two, rough clouds, the more upper one, which basically, has to do with 2014 and 2015, where cattle sold tremendously higher than the rest of the years.

00:24:49:11 - 00:25:19:06

Unknown

But otherwise you can see Bcaa certification kind of goes all the way across. The, the, the range of, of what these prices were. So here's the, here's the take home, we basically found that in lots that had a mention of Vka with everything else controlled for it was very highly, significantly different. And they're selling price and it was \$2.71, 100 weight.

00:25:19:08 - 00:25:48:17

Unknown

And then that's plus or -0.93. So quite a bit of variation around that. And so if we boil that into dollars per head, it's somewhere around \$16.80 per head. And that would vary about \$5.77. So is that more than zero? Yes, it's considerably more than zero. Is it a \$100 or some very high number? No. And you know, we really kind of thought through this.

00:25:48:17 - 00:26:11:21

Unknown

And honestly, we thought to begin with the number would probably be zero. There wouldn't be a difference between BKA certified mentioned and not but the reality of it is there is and it's it's fairly substantial, especially for a program that really has minimal to no cost other than time and travel to participate in and a little bit in terms of following guidelines.

00:26:11:23 - 00:26:38:04

Unknown

But I think it mentions that, savvy buyers are willing to pay more for cattle, that they have a better, sort of trust in a bit of a risk mitigation strategy. And, we were pretty, pretty pleasantly surprised with that number. Sure. It's not, as you know, \$5,100, cattle facts had said \$47, but they didn't account for all these other things.

00:26:38:06 - 00:27:03:01

Unknown

So we we really felt pretty strong. This is a solid evidence that there's value in QA certification. So a couple of last minute, comments here. I've already gone over my time. Basically PCA mentioned was pretty small in video lots, but it was present, highly variable by by year and state and type of cattle and how people mentioned it.

00:27:03:03 - 00:27:29:10

Unknown

And a lot of times it's not very consistent. That's something we're working with video markets to sort of get them to actually put it in their yes or no where. These people became certified, rather than having them sort of hide in in the comments. But at the end of the day, \$16 premium in cattle feeder, cattle feeder calves and calves and cattle, that had a mention of VQA versus no mention of VQA.

00:27:29:12 - 00:27:51:15

Unknown

So I know I went through a lot of stuff very quickly. But I appreciate Libby, including this topic in your, update, and I've included information there on contacted, particularly Dan Mooney. He or I is available to present on this. It's, it's a relatively smaller project, but our, our overall presentation is off in 45 minutes or so.

00:27:51:15 - 00:28:17:06

Unknown

And so we're happy to present on that or, take any input or advice that you might have. And over time, hopefully we can build on this and maybe someday try to get a better handle on, livestock auction markets and what a value might be, relative to mentioning VQA, which really is not done today, but certainly, very encouraging to see the value present in video markets.

00:28:17:08 - 00:28:55:00

Unknown

So with that, I'll turn it back over to Libby and, and I'll stick around here if there's any anybody does have any questions. So if any of you do have any questions feel free to ask, any points on the whole, throughout the whole webinar. But Doctor Hall is going to stay here for a little bit. I will mention that, we have seen that since this research in this data has become public, superior has actually started making more of a push towards, getting folks VK certified, and they've actually created a logo on their lots that say thank you certified that they have required or not.

00:28:55:06 - 00:29:13:17

Unknown

I guess they are requiring verification, at least through their field reps. So they have to, present their certificate to those reps and then they'll list it on their, lots as an actual kind of similar to like those that 45 or those kind of programs that actually have a BC logo there. So that's encouraging from that standpoint.

00:29:13:17 - 00:29:21:22

Unknown

So are there any questions for Doctor Hollow before he maybe packs up and kicks off?

00:29:21:24 - 00:29:38:23

Unknown

Okay. What I'll do is of course his slides are going to be attached. Our whole slide deck will be attached to an email that goes out. For those that couldn't attend this live program, and if you guys want to email me back with any questions or anything like that, I'm more than happy to get you in touch with him.

00:29:39:00 - 00:29:55:04

Unknown

But, just want to thank him again for coming in and presenting some of that research. So if you guys have questions, just let me know. Always feel free to stop me as we go through this. So with that, I guess I'll just keep rolling in a, you know, effort to get out and get down here as quick as possible.

00:29:55:06 - 00:30:16:22

Unknown

Some of the things that I wanted to update you on, again, from the program standpoint, are these resource updates for you? So first and foremost, I wanted to show you all when producers, when you guys go out and do a PCA training and I have you send back your quizzes and contracts, what what they'll get, what a producer will get.

00:30:16:22 - 00:30:35:08

Unknown

What we email back out is, first of all, the certificate of completion that includes their certified, date. And then they also get a letter with a B to a certified card. That kind of explains the program. So this card they can carry in their wallet, and it gives their expiration date on the bottom as well.

00:30:35:08 - 00:30:52:02

Unknown

So that's what they get. We also have giving you guys some of the resources that you can hand out. But we do have some updates to those as well. So if your producers do decide to go online and get certified, what they'll do is they'll go through their online modules that because. So that's the last bullet on this slide.

00:30:52:02 - 00:31:14:14

Unknown

And what they'll get is a screenshot of a certificate that looks like this. So if you have any, producers that are questioning like if superior needs their certificate or if a packer or someone like that is looking for their certificate, I can pull either version of these. But oftentimes because I report state in person certifications to the online database, everyone will be assigned this one like this.

00:31:14:16 - 00:31:32:13

Unknown

And so oftentimes I'll just pull that from the online database and send those out to you to get to your producers are directly to them. So those are some things just just a reminder that so that you guys can see them in person on this. The other thing I wanted to point out is that National Bank, I recently went through an update to the National Manual, The Beka Manual.

00:31:32:13 - 00:31:53:22

Unknown

So that picture that's on your slide right now or this booklet is the update updated manual. So most of it is very consistent with anything that we've had. You guys, train producers on, a lot of it is just a matter of going through and condensing things that have been repeated just because every time a new subject would come up, there are lots of different ways to get to a final point.

00:31:53:22 - 00:32:11:05

Unknown

And so those things have been repeated over and over again in our old version of our manual. So this is, pretty simple booklet that we don't hand out to producers necessarily. They're working on a field guide that's a condensed version of this, that when I get those, I can send them out to you to use as your original resource.

00:32:11:05 - 00:32:26:08

Unknown

When you hand out at trainings, this is about 125 pages. So, on on request, if you guys want one of these to keep in your library or for you guys to reference and you want a hard copy, let me know. Email me and I can send those out to you. No problem. I've got a bunch of them.

00:32:26:10 - 00:32:42:09

Unknown

If you need something sooner than that, you can just go to because and it's in their resources tab. So they're based on this, the fact that there are some updates in here, there are a few things on the slides that I want to share with you that I've updated, that I'll send out to you in a follow up as well.

00:32:42:12 - 00:33:01:01

Unknown

When we talk about trainings, a couple of other things to mention to you guys. We have created a new logo, which I'll talk about in a second, but

you guys can see that here. I've got these gate signs behind me. We have our, the fairly large, I think they're like 18 by 24 that folks can hang up there and through gates or wherever.

00:33:01:03 - 00:33:23:08

Unknown

And I have a ton of those. So if you guys want some of those, I can send those out to you as well with the National Manual. So it just basically calls out that that operations be certified. So sometimes I'll take them and hand them out as kind of door prizes at trainings. Or you can hand them out as you see fit to folks that you know are in a good location to put those out by a road or something like that, to really help promote the beauty brand.

00:33:23:10 - 00:33:41:11

Unknown

Additionally, we have some resources that you guys can get on request. I know that JD has been doing a lot more of the VK transportation program for us, so he's got, some of the transportation slides that I can share with you. I also have versions of our slides that you guys use right now that have been translated into Spanish.

00:33:41:11 - 00:34:00:05

Unknown

So if any of you get out and go to feedlots more often and you'll have more of a Spanish speaking audience, those are very valuable to print out and, use alongside your regular slides as you present in English, if that's the way that you choose to do it. Another resource that has recently come out and you guys may have seen it, I don't know if you and I are friends on Facebook.

00:34:00:05 - 00:34:20:07

Unknown

I just shared one of my BKA tips that National has done on social media so we can use those in our trainings as well. So those are all out there on National Books website. And then as I mentioned, the online certification is always free. The last thing that I didn't really put on, there is another resource that we have that our our beacon assessment guides.

00:34:20:12 - 00:34:49:07

Unknown

And so one of the ones that's getting a lot more traction right now that I would be happy to hear about you guys, to hear from you guys, if you'd be interested in performing some of these are these beacon feed yard assessments? I have a bunch of these that I can send out to you as well, but there are a lot of feedlots that are asking to be to be assessed under these guidelines, these standards for this assessment, based on whether Tyson wants it or they need it for something like a progressive beef audit or something like that.

00:34:49:09 - 00:35:08:16

Unknown

So we have those some of some folks at feedlots will just do it to keep themselves honest and do self assessments. At least annually. The other one that we have that we've created here is this pocket guide for cow calf producers to do beacon assessments to verify that after they've been certified, they're actually doing those QA things on their ranch.

00:35:08:22 - 00:35:31:09

Unknown

Okay. So we have those two. So any of those if you guys are interested in any of those, I can send any of those to you guys. So just let me know via email. This screen is our new updated Colorado Beacon logo. So when I send out a link to our new slides, I have updated and kind of rebranded Colorado Beacon to be more consistent with National Beacon logos.

00:35:31:11 - 00:35:58:04

Unknown

So you guys can see like I don't know if you can see it here, but this is the National Beacon logo. And so in an effort to help make the program more consistently recognized across the country, and especially as we start making this more visible to consumers, I thought that it would be important to kind of update our logo and still keep it Colorado focused, while getting assistance in terms of brand recognition with the national program.

00:35:58:04 - 00:36:19:10

Unknown

So this is what we've come up with, our new beacon logo. So because we've kind of rebranded the program I mentioned, our slides will be updated, and I'll send that link out to you guys with this new Colorado brand. We've got the new great signs with the new Colorado logo. We've got several other things, marketing materials and things of that nature that will need to be updated.

00:36:19:12 - 00:36:35:14

Unknown

That I'm, I'm working on. Right now, things like booth displays, that kind of thing. So I just wanted to make you aware of that. So if you start seeing this logo, this is the one that we're using from now on. The old one, you guys can see it probably in their old slides. It's it's, looks more like a beef checkoff record.

00:36:35:14 - 00:36:58:02

Unknown

Ricardo. Beef council logo with a steer outline. But we decided that this is probably the better direction to go from that standpoint. Another thing that I wanted to do is introduce you to our new, BKA intern. So last year, especially those of you who attended the February train, the trainer met Alexis Buddy. She was our inaugural BKA intern I guess for lack of better terms.

00:36:58:04 - 00:37:20:17

Unknown

She graduated in May. And so the Beef Council again this year decided to offer us, with, some funding to have an intern who can help create

certificates, mailed those out and any other duties as necessary. So Noah is actually, he's our new intern this year. He's a junior, in animal sciences. He's really interested in food safety.

00:37:20:22 - 00:37:34:18

Unknown

I asked him if he could come to this webinar today, but actually, this is finals week, and so he's in the middle. I think he told me he was going to a staff final, and he would pop set in if he could. But Noah has is actually from the central coast of California, not very far from where Alexis grew up.

00:37:34:20 - 00:37:58:23

Unknown

And surprisingly, a lot of students here in the animal science department are from California. So, we have Noah with us this year. He's going to be doing some trainings on his own. We usually send him out to Mesa County. The, the cattle women out there like to have their catch a heifer program kids certified in Boca on top of Micah to hit any of those nuances out there.

00:37:58:23 - 00:38:20:21

Unknown

So if you guys, have a youth audience that you'd like someone maybe younger that can connect better with your students or something like that, come out. Noah's always available. So, I just wanted to introduce to Noah to you. He's one. He'll be an intern for me through the spring semester. And then at that point, we'll ask the Beef Council if they find this intern program valuable enough to to put money towards it again.

00:38:20:21 - 00:38:40:09

Unknown

And I think that answer will be yes. And so in the spring, we'll probably start an interview process for a new intern. But this person in this position has been very, very valuable and helpful for me, especially as a program grows so that we can get things done in an efficient manner, especially all of the administrative things that we have to do from a bakery standpoint.

00:38:40:11 - 00:39:07:16

Unknown

So with that, do you guys have any questions before I get into some of these slide updates? I don't see I see everybody's still muted. So I think I'll just keep rolling. I wanted to let you guys know about some of these updates that I've added to the training slides. Aside from that new rebranding with the new logo, there are a few things that I want to make sure that as we send it out and ask you guys to use a new slide deck, when you present trainings that you kind of nothing hits you out of the dark.

00:39:07:18 - 00:39:27:15

Unknown

And so there's a handful of new slides that I want to make sure, you know, kind of what's on it and how to present it and what's changed over

the years that I, updated. So those of you that went to the train, the trainer in Idaho, or I think some of you, maybe you went to Georgia, these are a different slide that I've asked Colorado trainers to use different than what National presented to you.

00:39:27:15 - 00:39:48:18

Unknown

So Doctor Sacajawea, or Doctor Lowe, you for sure. I can send these to you and help you present what what I have put together to present from a Colorado perspective. And I think it's a little more, it just makes more sense from a flow standpoint. So I created a new cover slide to try to cover all of the different areas of production in Colorado.

00:39:48:18 - 00:40:09:16

Unknown

So you guys can see got more of the cow calf operation in the mountains, a feeding operation, some transportation stuff as well. So that's really just a different cover slide. Not too big of a deal for you, but I wanted to make sure you were aware of it. I believe we have a version of this slide. And you can see in the bottom right corner, this is where it is in the full deck of slides, just so that you guys can find it.

00:40:09:18 - 00:40:30:06

Unknown

As you're going through, I believe that we did present something of this nature, but I wanted to make sure that everyone has seen it, including those who did. A national curator in the trainer. So this slide shows, some of the importance of VQA from a supply chain standpoint. And so you can see that are big packers and even some restaurants are basically requiring VQA.

00:40:30:06 - 00:40:55:07

Unknown

And as we move forward, all of these requirements will be in place, including those in that bottom section that have the US premium beef, national beef and Tyson. Those talk about BC transportation. So moving forward after January 1st, everyone, all of these packers, including the ones on the top, are requiring BQE transportation, which is a separate program that we can do, if we've been trained.

00:40:55:07 - 00:41:19:16

Unknown

So myself, JD, some folks at National be shaken all put together in person transportation programs. But the expectation is that cattle, transporters hauling cattle to the plants have this specific transportation certification in place by January 1st. But I think this slide really helps paint the picture for producers, that it's not just about being the right thing to do anymore.

00:41:19:16 - 00:41:42:20

Unknown

Like Doctor Holt was mentioning. There are some drivers in the marketplace that are requiring the QA specifically from the feedlot. So you can see that Cargill, JBS, Tyson, they all have some sort of

requirement that Wendy's specifically, even further along the supply chain, is requiring bcaa for every junior bacon cheeseburger that they sell. Needs to come from a BQ certified operation.

00:41:42:20 - 00:42:04:00

Unknown

So those are a lot of the drivers in the industry. The major packers, especially those that we sell to here in Colorado, are all making PCA a requirement on some level. The one difference that you'll see is that JBS is actually requiring, BQ assessments. I showed you that assessment guide for, certain percentages of their feed yard customers.

00:42:04:02 - 00:42:26:02

Unknown

And so, they need those in the BQ feeder assessment database. So they're taking it a step beyond just looking for a certification number, but they're actually going beyond that and requiring that they be assessed to some level. The other component is in the bottom left there is that US round table for sustainable beef. Although that's not necessarily a market driver specifically, whether it's a packer requiring BQ or not.

00:42:26:04 - 00:42:48:03

Unknown

This is more of kind of an industry initiative on sustainability. And they mentioned beef QA and their animal health and well-being, guidelines or that area within the US Round Table for sustainable beef requirements. So those are all things that I like to bring up in the beginning of the slide, especially if you have folks in the audience that still maybe aren't convinced about the TCA, and why it's important.

00:42:48:03 - 00:43:05:19

Unknown

And you can always point to these things, and we can also point to, Doctor Hollis research, that shows that there's a premium for those, feeder cattle sold on video if that was the case. So that's slide number nine. I wanted to make sure to point that out to you. Slide number 18 is still in that first section that I have.

00:43:05:19 - 00:43:27:11

Unknown

You guys kind of cover the background of Vka. There was a section there. And you guys, if you want to compare it side by side, you can it was basically little clips from the old manual that showed here are the BPA guidelines. Because we have this new updated National manual, I o I decided that I would list out chapter by chapter, all of the things that they cover in the manual.

00:43:27:13 - 00:43:48:08

Unknown

So they talk about cattle care, biosecurity, herd health, transport, transporting cattle, record keeping, nutrition and stewardship, worker safety, emergency action planning. It looks like a long list when you present that to producers. I think it looks a little bit overwhelming,

but typically when I present this slide, I say here is a glimpse of all of the things that we get into in a BQ program.

00:43:48:08 - 00:44:10:02

Unknown

And then I still cover all of the specific sections that I had in the past. And all of these components are part of those sections. We just don't do each individual one as a section in our training presentation, if that makes sense. But I just wanted to show you this, because I think that if you saw this compared to the slide in the past, it would look like there's a whole lot more to cover than what we did in the past.

00:44:10:02 - 00:44:29:20

Unknown

And that's not necessarily true. This is just more of a list that's listed similarly to what the new National Manual lists, if that makes sense. So that slide 18, the next slide that I want to show you guys, is when we get into the, judicious use of antimicrobials, that, animal health and antimicrobial usage area. This is slide number 24.

00:44:29:20 - 00:44:50:19

Unknown

And actually I want to thank Scott Stennett for this one. He had been doing some trainings and realized that some of the, the things listed on our fake label that we have people look at didn't match up. So for instance, in the top it said something like for subcutaneous use only. And then in the caution area it said inject I am or something like that.

00:44:50:19 - 00:45:12:03

Unknown

And so Scott actually helped go through and find those issues and readdress the slide, and make it more accurate. So there's a point where it says, take a look at this label, and then we like to have each of them go through each of these components on the label, just to show how tricky it is to make sure that you're doing everything by the FDA approved, guidelines on that label.

00:45:12:09 - 00:45:31:13

Unknown

So Scotland had an updated this. There's nothing to point out that that's changed, really. It's just now it's accurate and it doesn't contradict itself. So that would be slide 24 for you guys to take a look at the other slide. Another slide I want to show you one of these injection lesion slides in that following section. And we've updated some of the images on here.

00:45:31:15 - 00:45:58:21

Unknown

So specifically this image of Ganymede injected Subcu. And I am which is not approved on the label. It's always I.V. injection. This is some pretty gnarly, lesions that I like to show producers, especially because it seems like the gets misused pretty regularly. So I've rearranged the other two lesions on there and then given you some pretty cool images there to look at when you talk about, phantom mean specifically.

00:45:58:21 - 00:46:34:09

Unknown

So that slide 37, slide 45, this one is just an update to make things consistent. So the national VQ advisory Board always meets at least twice a year. And they went back through and looked at their needle selection charts and made some updates on the needle selection chart. So I've updated that for you as well. In the past when I've done this presentation of this chart, there's only ever been on the past chart, I'll say, the only time you ever saw a 14 gauge or the really thick needles was in the IV section, and on this one they've actually updated it.

00:46:34:09 - 00:46:58:11

Unknown

And put a 14 as an option for subcu with a thick injection. And so that's kind of one of the biggest changes to this slide. But it's, it's updated here so that we make sure that that is accurate because there were some that weren't weren't quite accurate on there. So that's slide 45 on injections. When we get to slide 66 on cattle handling there's been a couple updates on this slide.

00:46:58:13 - 00:47:35:21

Unknown

First and foremost are the actual images of the bruising that we talk about. So on this slide I typically ask, why is cattle handling an important part of a vehicle programs. And so I stress obviously reduces immune function. And then bruising has cost the industry 35 million plus in carcass trim. This number was inaccurate. And I recently heard some research from doctor Lily Edwards Calloway, who's doing some of our bruising studies for NCBA, who made this number look a little bit more accurate in terms of how many millions of dollars, many million dollars for roofing costs, the industry, the images themselves, the one on the left, I believe, is one that I

00:47:35:21 - 00:47:59:09

Unknown

like to show that we can't necessarily help with, but I think it's a pretty impactful carcass bruising slide. So that image is actually hailstone bruising. So I like to have people guess on that one. And then the one on the right, is that that bruise that we like to say is likely caused from cattle rubbing their back along the top line as they go down into the belly of a cattle trailer?

00:47:59:09 - 00:48:19:04

Unknown

So those are a couple things for you guys to note on that side as well. And then the non non ambulatory down our slide, this one is very similar to what I had on the on slide. However I've kind of changed it to give some never ever and maybe make it a little more inclusive of different industry segments.

00:48:19:04 - 00:48:41:01

Unknown

So before it was more focused on downers that may happen on a cow calf operation or something like that, old cows or or cows that are potentially cool cows. Now, I've included some of the situations that, may happen on a feedlot if cattle go down. So you can see never use an electric prod, never use chains or cables.

00:48:41:01 - 00:49:01:09

Unknown

Those were always on there. Always provide feed, shelter, water, those kind of things. The bottom two points are the ones that include kind of feedlots specific. So not letting them stay in a home pen where they can get walked on or trampled and not attempting to move weak or severely lame cattle to a processing barn or to slaughter.

00:49:01:11 - 00:49:24:06

Unknown

And I realized that because when I go out and do feedlot trainings, if I keep the slides exactly the same for feedlot, you realize, like, wait a minute, there are some situations here that I need to be training these folks on that don't necessarily apply when I'm going to, county cattlemen's training. So I decided that this way would be better to include all of those things in one.

00:49:24:06 - 00:49:56:15

Unknown

So that's on slide 81. That's when we get into the compromised cattle section of our slides. And then I think this is the last one with an update to show you guys today. The biggest update on the euthanasia slide, the content itself, those numbers on the left are the same, as you've seen in the past, but the new aiming charts has been updated just slightly to make it, more consistent with what ABM and ABP, is recommending for euthanasia.

00:49:56:15 - 00:50:26:22

Unknown

Landmarks for doing that gunshot. Okay. Any questions on those slide updates? Those are the main ones. If, for instance, you come across anything that you see that you're, unclear on or something like that, when I send these slides out to you all after this presentation, just feel free to let me know. Give me a call. And if it's something that was really blatant that I just looked over because I get this presentation all the time, I will send a follow up email out to everyone and say, hey, sorry, I forgot to tell you that this was something that wasn't clear or needed to be updated.

00:50:26:24 - 00:50:54:21

Unknown

Any questions? Okay, I'm going to keep rolling. Hopefully be done in the next 10 or 15 minutes here. One of the programs that we do, from a beekeeper standpoint, so that we've done the last three years on a grant from National Beacon, is called Stockman Chip and stewardship. We put in proposals every fall or this time of year to hopefully earn a \$10,000 grant, from National to do what we call Stockman, chip and stewardship.

00:50:54:21 - 00:51:15:18

Unknown

This is where I met Doctor Salazar. Merck actually sponsored this program last year. And so last year, we did a program here in Fort Collins on August 9th and 10th. We utilize these new facilities that were in, sitting in right now to do, live and carcass evaluation. Stockman, Chip and stewardship program. You can see some of the images we used Arctic.

00:51:15:20 - 00:51:37:05

Unknown

We used the beautiful 161 classroom that has a carcass rail sliding right through so that we could evaluate carcasses. And it was a really successful event. We had about 120 registrants come to that event. Keep in mind, we were targeting feedlot and dairy folks because the two years prior to that, we really hit a heavy cow calf.

00:51:37:07 - 00:51:59:20

Unknown

Audience. So we targeted, dairies and feedlots and, and did some live and carcass evaluation of those 120 registrants, about 60 stayed around to the very end to get their beca sort of certification. MTBE or natural decay gives out five of these stock midship and stewardship grants every year. And they do them in different regions across the country.

00:51:59:20 - 00:52:18:19

Unknown

So we've been lucky to get, grants the last three years here in Colorado. On the bottom there, I showed you the attendance for these different events. So we were right there with them. Even though we targeted a more specific audience in terms of numbers that attended, in the past, we were up over 200 for our Montrose event.

00:52:18:19 - 00:52:43:05

Unknown

And then we did Fort Collins the year before that, we were at 200 there as well. So pretty good. Exciting event. Here's some of the highlights of the things that we did at that event. So if you were involved or helped, thank you so much for all of your help. I think it went over really well and we're looking to do more programs like this, maybe with Colorado Cattlemen's Association, if you guys have any, interest in utilizing these facilities to do something similar, always reach out to me.

00:52:43:07 - 00:53:05:16

Unknown

I will say that Friday of this week, the proposals are due again for next year. Stockman tip and stewardship. My advisory committee has recommended that we put together a proposal that would host an event similar to this. Probably more similar to our cow calf type events like we did in Montrose. But host it in the Durango area.

00:53:05:18 - 00:53:29:14

Unknown

So once I get off this call, I'll probably be working on this proposal that is due on Fridays for hosting this in the Durango area. So I will

keep you guys, informed on whether or not the national program, decides that we should get another, grant to host operative and stewardship for next year. And we would love any of your participation, especially those of you that are in the area.

00:53:29:16 - 00:53:47:22

Unknown

Last time we did it in Montrose, the folks out on the Western Slope and Extension were really instrumental in helping draw the crowd that we did, and we're very thankful for them in terms of using their resources to help advertise on different radio programs and different local newspapers and things like that. So, we'll be in touch.

00:53:47:22 - 00:54:15:04

Unknown

I'll let you know how that one goes as we move forward. Some other initiatives here in Colorado to talk about, one of the things that we've really focused on is working with our sale barns to do beca program. So you can see, in these images on this, screen, the one on the top right that was in brush, Travis and JT both helped with that training and brush, and we had a very large audience.

00:54:15:06 - 00:54:35:19

Unknown

And then the bottom portion you can see JT is actually presenting in there. That one was actually in Sterling. And so these BGA programs that we've done at the sale barns have included both a producer component in the morning. So we've had producers come in and get their certification time in. And De Blanc has been so kind as to sponsor the lunches for us.

00:54:35:19 - 00:54:55:07

Unknown

And so we keep folks over for lunch. She does a meal time and presentation, and then we brought in the truck drivers for the afternoon and then a transportation, program in the afternoon. So looking ahead, we are thinking about doing, one in Burlington. So Scott, we could use your help on that if you're interested. We want to do one out in the Western Slope.

00:54:55:09 - 00:55:22:15

Unknown

So potentially, at Loma, I think that might be a good location. If you guys have other options or thoughts, let me know. And then brush wants us to do another one again. Come in come January. So we'll be working with them to put one together out there as well. So if you guys have any ideas or would like to work together with me on those, please let me know and I would be more than happy to come put together bike training at one of your cell lines.

00:55:22:17 - 00:55:46:24

Unknown

Transportation is something that we've brought up quite a bit here. There's been a really big push to get, either producers or cattle haulers. Beca transportation certified, especially because the Packers

are requiring this by January 1st, 2020. So that is why we've tagged on transportation beca to the end of our producer weekly trainings at the sale barns.

00:55:47:01 - 00:56:08:10

Unknown

So in Colorado right now, between our in-person trainings that we've hosted and there is an online forum for, cattle haulers or online modules for cattle haulers to get their certification, we've gotten about 205, there actually maybe more. This number is actually from, in November. So there may be more at this point. I would actually expect there to be a few more.

00:56:08:12 - 00:56:27:01

Unknown

So if any of you are interested, I don't think that there's enough of you that are maybe specialized enough to want to do a few trainings for cattle hauler specifically, but if there is someone that's interested, I would be more than happy to sit down and we can work together on getting certified to train on transportation specifically.

00:56:27:03 - 00:56:57:06

Unknown

So I think we need more boots on the ground for that, and we'll see where the Packers are with those cattle haulers come January 1st. And we may get to a point where we need more and more trainings in that area. So, I'll be in touch on that as well. And then finally, one of the things that's been new on my plate this fall, and we've really pushed student engagement, but, this fall, I've actually been asked to teach a course, that hasn't been active on campus for maybe five years ish.

00:56:57:08 - 00:57:26:20

Unknown

And so this fall, we put together a class called Quality assurance. Here at CSU, I had 30 students in class. We talked really in-depth on VQA, and we've had a lot of guest lectures and industry connections being made in the class. And so, that was, pretty exciting. All 30 of those folks have become certified, and they're actually really, really well, read and understand all the concepts behind most of these PCA guidelines that are in the new National Manual.

00:57:26:20 - 00:57:48:09

Unknown

So I think that's a really exciting thing, is to start pushing VQA to a younger audience that are going to be the future and that are going to be going out into production and understand why this is important. I also lecture, guest lecturer in several different classes there. Annie, 286 of the livestock practicum class, I certify all of the students that are in Annie.

00:57:48:09 - 00:58:10:21

Unknown

Q 510. That's advanced bovine repro. And then any Q 366 is animal welfare evaluation, and I help guide those students through a feedlot assessment.

Every spring I go to Otero Junior College and certify their beef production class. So that's on my calendar already. And here in the future, I'll be trying to work with Northeastern Junior College to get on their schedule to certify their.

00:58:10:21 - 00:58:31:23

Unknown

I think they have an animal health class that that would like to get certified. So hopefully that will be on my agenda going forward. And then the final thing that I want to mention, before I kind of ask for a little bit of feedback from you all, is because assessments. So currently we're working on putting together training videos for folks who will be going out and doing feedlot assessments.

00:58:31:23 - 00:58:52:08

Unknown

So we actually have GoPro cameras that we've been setting up and processing barns at different feedlots in the area to help trainers identify different, components that can happen, during processing, whether that's hot shot use or slipping or tripping coming out of the chute or missed catches, all of those things need some sort of visual parameters.

00:58:52:08 - 00:59:11:10

Unknown

So we're working on a grant from National to put those training videos together. So hopefully that'll be a good resource going forward. For those of you who are interested in helping out with some of these assessments, from a feedlot standpoint, the cow calf assessment, which I showed you guys is the small book that's on your screen right now.

00:59:11:12 - 00:59:34:11

Unknown

National is working on an update to that, which is currently being used as a self assessment. And so I'll be working to update this little manual here in Colorado to hand out to our producers, who want to do self assessments. And then I just wanted to point out to you, if you get any questions, there are a lot of auditing programs right now that are really pushing different types of assessments.

00:59:34:11 - 00:59:58:12

Unknown

And so if you get any questions from producers, those of you that are in a heavy feedlot area, the progressive beef feedlots are required to do an onsite audit that's very consistent with VQA, but not PCA doesn't count as an equivalent for them, although they're audit counselors, an equivalent for VQA. Progressive beef is also requiring every single employee on those feedlots to be VQA certified.

00:59:58:14 - 01:00:17:17

Unknown

So that's going to ramp up the pressure to get people out and do BC certifications. And I know a lot of you in the northeast have actually been helping quite a bit with getting those names on the list. As I

mentioned, JBS is requiring 50% of its supply to be in the National Feeder Assessment database. So we're going to be needing more folks that can assess from that standpoint.

01:00:17:19 - 01:00:48:16

Unknown

And then Tyson requires a bcaa assessment in addition to their farm check audits. So for instance, I'm actually headed to Ordway on Wednesday, to do a, PCA assessment for them so that they can meet their farm check requirements. So those of you who are interested are in an area that has some heavy feed yard action. I could definitely use your help and maybe we could get on another conference call or something to that nature to kind of get everyone on the same page for maybe doing assessments, if you're interested.

01:00:48:18 - 01:01:14:06

Unknown

So really moving forward from a beekeeper standpoint, a couple things that I would like to ask of you guys. First and foremost, I would like any ideas that you have on recruiting new trainers. So I know in the past, and really one of the big reasons that I have you all to fall back on is because, some that we're trainers from our previous trainings said, hey, let's do another train the trainer, we've got a lot of new folks and extension.

01:01:14:11 - 01:01:45:22

Unknown

And so being able to set up and have a facility to host, to host, to train the trainer and find a date for training the trainer were really, important in getting you guys on board and getting you rolling with this training program. So any help there? If you guys know of anyone who's interested in becoming a trainer, if you know of anyone that may be kind of fell off but wants to get back into training, and you think that there's a time and location that would work really well to get a group of folks together to do another train the trainer, please let me know and we'll get something like that on the

01:01:45:22 - 01:02:16:19

Unknown

calendar. Additionally, I would like to make a call from you all on anyone in your area that you think is excellent when it comes to beef quality assurance. So that we can get them nominated for National Book Awards. So we will have, in the past, since I've started, we've had someone in almost every category except Cow Calf win a National Book Award and be recognized at the National Cattlemen's Convention.

01:02:16:21 - 01:02:32:05

Unknown

And so this year, we will have one more of those in the feed yard category to be recognized. I'm technically not allowed to say who it is at this point until they release that information, but we're excited there. But at this point, I'm really looking to you all, you know, your producers that are in your areas.

01:02:32:07 - 01:02:54:08

Unknown

If you have anyone that you think is excellent, please let me know so that we can start getting nominations, prepared for them to send them to National Beca in hopes of getting some more national award awards and recognition for excellence. Colorado. Producers. So, if you guys know any of those, let me know. The categories that those awards can be in.

01:02:54:12 - 01:03:20:00

Unknown

There's a cow calf category, which we have yet to win here in Colorado. There's a feeder category. There's a marketer category. There is an educator category, and a dairy category. So any of those areas that you guys know someone. Excellent. Please let me know. And then finally, if you guys are interested in becoming an assessor for this program or helping out with feeder art assessments, please let me know.

01:03:20:00 - 01:03:47:06

Unknown

I'd like to work you all into that assessment program. And then additionally, if you have any opportunities or know of any, meetings or anything like that that you would like to have because, certifications at, please let me know and we can work with you on that. Or if you want to schedule a training on your own and would like me to list that on our website, promote it here on campus, send it out to my, my big email list.

01:03:47:06 - 01:04:07:06

Unknown

Please let me know from that standpoint as well. So with that, if you guys, I guess I'll open the floor to any questions that you have. But with that, that's, concludes my presentation today and my webinar. So I not 100% sure I think Ruth may be able to help me identify who all is on this call.

01:04:07:06 - 01:04:25:02

Unknown

I just want to make sure that you're on the call so that you can maintain your certification as a trainer. And if you guys know of folks that are on the call, like, it sounds like Travis might be in Hawaii and Lacey might be in Hawaii, let them know I'll be sending out an email. So let them know that I need this.

01:04:25:04 - 01:04:48:06

Unknown

I need them to watch this. Probably by January 31st is what I'm thinking. All clarify that in the email, to make sure that they maintain their trainer status. So if you have folks that, you know, couldn't make it, if you could spread the word for me on that, that would be great. So with that, any questions from you all?

01:04:48:08 - 01:05:09:00

Unknown

Okay. If you are too scared to ask a question in front of everyone, please email it to me. Or if you think of one, as we continue on or as we

get off this call, let me know. But I guess with that we will conclude this trainer webinar. Well, expect to, schedule another one for next fall as well.

01:05:09:06 - 01:05:27:22

Unknown

And in the meantime, hopefully schedule another train the trainer for anyone who is not a trainer that wants to be. So with that and so getting on the call, by the way, I will send a follow up email with these slides, and a link to watch this again. Okay. With that, I guess. Happy holidays. Merry Christmas everybody.

01:05:27:24 - 01:05:28:20

Unknown

Thanks for jumping on.

END TRANSCRIPTION