



AFAN IN ACTION

January 2024 Update

Calving, lambing, kidding, and planning for the upcoming planting season; are all things that get going this time of year. And if you are like me, ice fishing is one of my favorite wintertime activities!

At AFAN we are in the midst of our Partnership renewal time, and we want to thank all our partners for your financial support. The work we do to grow the livestock industry, and the rural economy, could not be done without your support. Thank you!

The winter months also mean the meeting season. We've attended several already and are gearing up for some national travel. We will be in Phoenix, AZ for the International Dairy Foods Association's Dairy Forum – this event brings in high-level executives from dairy processing companies. Then on to Atlanta, GA for the International Products and Process Expo – this huge expo focuses mainly on poultry, meat, and grain processing, again talking to processing company executives. Then finally to Tulare, CA for the World Ag Expo – think Husker Harvest Days for the fruit, vegetable, and nut industry. It also has a large dairy farm component whom we are talking to about dairying in Nebraska.

All of these expos give us a chance to pitch Nebraska as a great place to do business. This past year, while attending one of these events, we connected with a dairy processor who didn't even know we had dairy farms in Nebraska. He gave us a good look but had already started construction in another state, but he did say when he was ready to build his next plant, he'd be back!

Looking ahead to 2024, we see some ups and downs. The swine industry has some opportunities in finishing but still needs to get a handle on supply. With our three packers in the state, when the live pigs can be raised closer to the end facility it makes sense. When you can raise the feed and the pigs a stone's throw from the packing house, you can save a lot of money on transportation and logistics.

Cattle finishing continues to grow. There is some expansion in existing feedlots. One area that is quickly gaining in popularity is the deep pit finishing barn. The technology and management of cattle in these facilities have come a long way. This could be a great opportunity for a young farmer. Additionally, there is a new co-op, Legacy Beef, that is looking for growers. The cattle from here will be slaughtered under the Heritage Beef brand. Their model seeks to bring more value back to the producer

through the co-op.

In poultry, SmartChicken continues to add broiler barns to its system, especially in southeastern Nebraska. Their brand continues to grow nationally so the opportunity to build with them should continue for the next few years. The Lincoln Premium Poultry facility is showing the rest of the world that poultry can be successful in Nebraska and we continue to recruit more opportunities.

In dairy, as mentioned earlier, we are gaining the attention of national processors because we have the natural resources to support dairy farms. Milk Specialties in Norfolk has been expanding and taking more milk, which is giving Nebraska dairy farmers an opportunity to grow their operations. At some point though, we will need new dairy farms to move in. Having a dairy farm near your farming operation is a huge plus. They buy feed, return manure, and often take care of harvesting silage for you, which reduces harvest and hauling costs.

Whether you become a livestock producer in one of these examples or have a farm that sells feedstuff or a company that sells goods and services to the farms or their employees; it is certain that it grows the economy of a local area. Which creates opportunities for you and for the next generation of farmers, ranchers, and rural residents. Growing the rural economy, through livestock, is our mission and what we do.

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ARE YOU A CATTLE FEEDER TIRED OF GAMBLING ON CATTLE PRICES?

Consider a new way.
Consider Legacy Beef Co-Op.



How does it work?

- Co-Op based buy in
- Timely delivery of cattle
- Pricing model based on boxed beef cutout price



Contact AFAN For More Information
402.421.4472



When you invest in Legacy Beef Co-Op you are getting a share of the Cattlemen's Heritage Beef brand and plant being built in Council Bluffs, Iowa.

Save the Date

January

17-18: Northeast Nebraska Farm Show

21-24: IDFA

30-1: IPPE

February

2-3: YF&R Conference

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