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Reg. No. 18841347 DOB 11/10/2016

Basin Payweight 0068 Basin Payweight 1682 21AR O Lass 7017

Vermilion Payweight J847 Basin Lucy 3829 HARB Pendleton 765 JH 21AR O Lass F24A

GAR-EGL Protégé Quaker Hill Blackcap 4PT3

Rito 112 of 2536 Rito 616 LB 6807 Isabel 339 QHF Blackcap 6E2 of4V16 4355 Ideal 4355 of 0T26 2440 QHF Blackcap 4V16 of 1H8

Selling this big spread Payweight daughter that stems directly from the \$45,000 Vintage donor, Blackcap 4PT3, who is a full sister to the ABS Global sire. Firestorm and the \$184,000 valued double R Bar donor Blackcap 4PT1. Also selling a heifer calf by the \$B leader, Jindra Acclaim. This young female is loaded with earning potential and endless mating opportunities.

DOB 12/30/2016 Reg. No. 18816731

B/R Future Direction 4268

WR Journey-1X74

B/R Ruby 9114 2 Bar 5050 New Design 7831 GAR New Design 5050 2 Bar 036 Lady 0107

AAR Ten X 7008 SA Welytok Total 10 Erianna 3B2 Quaker Hill Erianna 8T2 **Mytty In Focus** AAR Lady Kelton 5551 TC Total 410 #Quaker Hill Erianna 2J3

CA Future Direction 5321

A royally bred Journey daughter that is a direct daughter of the \$87,000 High Roller donor, Erianna 3B2, who has generated more than \$500,000 in progeny sales and has 37 progeny that scanned with a ratio of 104 IMF and 105 ribeye.

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From Sharon's Desk...

March is here and if you all are like me you can't wait for some sunny, warmer and drier days. Springtime brings us lots of Association sales and activities so be sure to check the calendar of events so you don't miss anything.

The 36th Annual NC Angus Spring Fever Sale will be held May 4th in Reidsville, NC at the Upper Piedmont Research Station. This year's sale is really coming together with some very exciting lots. Buyers will be able to find the hottest new genetics and some proven genetics perfect for any herd. The NC Elite Heifer Program will once again showcase the top bred heifers in the sale, so if you are looking for that next donor female you don't want to miss this group. The sale will also have cow-calf pairs, bred & open heifers and embryos. Something for everyone, so be sure to join us on May 4th. Look for the full catalog on our website neangus.org in early April.

Our winter was full of Angus sales and activities too. The NCAA Annual Meeting was held in February in Winston-Salem, NC. The afternoon education seminar was presented by Kelli Retallick, Genetic Service Director with Angus Genetics Inc. Her presentation focused on Utilizing Genomics and Genetic Selection Tools to Make Progress. Our members were very engaged with Kelli during her discussion. At the conclusion of the educational program, our event sponsors held their "meet and greet" session giving them an opportunity to discuss their products and services with the members. A special thank you to Annual Meeting Chairman Eddie Leagans and his committee for having such a great event.

A new board of directors and officers were also elected at the meeting be sure to read the Annual Meeting Article to learn about your new leadership team. Last year the association began work on implementing a strategic plan for the NCAA. I am excited to report that committees have been formed to start implementing the tactics identified to move the association forward, so stay tuned for more information in the future.

Sharon Rogers NCAA Executive Secretary

IN THIS ISSUE Advertising Rates	NC Angus Association Board of Directors Meeting
Back Creek	Primus Genetics

North Carolina Angus News Advertising Rates

Ad & Copy Deadlines: Issue I - Feb. 15 / Issue II - June 15 / Issue III - Sept. 15

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NCAA · Sharon Rogers · 336-599-8750 – email: ncaa.sec@gmail.com

President's Message

Eugene Shuffler - NCAA President

I feel honored to be the new president of the NCAA and look forward to working with its members. Over the past year, the directors of the NCAA have taken member suggestions and, working with Mitch Owen, have developed a strategic plan for the Association. Now it is our challenge to implement that plan.

Once again, our annual meeting was a great success and we all owe Eddie Leagans and the annual meeting committee a big thank you. This year Kelli Retallic, Genetic Services Director at AGI, gave an excellent and highly informative presentation on Genetic Selection Tools for Angus cattle.

Finally, as spring sale season begins, I want to encourage everyone to attend the Spring Fever Sale on May 4th at the Upper Piedmont Research Station in Reidsville. The sale committee is working hard to make this sale the best state association sale in the country and once again they have assembled an excellent set of cattle.

Best Regards, Eugene Shuffler



NC SNBUR

North Carolina Angus Association Membership Form

North Carolina Angus Association Inc.

\$50 Regular Membership (All Paying Members - Purebred and/or Commercial)

Purebred and/or Commercial)		
Name		
Farm Name		
Address		
City		
State Zip		
Phone Mobile		
<u>Email</u>		
Website		

Return form along with \$50 membership dues to: NC Angus Association Sharon Rogers, 945 Woodsdale Rd, Roxboro, NC 27574

2019 Schedule of Events

March 29	Ridgefield Farm Bull Sale Athens, TN
April 2-4	NCBA Legislative Conference
April 13	Washington, DC Knoll Crest Farm Bull & Commercial Heifer Sale
April 13	Red House, VA NCSU Wolfpack Round Up Sale
·	Raleigh, NC
April 20	NCJAA State Show Raleigh, NC
May 4	NC Angus Spring Fever Sale
May 11	Reidsville, NC Springfield Angus Production Sale
May 11	Louisburg, NC Primus Genetics Herd Dispersal
May 27	Union Grove, NC Atlantic Nationals Angus Show
June 1-2	Timonium, MD NC Junior Beef Round Up
June 20-23	Raleigh, NC Eastern Regional Junior Angus Show
July 14-21	Timonium, MD National Junior Angus Show Louisville, KY

North Carolina Angus Association HOLDS 73TH ANNUAL MEETING

Member Mark Wilburn and Bruce Shankle discuss the Angus business.

2018 NC Angus
Hall of Fame
inductee Howard
Gentry, Gentry
Homeplace Angus
in King, NC.
Doug Rowell and
Jim Scarlett
presenting.





2018 DeEtta Wood Achievement and Leadership Award winners Taylor Glover, Nate Bowman & Lynae Bowman. Also pictured Cara Smith 2018 DeEtta Wood Scholarship recipient. Awards

presented by Mary Wood.

2018 NC Angus Spring Fever Sale Ira Gentry Memorial Award winner presented to Shuffler Farms. Pictured Brent Scarlett, Eugene and Carol Shuffler.





Appreciation plaques were presented to outgoing board members: Mike Moss, Bruce Shankle, Joe Hampton and Russell Wood.



Submitted by: Sharon Rogers, NCAA Executive Secretary

The 2019 North Carolina Angus Association Annual Meeting was held February 9, 2019 at the Forsyth County Agriculture Building in Winston-Salem, NC. It was a great day to learn about new innovations in the Angus industry, conduct association business, rekindle old friendships and make new ones.

The day began with attendees visiting our many tradeshow vendors to learn more about the new products and services they have to offer. A special thank you to our Allied Industry Partners: Southern States Feeds, Farm Credit Associations of NC, Merck Animal Health and ABS Global, Inc. Also thank you to the Annual Meeting sponsors: Bartlett Milling Co., Cowbuyer.com, The Dize Company, Harward Brothers & Stanly County Livestock Market/MAC Sales, LTD Farm & Garden, Mt. Airy Equipment Co., Mt. Airy Southern States, NC Cattlemen's Association, Premier Select Sires, ST Genetics, Sunset Feeds, Winston Tractor Co. and Zoetis for making the day possible. Other highlights of the event included and educational session, updates on association, auxiliary and junior business and award presentations to members for their outstanding work throughout the year.

The afternoon education seminar was presented by Kelli Retallick, Genetic Service Director with Angus Genetics Inc. Her presentation focused on Utilizing Genomics and Genetic Selection Tools to Make Progress. Our members were very engaged with Kelli in her discussion. She was able to answer their many questions on how genetic selection tools will look in the future. At the conclusion of the educational program, our event sponsors held their "meet and greet" session giving them an opportunity to discuss their products and services with the members.

Next on the agenda was the Annual Business Meeting of the NC Angus Association. Each association committee shared their annual report of activities for 2018 with the membership. The retiring NCAA board members were recognized and thanked for their three years of service to the association: Joe Hampton, Mike Moss, Bryan Redfern, Bruce Shankle and Russell Wood. New board members were nominated and elected to serve the association for the next three years. New board members are: James Britt, John Smith, Kim Starnes, Henry Vines and Mark Wilburn. Following the membership meeting the board of directors met to elect officers. The 2019 NCAA officers are Eugene Shuffler - President, Mike Moss - Vice President and Roy Swisher - Treasurer.

The evening banquet brought out even more members to enjoy dinner and fellowship. Several awards were presented to members during the banquet. Shuffler Farms of Union Grove received the Ira Gentry Memorial trophy for consigning the high selling lot in the 2018 Spring Fever Sale. In addition, several farms were recognized as the "judge's choice" for having the top consignments in the 2018 Spring Fever Sale. Judge's choice winners included Shuffler Farms for the fall cow/calf

pair, C Cross Cattle Company for the spring cow/calf pair, Evening Star Ranch for the open heifer and Bridges Beef Cattle for the top bred heifer.

The 2018 NC Angus Hall of Fame Award was presented to Howard Gentry of Gentry Homeplace Angus in King, NC. This award was a big surprise for Howard who has served as the Hall of Fame Committee Chairman for many years. During his years of dedicated service he found many other worthy members for the award but none were more deserving than Howard Gentry. Doug Rowell and Jim Scarlett recognized Howard for his many years of service to the NC Angus Association, from his countless hours serving on association committees, being a board member and officer to assisting with managing association sales Howard truly represents what it means to be a Hall of Fame inductee.

Many NC Junior Angus members were recognized for their outstanding achievements as well. The DeEtta Wood Leadership Award was present to Nate Bowman, Lynae Bowman and Taylor Glover for their participation in various Angus activities during 2018. Jordan O'Neill, NC Junior Angus Association Advisors, presented Charlotte Wood with her silver award from the National Junior Angus Association. The NC Angus Auxiliary also presented their Merit Awards to several NC Juniors. Outgoing President Roy Outlaw was recognized for his two years of service in guiding the association.

The evening finished up with the auction conducted by Mr. Neil Bowman. The juniors auctioned several cakes and were able to raise funds for their many activities for the coming year. The preferred spots on the NCAA Website, the ad spaces for association sales and for the select pages in the NC Angus News magazine were also sold. A special thank you to everyone who bid and purchased all the items to benefit the association.

Once again thank you to Eddie Leagans, Annual Meeting Committee Chairman, Roy & Teresa Swisher, Howard Gentry, Dwayne Livengood, John Brewer, Linda Hicks, April Bowman and all the other great members who helped make the day such a success.



Charlotte Wood received her NJAA Silver Award. Presented by Jordan O'Neill.



NC Junior Angus Association members and 2018 Boosters



Kelli Retallick, Genetic Service Director with Angus Genetics Inc. discusses her presentation with members.



2019 Officers and Directors for the NCAA (Row 1) Roy Swisher, Mike Moss, Eugene Shuffler, Sharon Rogers (Row 2) Mattie Harward, Derek Goddard, Mark Wilburn, Linda Hicks, Henry Vines, Steve Grady, John Smith

(Row 3) Callie Carson, John Barnes, Howard Gentry, John Bridges, Tim Goforth, James Britt, Dwayne Livengood, Kim Starnes.



NC Angus Auxiliary Merit Awards presented for outstanding achievements to NC Junior Angus members.

Tradeshow vendors explain their products to members.



President Eugene Shuffler presents out-going President Roy Outlaw with a plaque in honor of his two years of service to the NCAA.



NC Angus Association Board of Directors Meeting October 21, 2018

Members present: Roy Outlaw-President, Eugene Shuffler-Vice President, Sharon Rogers-Executive Secretary, Roy Swisher -Treasurer, John Bridges, John Barnes, Steve Grady, Linda Hicks, Dwayne Livengood, Mike Moss. Guest: Emily Barnes/Absent: Tim Goforth, Joe Hampton, Richard Kirkman, Scott Matthis, Preston Pinkston, Bryan Redfern, Bruce Shankle, Russell Wood, Jane Ebert-NCAA President and Mattie Harward-NCJAA President

President Outlaw called the meeting to order. Minutes from the June board meeting were distributed and a motion was made by Roy Swisher, second by Mike Moss to approve as presented. The motion passed. Financial report was presented. A motion was made by Eugene Shuffler, second by Roy Swisher to approve the financial report. Motion passed.

Committee Reports:

Annual Meeting: Chairman Eddie Leagans reported the meeting will be held February 9, 2019, Winston Salem Ag Bldg. Tentative afternoon program-- Expected Progeny and Genomic Prediction Basics and Indexes 101, plus latest news from AAA. Registration fee is increased from \$12.00 to \$15.00. The committee voted unanimously to NOT combine the Annual Meeting and Spring Fever Sale into one event.

Down East Sale: Roy Outlaw reported the sale is coming up on November 3 at the Edwards Land and Cattle Sale Facility in Beulaville, NC. Catalogs are out and the lots look good. He asked everyone to attend the sale

Endowment: Howard and Sharon presented a draft of the sale barn flyer to the board for recommendations. After much discussion on the flyer effectiveness, size and distribution the board decided to add a response question to the 2019 membership mailing to have member request inclusion on the promotional flyer.

Field day/Tours: Sharon reported the field day was held at the Upper Piedmont Research Station in Reidsville, NC on August 10. She thanked Chairman Joe Hampton for working on a great program. Chris Jeffcoat gave an overview of the new Angus Link program, Mark Bray and Neil Bowman discussed feeder calf evaluation and Drs. Richard Kirkman and Harrison Dudley presented on Anaplasmosis.

Magazine: Sharon reported she expected to make a small profit on the fall edition but overall for the year the magazine would finish in the red. It was decide to eliminate the winter 2018 edition and do three edi-

tions for 2019. In 2019 the winter edition will contain the membership directory. The board also agreed to keep the Allied Industry Partner program in place and to adjust the pricing structure based on three editions of the magazine.

Membership: Sharon reported NCAA currently has 171 paid members, 29 complimentary.

NC BCIP: Waynesville Bull sale date is Dec. 7 at 7 pm in Canton and Butner sale date is Dec. 21 at noon in Oxford.

Publicity: Chairman Linda Hicks reported the Angus spotlight is coming up in the March issue of the Carolina Cattle Connection and she requested suggestions from the board for farms to interview. Mike Moss agreed to an article on his farm.

Scholarship: Sharon reported Taylor Glover was the 2018 William Sanders Scholarship recipient.

Spring Fever Sale: Chairman Mark Wilburn reported details will be forthcoming by January and he reminded everyone consignments will be needed by the annual meeting in order to have the catalog out in a timely manner.

Website: Sharon reported the website continues to draw more hits around our association sponsored sale events. She continues to encourage members to advertise on the site.

Other business:

President Outlaw requested board members assistance in implementing the three action items developed in the NCAA Strategic Plan. John, Roy and Mike will seek out other NCAA members to assist and guide them in the development of a road map to help implement each action plan. Each will give a brief report during the Annual Meeting.

- 1. Strengthen the relationship and engagement with the commercial cattleman John Barnes
- 2. Recruit new membership (registered & commercial). Develop/mentor leaders for NCAA. Roy Swisher
- 3. Promote & increase the value of NC Angus cattle. Including through NCAA sponsored sales. Mike Moss

The next meeting will be held Saturday, February 9, 2019 at 10 am prior to the NCAA Annual Meeting in Winston-Salem, NC. Motion was made by Mike Moss, second by Roy Swisher to adjourn, motion passed.

NC Angus Association ALLIED INDUSTRY PARTNERS

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Carolina Farm Credit, Cape Fear Farm Credit & Ag Carolina - https://www.carolinafarmcredit.com/home.aspx, https://www.capefearfarmcredit.com/home.aspx, https://agcarolina.com/Home.aspx

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FLANK STEAK FAJITAS

Ingredients

- 1 pound Certified Angus Beef® flank steak
- Juice of one lime
- 1 fajita seasoning packet (2 teaspoons)
- 2 tablespoons vegetable oil, divided
- 1 large red onion, quartered and sliced



- 1 green bell pepper, seeded and cut into 1-1/2 x 1/4 inch strips
- 8 12 small flour tortillas
- Optional accompaniments: grated cheese, salsa, guacamole, sour cream, fresh chopped cilantro

Instructions

- Combine lime juice, fajita seasoning and 1 tablespoon oil. Place steaks in zipper-locking plastic bag; pour over beef and close bag, removing excess air. Marinate in refrigerator for 30 minutes
- Remove steak strips from marinade; discard marinade. Heat remaining 1 tablespoon oil in a skillet over high heat. When oil begins to smoke add flank strips and stir frequently until brown, 2-3 minutes. Add onion and pepper; continue stir-frying until onions are slightly brown on edges, 5-7 minutes.
- 3. Serve immediately in flour tortillas with choice of prepared accompaniments.

Spring 2019



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SATURDAY • APRIL 13, 2019 *



ANGUS Sale Bulls Average:

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North Carolina Angus Auxiliary...Making a Great Start to 2019

Christy Perdue, NC Angus Auxiliary Advisor/Publicity Chair





he ladies of the North Carolina Angus Auxiliary brought 2019 in with a bang, starting with our hugely successful Annual Meeting. Not only did we have an outstanding turnout for our outing, meeting, and lunch, we also produced one of our most successful fundraising attempts! We hope that this is merely a sign of great things to come for our organization and those that we make a mission to serve!

Our Annual Meeting took us to the wonderful Mrs. Hanes' Moravian Cookie Factory. The 24 members and guests in attendance enjoyed a behind the scenes tour and a delicious sampling of the many varieties of Moravian cookies that are made here year-round. After the tour and history lesson of the company, we gathered for our 2019 Annual Meeting. While celebrating our successes of 2018, we also made plans for an exciting 2019. With plans for a new fundraiser, outings, and opportunities to serve those we make a mission to support, we are well on our way to making this a great year.

Our 2018 Officer Team was praised for their dedication and hard work as we celebrated and welcomed our 2019 Officer Team. Our officers include Callie Carson, President; Andrea Goforth, President Elect; Brooke Harward, Secretary/Treasurer; and Jane Ebert, Advisor.

Our outing ended with a delicious homecooked meal at the home of Mrs. Hanes. Our meal included Moravian pie, ham, beans and corn, squash casserole, broccoli salad, and yeast rolls. Our meal was followed with delicious blackberry/peach cobbler and ice cream.

As we returned to join the NC Angus Association Annual Meeting, we made fundraising our mission. We were excited to bring our highly successful pottery ornament fundraiser to an end while also showing off the many unique items of our much-anticipated annual silent auction. This continues to be one of our largest fundraisers of the year. This year, the Auxiliary also provided the banquet centerpieces, which we in turn sold as an additional fundraiser. These beautiful centerpieces were a hit and sold quickly! Lastly, we were fortunate to have a live auction item provided by our President, Callie Carson. Callie made and donated a beautiful quilt for auction, helping to make our 2019 annual meeting fundraising one for the books! We are grateful for all who donated and placed bids in order to support our goals and missions.



Another highlight of our Annual Meeting was the awarding of our 2018 Achievement Awards. We were honored to recognize and award 16 NC Angus Juniors with our Achievement Award, totaling \$900. This is just one of the ways in which we are able to support our Juniors.

We have many exciting plans for the coming year, and we hope you join us. We will host our Spring Meeting on Saturday, May 4, in conjunction with the Spring Fever Sale. We also have plans for a fun Summer Outing in Ashe County, including a tour at the cheese factory as well as the beautiful churches of the frescoes. Our outing is planned for Friday, July 26. Stay tuned for more details!

Lastly, we are already busy preparing for one of our exciting projects for 2019. Our fundraiser for the year will be a new NC Angus Auxiliary cookbook. It has been more than 10 years since our last cookbook. We are excited to put together this second cookbook, featuring more than 200 delicious, new recipes. In addition to the wonderful recipes inside, our cover will feature a beautiful, original drawing by the talented Mason Blinson. We hope you are as excited as we are about this new project. Look for cookbooks to be available this spring...and remember, they make great gifts as well! We thank you in advance for your continued support.

2019 is looking to be a great success for the North Carolina Angus Auxiliary...we hope you join us along the way!



Miranda Reiman, Director, Producer Communications Certified Angus Beef LLC MReiman@certifiedangusbeef.com (308) 784-2294

AGRICULTURE'S ADVOCATE

North Carolina Angus Farm Earns 2018 CAB Ambassador Award

Story and photos by Laura Conaway

Recently retired from careers that allowed for Angus on the side, Joe and Robin Hampton, Mt. Ulla, N.C., are past the days of driving two hours one way to breed a cow and back again the next.

Retirement has them where the cattle always were. They're full-time farmers, finally.

"If you look at the numbers, somewhere like 1% of the population is producing food for the other 99%," Joe says. "That means 99% of the people in this country no longer have a connection to a farm."

It didn't sit well.

Recalling the early days of their marriage, when you could bump into a farmer at the grocery store in town, it was decided: "Today's consumers need to make connections with the people producing their food."

So the Hamptons volunteered, making those "bumps" happen more often.

"At times we'd rather live somewhere where there aren't so many people," Joe says, - nearly 8 million people surround Mt. Ulla - "but we realize there's a value to the industry if people like us open up our operation and share with folks what we do every day.

"We'll never be able to sell hundreds of bulls here, but we can sure share information."

For that outpouring of education and hospitality, the Certified Angus Beef® (CAB®) brand honored Back Creek Angus LLC with the 2018 CAB Ambassador Award Sept. 28 at the brand's annual conference in Maui. Hawaii.

"I don't think our story is unique," Joe says, typically passing off any credit headed his way. "I think we're just uniquely positioned to share our story with a lot of people."

Information has long been Joe's strong suit; education, his love language.

Shake his hearty hand and it's evident the guy's never met a stranger. He's jolly, warm and welcoming, and he and Robin together exude an approachability that's natural, not forced.

From chefs-in-training to kids, the press and moms, everyone's welcome at Back Creek to wonder, explore and inquire.

"Some of the questions we get asked are sort of scary," Joe admits. "It's OK for a third grader to not understand where their food comes from, but when their teachers and parents don't either, it's important to let people in and be honest about what we do."

The Hamptons take it a step further, Kara Lee says.

In a world where those in the food business are becoming more curious about the people behind their protein, CAB's production brand manager says education is indeed important, but relationships are priceless.

"It's hard to put a value on the kind of impact someone like Joe has on a licensee or potential customer who has the opportunity to spend a day with him," Lee says. "The CAB brand is about community between our licensed partners and our producers, and Joe and Robin embody that core value effortlessly."

Lee recounts numerous times the Hamptons hosted groups at the brand's request. It's their sincere hospitality, she says, and their pride for the Angus business where "customers who visit Back Creek Angus start out their tour as guests, yet go home as friends."

To Joe and Robin, those "friends" determine the future of the industry they love and have committed to help stand strong.

"It wouldn't have happened if it was just one of us, and it wouldn't have happened if it was any other breed than Angus," Joe says.

He's talking about how he and Robin managed to balance cattle and careers. Him with a 36-year stint at the North



Carolina Department of Agriculture, her at USDA's Farm Service Agency.

"From Monday through Friday, the cows were on their own," he says. Breeding set for Thanksgiving, "we farmed on holidays and weekends."

The black cows made it work.

First-generation farmers, "we have Angus cattle not because of tradition," Joe says. "We have Angus cattle because of the data the breed has" and the flexibility they allow.

They're pre-built for success.

"We took our careers very seriously, but the farm, that's where we could decompress and come together. It's our golf."

It was an ideal partnership: the cattle, Joe and Robin. The couple met at North Carolina State and married soon after.

"No money and not much sense." That's how Robin remembers newlyweds milking cows at a relative's dairy for grocery money. But for Joe it was an adventure, a chance to build character and relationships around the milk stools that soon turned to leather chairs in a big office with A.C.

"It's really been a good ride with my life partner," Robin says. "To work with the animals, care for them and make some money, too."

"I don't think Joe would ever be happy - as long as he's taking breath - without cattle."



Spring 2019

It's All in the Numbers at Windy Hill Farms



Mike, Will, Danielle and Maggie (Will and Danielle's daughter) make up the Windy Hill Farms team.

If you've ever had an Angus cattle discussion with Mike Moss of Windy Hill Farms, LLC (WHF) you quickly learn he has a passion for the numbers. Genomic numbers that is and after my recent time at WHF I understand why Mike puts so much emphasis on this very important tool. I visited with Mike and his family on a warm sunny day in early January. The farm was beautiful and I learned a lot. One of Mike's most insightful thoughts during our interview came during our discussion on genomics. His comment was something like this, I have seen genomics work in the crop and seed industry, so I understand the value and potential it has for shaping the future of the beef industry.

Mike grew up on a beef cattle, cotton and corn farm in Mississippi. He credits his grandfather with getting him his first cow and soon after he began exhibiting cattle in 4-H and FFA events. Later he went on to serve as the Mississippi State FFA President in 1975. So you can see agriculture helped to shape Mike's entire life, so much so he attended Mississippi State University and majored in agronomy. It was during his undergraduate studies he found his love for plant pathology. He also received his Masters of Science from Mississippi State and his Ph.D. from NC State University in plant pathology. NC State was Mike's first time living in NC but lucky for us he found his way back some years later. After completing his formal education, he served as an Assistant Professor in Crop Science at the University of Florida before moving into industry. Today he serves as Syngenta's Head of Technical Services for the United States out of their Greensboro, NC office. In this role he is responsible for product development as well as educating the sales team. Mike also serves

as an active member of the NC Angus Association Board of Directors because he has a strong desire to enhance the Association and the recognition of the quality of NC Angus producers and their cattle.

Syngenta relocated Mike and his family back to North Carolina in 2000. He really wanted his children to have a better appreciation for agriculture so the search began for a farm in the area and one was found outside of Ramseur, North Carolina. The farm purchased ten commercial Charolais heifers because

Mike had grown up with Charolais. But he was not satisfied with the return on the calves so he decided to explore the registered Angus business. Starting in 2010, the initial Angus herd at WHF was made up of females purchased from several different sales and herds. Mike says time and experience have taught him this was probably not the best way to start a registered beef herd because there were too many management and genetics variations within the females. He said if he could do it all over again he would start with all known females from one source.

Here is a quick profile of WHF. It is a registered Angus seed stock operation focusing on selling bulls, cows and heifers. The farm currently has 212 acres of owned land and ninety acres of leased land with 176 acres in pasture. They have ninety five brood cows on inventory and utilize both AI and embryo transfer. Today Mike and his son Will, who serves as the full time farm manager, have some very specific long-term goals for the farm. They plan to utilize even more genomic testing for improvements on the cattle side, while increasing overall productivity of the land and cattle with better rotational grazing and seasonal forage selection. Record keeping is very important at WHF. During my visit I found both Will and Mike in the farm office entering data for their 2018 calf crop. They use this data for measuring the performance of the calves and cows on the farm.

They take the management of the land and its resources very seriously. WHF's was chosen as the 2016 NC Farm Conservation Farm of the Year runner-up and they understand environmental best management practices never end. With this in mind, they have established heavy use areas in each pasture, fenced out streams and developed riparian buffers where needed. Mike said this has made an impact on the performance of the cattle and the amount of wild-

life they now find on the farm. For me it was amazing to see the effectiveness of the heavy use feeding areas. With all our excessive rain, there was very little mud or negative impact on the forage in their pastures. They are continuing to expand their forage species from just the old Kentucky 31 (KY 31) fescue. They have added Texoma a novel-endophyte fescue and the stand of forage looks great. Mike says they graze the Texoma when the cows are calving and then move them to the KY 31 for stockpiled fescue grazing in the winter. This practice helps to keep the cows and calves off the "dirty" fescue during times it could cause a negative impact on their performance. One of their biggest challenges is to keep the KY 31 out of the Texoma. So they must be very conscious of the cattle rotation and the location of their hay feeding since all of the hay is KY 31. Mike has kept meticulously records on the conversion of the farms forage away

from KY 31 fescue. He knows it cost him \$220 per 1.5 acres to establish the Texoma novel endophyte fescue. This figure is based on seeding and establishment costs. But he feels the change is important because they have seen a large enough increase in calf weaning weights over the last three years alone to pay for the Texoma, not to mention the improved overall production of the cow herd. Warm Season forages like Bermuda grass and pearl millet are also utilized



Mike and Will have a very efficient and well-designed working facility to keep both the cattle and people calm and safe.



Coming 18-month-old bulls raised at WHF.



Mike out in the pasture with his heifers. These girls are being AI bred to have their first calves in the fall of 2019.

in their rotation.

It is a family operation so Mike wants to ensure the family stays safe while working on the farm. With this in mind, they have built a first rate working facility with easy access for the people and cattle. The farm is arranged in a wagon wheel system with each pasture feeding directly into the corral. He and Will are Beef Quality Assurance program certified. WHF was designated as a NC Safe Farm in 2018. The farm works very closely with Dr. Brent Scarlett on their herd health and reproduction programs. Mike feels he has a mutually beneficial business relationship with Dr. Scarlett. They have an extensive herd health and vaccination program which utilizes modified live vaccines.

Windy Hill Farms has found many markets for their cattle. For the registered bulls and select females one successful venture has been their participation in the Southeast Bull Expo and Sale held each November in Clinton, NC. On average about twenty five bulls are developed at the farm each year with ten to fifteen going to the Southeast Bull Expo and Sale and the remainder sold private treaty from the farm. Their lot 1 Windy Hill Onyx bull in the 2018 Southeast Bull Expo and Sale was purchased by Alta Genetics. He is a KCF Bennett TheRock A473 son with seventeen EPDs ranking in the top 10% of the entire Angus breed, some include WW, YW, Doc, RE and the \$Value indexes. Another new venture for them in the bull market is their partnership in Goforth Admiral E25 a leading VAR Generation 2100 son from the Goforth Angus herd. He is currently at stud with Universal Semen Sales, Inc. and Mike has found owning a percentage in a bull at stud to be a beneficial learning experience. They hope to participate in the 2019 NC Angus Spring Fever Sale this year so watch for his consignments. WHF has developed a strong partnership with local beef producers who purchase their weaned steer calves each year. The buyer then feeds out the steers and gives them valuable information on the performance and carcass quality of the steers. Each year about ten percent of the cow herd is culled



More heifers at WHF. These females are very well developed, docile and ready to take their place in the WHF herd.

Spring 2019

and those cattle are sold through local sale barns.

Currently four donor dams are being utilized at '

Currently four donor dams are being utilized at WHF: HPCA Ambush 2021, Goforth GFC Lady 3144-46, URF Sarah 1501 and RES Primrose 629 D09N 816. When selecting their donors they study the EPDs, genomics, production records and ratios. They look for donors from outside their program because they add genetic diversity to their cattle but they are working toward incorporating some of their females into the donor group. They Al breed each of their females two times if needed. Will has a thorough system in place for heat checking utilizing various colored heat watch patches for their different sets of females. Of course Al bull selection at WHF is done by the numbers but Mike says he is also willing to take risks by utilizing some unproven sires. He feels these bulls are the future and he wants to stay on the cutting edge. New bulls used this year are Byergo Boomer 6351, Jindra Blackout and Whitestone 18-Million.

WHF is and will continue to be on the cutting edge with both their cattle and forage systems. Mike also sees some other up and coming opportunities he wants to incorporate on the farm. He feels drones will become more mainstream for cattle producers as a valuable tool for checking farm infrastructure and even the cattle in large acreage. He looks forward to utilizing more satellite image mapping for their pastures and forage to make them more efficient in their uses of fertilizers and pesticides. Many of these advancements he sees working in his role with Syngenta and he wants to see them work on his own farm as well.

Windy Hill Farm likes to invite other producers and groups out to the farm for tours and special events. Mike feels he often learns more from his visitors than he shares with them. So visitors are always welcome to WHF at 4763 Rainbow Trail in Ramseur. You can reach them at 336-549-0070. Also mark your calendar now for the 8th Annual Southeast Bull Expo & Sale on Saturday November 16, 2019 in Clinton, NC.



Mike discusses the operation of WHF with a tour group.



The Texoma novel endophyte fescue field at WHF. Mike has seen increased performance in his cows and calves since this was established four years ago. I am afraid this black and white photo does not do it justice.

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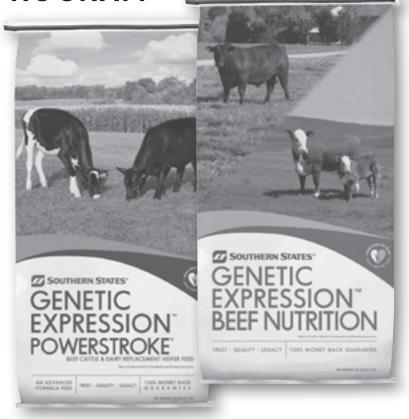
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Charlotte Wood Earns Junior Silver Award

Charlotte Wood, Willow Spring, N.C., has earned the National Junior Angus Association's (NJAA) Silver award, according to Jaclyn Upperman, education and events director of the American Angus Association® in Saint Joseph, Mo.

The 12-year-old daughter of Robbie and Kathy Wood attends McGees Crossroads Middle School. She is a member of the NJAA.



Charlotte Wood receiving her NCJAA Silver Award from Jordan Cox O'Neill

She has participated in local, state, regional national shows and showmanship contests. Charlotte is also actively involved with her local 4-H Club.

The Silver award is the second level of the NJAA Recognition Program that began in 1972. Junior Angus breeders must apply for the awards, than meet point requirements in many areas of participation before receiving the honors. Applicants are evaluated in areas of junior Angus association activities and leadership, participation in showmanship, contests and shows, using performance testing to improve their herd and their progress in producing and merchandising Angus cattle.

North Carolina BCIP Bull Test Sales



Bryan Blinson presents High Indexing Angus Bull award to Dr. Eugene Shuffler of Shuffler Farms Union Grove, NC at the Thirty-Ninth Annual North Carolina BCIP Waynesville Bull Test Sale. Lot 36 SFA TE47 TOUR OF DUTY OF CA13, an RB TOUR OF DUTY 177 son out of an S CHISUM 6175 sired dam.

Roy Outlaw, NCAA President, presents the High Indexing Angus Bull award to Carol Shuffler of Shuffler Farms Union Grove, NC at the Thirty-Fifth Annual North Carolina BCIP Butner Bull Test Sale. Lot 58 SFA KE50 SOUTHSIDE OF Y223, a KCF BENNETT SOUTHSIDE son out of a YON TRAVELER S336 sired dam.







These Angus enthusiasts won top honors in junior showmanship at the 2019 Mid-Atlantic Junior Angus Classic (MAJAC) Regional Preview Show, March 9-10 in Harrisonburg, Va. Pictured from left are Shirley Kaufman, judge; Miss American Angus Madison Weaver; Lydia Crocker, Selma, N.C., champion; and Marli Phillips, Masontown, W.Va., reserve champion.

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Attention NC Junior Angus Members

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Economy, Energy and Feedstuffs Outlook

Despite the fact the government shutdown negatively affected the gross domestic product (GDP) by anywhere from 0.13% to 0.25% each week, the overall U.S. economy strengthened by about 2.8% in the fourth quarter. Unemployment rates are down again by 4%, and median household income has grown for the fifth year in a row, this year by about 2%. Mike Murphy, CattleFax market analyst, presented an outlook of the economy, energy and feedstuffs to attendees of the 2019 Cattle industry Convention & NCBA Trade Show in New Orleans, La.

A headwind of sustained inflation growth, interest hikes and lower personal-saving rates indicate an economic slowdown could be imminent, which would put consumer beef demand at risk. He admits that the volatile global market conditions could change things.

Many outside factors can affect trade, like the Brexit, the Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP, and hopefully a U.S.-Japan bilateral agreement later this year), the United States-Mexico-Canada Agreement (USMCA), and China-U.S. relations.

"The real key from an economic standpoint is China," he said. China's purchasing managers index has contracted within the last two months in correlation with the trade dispute, which shows that it is important for both parties to come to an agreement soon.

A boon is that the United States is energy independent, which was put into motion in the early 2000s. Seventy percent of global oil production is from the United States. Exports of crude oil, gasoline and

natural gas are driving U.S. energy demand growth. Murphy predicted retail gasoline prices to trade from \$2.30 to \$2.90 per gallon, averaging \$2.62, down 24¢ from last year. Retail diesel should trade from \$2.60 to \$3.27 per gallon, averaging \$2.90, down 27¢ from last year.

With soybean exports down, Murphy predicted corn acres planted to be up for 2019. With record pork production and the potential for increased poultry production, feed corn will be needed.

"Expect corn acres to increase 2 million acres to 91 million this year, while soybean acres decline 2.2 million to 87 million acres and wheat acres increase 1 million acres to 49 million," Murphy said.

USDA will give its annual Crop Report in early February, but Murphy anticipated no significant changes. The corn stocks-to-use ratio is at 11.8%, while soybeans are at 23.3%. Adequate supplies mean demand changes will dictate corn and soybean prices throughout the first half of 2019.

The practical range for spot corn futures is \$3.60 to \$4.10 per bushel for the first half of 2019.

Ethanol margins were the worst in history, so watch ethanol production in the future, he warns.

He didn't predict much change in 2019 hay acres, but forecasted weather looks to be favorable for hay growth. This should allow on-farm stocks to rebuild as production increases to pressure hay and forage prices lower.



Madison Boyd, Pinetown, N.C., won reserve champion light weight steer at the 2019 Mid-Atlantic Junior Angus Angus Classic (MAJAC) Regional Preview Show, March 9-10 in Harrisonburg, Va. The April 2018 steer weighed 840 pounds.

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One Open Heifer sells out of this sire.

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A fall bred cow who sells with a SAV Bruiser 9164 bull calf at side, born 9/11/18. This 2 year old cow has a BW ratio of 94, WW ratio of 107, and YW ratio of 110. She is an impressive KCF Bennett Southside daughter. Her first two dams are pathfinders.

SFA FOREVER TD27 REG. 18718285

SIRE RB Tour of Duty 177 DAM SFA Forever AX22 BW +2.8 WW +64 YW +114 MILK +30

\$W +55.86 \$B +139.70 BRED TO SS NIAGARA Z29



a SAV Bruiser 9164 heifer calf at side, born 10/18/18. This 2 year old cow has a BW ratio of 103, WW ratio of 102, and YW ratio of 105. Her first two dams are pathfinder dams.

A fall bred cow who sells with

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