

OCTOBER 2025
VOLUME 80 ISSUE 2

Arizona CATTLELOG

Official Publication of the Arizona Cattle Growers' Association





Ranchers working for Ranchers - it's not just a business, it's our way of life.

NEW LISTING! McKeen Ranch and Farm in Alma, NM

OFFERED FOR THE FIRST TIME IN OVER 100 YEARS - Located on the banks of the San Francisco River, the ranch offers a rare opportunity to own one of the finest small cattle ranches in western New Mexico. Consisting of almost 500 acres of deeded land and the USFS Cedar Breaks grazing allotment, the McKeen Farm & Ranch is easily accessible. The property has been operated as a cattle ranch and hay farm but offers multifaceted opportunities. With secured irrigation rights out of the San Francisco River, the fertile soil can support a multitude of crops or a preppers paradise. Its location is ideal for a corporate retreat, dude ranch, summer camp, wedding venue or a base for big game hunting in the Gila Wilderness. The 145 head USFS forest allotment is contiguous to the Ranch and the current owners supplement cattle income with the sale of hay. The ranch is enrolled in the E-Plus elk tag program providing additional recreational opportunity and potential income streams.

Offered at \$8,300,000

Shelley Ranch in Queen Creek, AZ

8,000 acres of fully fenced Arizona State Lease Land which is crossed fenced and adequately watered using secured water rights from the CAP canal. This ranch is low cost to operate and provides enough winter feed to historically run between 1500-2000 steers most winters from January - May. The comprehensive set of working corrals allows for large volumes of cattle to be handled and weighed and shipped in a smooth and timely manner. **Offered at \$1,650,000**

NEW LISTING! Uncle Bill's Bar in Reserve, NM

Situated within the vast Gila National Forest, Uncle Bill's is ideally located to serve a steady flow of hunters, hikers, campers, and travelers with seasonal income increases. With approximately 4,100 sq ft under roof, you will find two full bars, booths, pool tables, stage, karaoke machine, numerous storage areas, an upstairs and multiple coolers. The building itself sits on an .19+/- acre parcel that is tied to a commercial area conveniently located in Reserve and at the junction of NM State Roads 12 ND 435.

Offered at \$1,700,000

NEW LISTING! Whitewater Mesa Ranch & Airfield in Glenwood, NM

With easy access this multi-faceted property spans 764.9 deeded acres on top of Whitewater Mesa at the base of the Mogollon Mountains. The property features extensive improvements including a classic sitebuilt home with extensive 360 degree views of the majestic surrounding area, a two runway registered airfield with hangars, RV hookups, an apartment, and substantial cattle working facilities. This property has historically run up to 25 CYL **Offered at \$1,700,000**

Woodruff Farm in Woodruff, AZ

Turn-key farm located in the beautiful small town of Woodruff, Arizona. The farm includes a newly constructed 4500 sq ft. masonry barn with electric and water, large enough to store yearly hay production. Attached is a newer two bedroom home which is well-constructed, insulated, quiet and comfortable with all the modern amenities. Above the home, two unfinished, rough framed 750 sq. ft studio apartments are located which can be finished with minimal expense. Seller has established 54 acres of alfalfa/grass watered by historic Woodruff Irrigation District. Tractors and attachments may be included with the right offer. **Offered at \$1,550,000**

NEW LISTING! Stargazer Hideaway in Wikieup, AZ

161.59 acre off-grid property located within the Wagon Bow Ranch in northern Arizona's high desert. It offers fertile soil and a mild four-season climate suitable for vineyards, lavender, irrigated crops, livestock, or equestrian use. With a 3,600 sq ft home and fully insulated 40' x 80' steel workshop this property has too many unique features to mention. The gated property lies within a coveted Bortle Class 2 Dark Sky, a stargazer's dream. Please see our website for details! **Offered at \$1,200,000**

NEW LISTING! Bourdon Ranch Farm in Snowflake, AZ

Amazing opportunity in a growing area of the White Mountains! Approximately 180 acres including 45 acres planted in permanent pasture. Bring your animals and create your own ranch or farm or invest in a great piece of property to subdivide. Fantastic water area, great soil and welcoming neighborhood. Parcel features amazing views, and is located above the Coconino Aquifer for abundant, clean water. Just off a paved road and close to Show Low. **Offered at \$1,800,000**

NEW LISTING! River's Edge Farm in Pleasanton, New Mexico

The River's Edge Farm offers everything today's homesteader or retiree could want: privacy, self-sufficiency, and natural beauty. With approximately 36 acres and over 11 acres of irrigation rights dating back to the 1880s, this rare property combines historic water security with modern comfort. The custom passive solar adobe home (approx. 1,700 sq. ft.) built in 2013, blends rustic Southwest charm with thoughtful efficiency. **Offered at \$995,000**

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Listings!*



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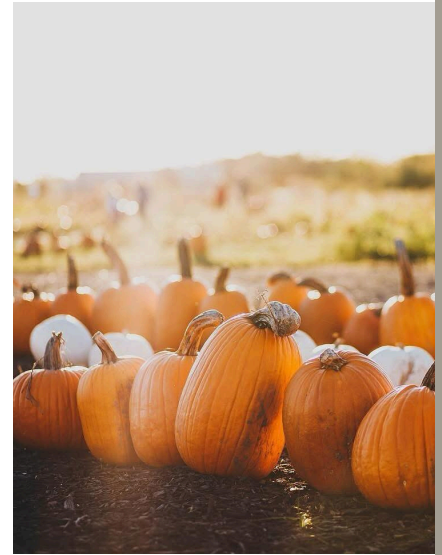
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CATTLE GROWERS' REPORTS



Letter from the Editor



The world feels heavy right now. Amidst the hurt and sorrow, I scroll through my social media feeds and see people asking the same question: How can we make the world better, safer, and kinder? How can we save Western civilization?

It reminds me of true forward-thinkers—those who look beyond themselves and care deeply about the greater good of society. I've always admired people who point us toward truth and light in a world that so often feels consumed by darkness.

My heart aches, and I wrestle with how boldly evil seems to rise. But in my corner of the world, I know my role is this: to show up—with kindness, compassion, and unwavering faith. To share the love of Christ that heals, restores, and makes new.

Every interaction matters. Every act of generosity ripples outward. When we choose courage over fear and love over bitterness, we remind the world that hope is still alive.

Just like on the ranch—when we pray for rain and trust God to provide—we're reminded that faith and action go hand in hand. Our work is not just about passing down land and cattle, but also the values and faith that sustain us.

As we weather drought, uncertainty, and challenges in our industry and beyond, may we remember the greater calling: to live faithfully, love generously, and lead with courage—just as those before us did, and just as those after us will need to.

In this issue, you will be given tools to share that light, tools to pass your operation onto the next generation, and tools to advocate for the future of ranching with confidence and clarity.

At my day job, I am in full Pumpkin Fest & Corn Maze mode. We are welcoming guests to the farm for the festival and to connect to the story of their food through the end of October. I would love to see you there!

Next issue, I will talk more about how our farm and ranch operations go hand in hand, especially at the end of Pumpkin Fest. The photo above on the left is a sneak peek.

Here is to being a light—together.

Ashlee Mortimer – CEO, Mortimer Farms/Ranches & Editor, Arizona Cattlelog

Upcoming ACGA Events Please mark your calendars!

October 7th-AZ Dept. of Ag Southeast Stakeholder Meeting 1 PM-Thatcher
October 23rd-AZ Dept. of Ag Central Stakeholder Meeting 10 AM-Phoenix
October 24th-AZ Dept. of Ag Southwest Stakeholder Meeting 1 PM-Yuma
October 30th-AZ Dept. of Ag Northern Stakeholder Meeting 1 PM-Flagstaff
November 7th- ACGA Board Meeting, Zoom
December 5th- ACGA Board Meeting, Location TBD
February 18, 2026 - ACGA Winter Meeting, Phoenix

Letter from the President



Fellow ACGA Members,

If you missed it at the end of September, Tom Paterson testified before the House Natural Resources Subcommittee. Tom is an ACGA member and President-Elect of the NM Cattle Growers' Association. His ranch is on the border in Greenlee and Catron counties. He spoke on our behalf in support of Rep. Gosar's bill, the Enhancing Safety for Animals Act of 2025, that would delist the Mexican Gray Wolf from the endangered species list. Tom did a great job, and I thank him for going to Washington and representing us. I also thank Congressman Gosar for bringing this bill forward.

As I write this, I will be heading to the PLC meeting in Flagstaff. It is one of my priorities this week to find out what we can do to help this bill become law. I think that it is an actual possibility this bill can pass. We will be bringing all the political pressure we can muster to promote this bill. We have been discussing some kind of media push on this. If you have experience with wolves and want your story told, please contact me or the office.

Once again, the political climate is right for us to push for these issues, even though some of these goals seemed unattainable just last year. As the U.S. Fish and Wildlife Service keeps moving the goalposts on what recovery looks like, and a large percentage of habitat is in Mexico, where there is no recovery, we may get some common-sense solutions to a problem that we have been facing for over 25 years.

Keep your powder dry,

Brian deGanahl, ACGA President

Welcome to 2025–2026 committee chairs! We are looking forward to the generational difference you each will have on the Arizona ranching industry!

Ag Issues and Policy Chair

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Convention Chair

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Political Action Chair

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The Faces Behind the Fight

By Ranchers, For Ranchers

Our mission: At Arizona Cattle Growers' Association, we protect, promote, and sustain Arizona cattle ranching for present and future generations through grassroots advocacy, policy formation, and education.



L to R: Mike Gannuscio, Immediate Past President, Bopper Cannon, 2nd Vice President, Richard Searle, Treasurer, Ben Menges, Member-at-Large, Brian deGanahl, President, Tim Petersen, 1st Vice President, Ken Ligon, Member-at-Large, Stephanie Teskey, Secretary

Board of Directors are elected by Arizona Ranchers and represent you and your family.

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Brian deGanahl	President
Tim Petersen	1st VP
Bopper Cannon	2nd VP
Stephanie Teskey	Treasurer
Richard Searle	Secretary
Ken Ligon	Member-at-Large
Ben Menges	Member-at-Large
Mike Gannuscio	Imm. Past President

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Steve Layton	AZ Strip	Vacant	Pima
Timm Klump	Cochise	Vacant	Pinal
Mike Macauley	Coconino	Vacant	Santa Cruz
Peter Oddonetto	Gila	Reuben Verner	Yavapai
Bill Sollers	Graham	Scott Pilchard	Business Rep.
Ginger Cheney	Greenlee	Vacant	Native American
Marty Byrne	La Paz	Trina Sue Riggs	AZ Cowbelles
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Letter from the Executive Director

It's a funny thing about change—it can be resisted or embraced, feared or desired, but one thing is certain: it will come at some point in any organization. If handled correctly, change can improve productivity and performance. There is even an entire body of research called the Theory of Change, but we won't get into that!

At ACGA, we are making some changes and improvements, but also looking back to see what has worked in the past and what can be resurrected to provide more benefits to our members, leaders, sponsors, and advertisers. Some of these changes include a revamping of our membership benefits (see those details on page 6 of this issue) and our sponsorship packages; President Brian's committee restructuring will help us focus on the core business of our association; verifying our membership list and bringing back membership cards—this time with valuable discounts listed on the back exclusive to ACGA members. All these improvements have come about because the board, executive committee, and staff are working together toward a common goal: to strengthen ACGA's infrastructure to better serve our ranching community.

There's more. We have created Ad Hoc Working Groups that meet for a short time, each focusing on a specific issue in a very streamlined manner. If you attended the convention, you saw the eight brave volunteers who agreed to serve on the first one: the Member/Sponsor Revamp Ad Hoc Working Group, which met in August, resulting in new programs. The Solar Encroachment Ad Hoc Working Group has formed and met, developing legislative language for our lobbyists to take to supportive lawmakers for proposal in the 2026 legislative session. The County Taxation Ad Hoc Working Group is addressing once again (after previously happening in Yavapai County) a county assessor's unreasonable taxation on a member's agricultural land.

Next—the celebrations. For once in many years, we have an outstanding applicant for the national Environmental Stewardship Award. As of this writing, we are in first place in our region in terms of new National Cattlemen's Beef Association member registrations. Plans are underway to move into an office building by the end of the year. We have sent formal recommendations for members to serve on the Livestock Loss Board, the Department of Agriculture's Advisory Council, and the national Cattlemen's Beef Board. Finally, the new ACGA podcast will be launched in November, led by our Ranchers for Tomorrow chairman, Nate Brawley (podcast described on page 11 of this issue).

All this has been accomplished in the few months since the convention. You can almost feel the renewed energy and focus at ACGA. Teamwork is at the heart of every successful endeavor, and ACGA is committed to being successful. If you need help with something on your ranching operation or have an idea, please contact me at 928-458-1470.

Suzanne Menges
ACGA Executive Director
executive@azcattlegrowers.org



At Work for You!



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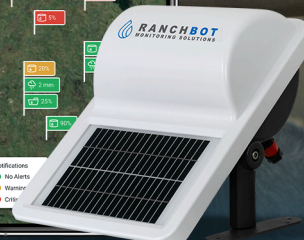
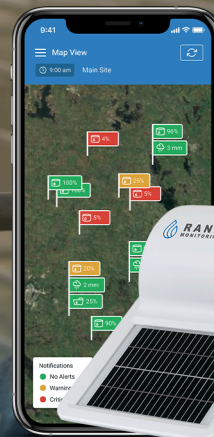
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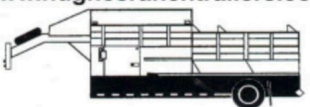
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PORCH TALK



We are **Cattle Growers**



I've been hard at work on our ACGA Member Survey and have already had the pleasure of speaking with around 100 of our incredible members. So far, we've received about 30% of the surveys back—thank you to everyone who has submitted theirs! If you haven't filled yours out yet, please email operations@azcattlegrowers.org for a copy of the survey. Please consider mailing it in to P.O. Box 1267 Buckeye, AZ, 85326. Your feedback is essential—it helps us better serve you, improve our programs, and make sure ACGA is giving our members the support they deserve.

The survey asks about what you would like to see in the Arizona Cattlelog, Herd That, and what type of activities/events you would like to see ACGA add to our event calendar.

Let's keep the momentum going!

Sidnie Conerly, Administrative Assistant

COMING SOON: ACGA'S R4T PODCAST

Ranching. Real Talk. Real Time.

Beginning this November, the Arizona Cattle Growers Association is proud to launch the Ranchers 4 Tomorrow Podcast, a new monthly series funded by the Arizona Cattle Industry Research & Education Foundation (ACIREF)

■ What to Expect:

- Current programs, practices & opportunities used by successful Arizona ranchers
- Real challenges faced by beef producers—and how ACGA's resources are helping
- The value of ACGA membership to your operation
- Inspiring stories from Arizona's hardworking cattlemen and women

■ Questions? Contact Nate Brawley at (928) 965-3188

WATCH FOR THE R4T PODCAST LAUNCH NEXT MONTH!



**Arizona Cattle Industry
Research & Education
Foundation**

The Many Faces of Cattle Growers

Ranch Rules From Out of the Blue Reject Evil - written by: Ginger Cheney

As we watch our world spiral out of control with evil, how do we make the changes that need to be made? How can we encourage people to do right and stand up for what we believe in? We shouldn't have to fear having a voice, yet that is exactly what is happening.

We try to teach our children to stand up for what they believe in and yet those who are doing that with conservative values are the ones being targeted. If you speak out on wolves, then animals get shot and corrals, fences, and waters get vandalized. If a person tries to have civil debates, then that person has to fear being shot. Charlie Kirk just wanted to share a message of faith, family, and country and he was assassinated for it.

I deal with wolves on a regular basis and I have come to see them as evil. We all have so many stresses every day. This drought has been overwhelming. Then we have to fight solar arrays and wind farms, feral animals, predators, oppressive regulations, the list is endless.

Despite all of this, we need to be the light this world needs. We can stand up for what is right or we can let radical extremists push us until we stay quiet and keep taking all of the horrible things they hand down. Right now, our political climate is the best we've had in years. We can make positive changes, but we have to be willing.

The FFA creed is amazing, but I feel the first paragraph is something we should all ponder. "I believe in the future of agriculture, with a faith born not of words but of deeds – achievements won by the present and past generations of agriculturists; in the promise of better days through better ways, even as the better things we now enjoy have come to us from the struggles of former years." We will struggle; we can't let evil win. We have to do what is right and I believe in agriculture.



Barbara Marks and Manuka. Manuka had her skull crushed by the wolves. Despite all odds, she survived!



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\$B (Beef Value)	+203	Top 10%
\$C (Combined Value)	+363	Top 3%

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There's My Cowboy

Shopping Frenzy

I drove to Sportsman's Warehouse. Thought I'd buy a brand-new cap. My mistake was walking through the doors. They had me in their trap.

I'm not talking 'bout a mouse trap. Snares his nose and won't let go. I'm alluding to the shopping trance. Why couldn't I say no? I grabbed a cart and made a beeline to a hat filled crate. But switched gears to a sign that read, "Fifty dollar bag rebate."

Below the rebate sign were sleeping bags hung in a row. One sleeping bag was rated down to 45 below.

The floor attendant tempted me. "It's the best sale of the year!" I had to have the 45 below with all my gear.

The bag was extra heavy. Totaled nearly twenty pounds. But I stuffed it in my shopping cart. I had to make more rounds.

I was feeling so elated with my brand-new sleeping bag. I wasn't checking prices. That would surely raise a flag.

I pushed on past the hats and caps. Found a Levi coat to wear. I didn't need another but it's good to have a spare.

I bought a pair of mittens that I doubt I'll ever use. I'll save 'em for my wife in case we take a winter cruise.

I purchased ammunition. That is when I heard the cue. I had too many bullets for a single .22.

So, I bought another rifle. What the heck, it's just one more. Then I moved on with my frenzy, hadn't covered all the floor.

Aha! My eyes beheld a sight designed for all to see. A brand-new shiny wall tent that would soon belong to me.

I grabbed a wood stove for my tent to sleep warm through the night. Then I realized my purchases were climbing out of sight.

We totaled up my plunder. I was surely caught off guard. Two thousand fifty dollars, I said, "Put it on my card."

I'd spent a ton of money with no permission from my wife. Should I give my wife the rebate? Fifty might just save my life.

Although I've never learned to save, for sure a shopping sap. But, this time I saved ten dollars 'cuz I didn't buy a cap.

Bryce Angell



CATTLE COMMENTS



Stewardship Comments

Rancher Testifies on Mexican Wolf Delisting in House Hearing

Written by: National Cattlemen's Beef Association

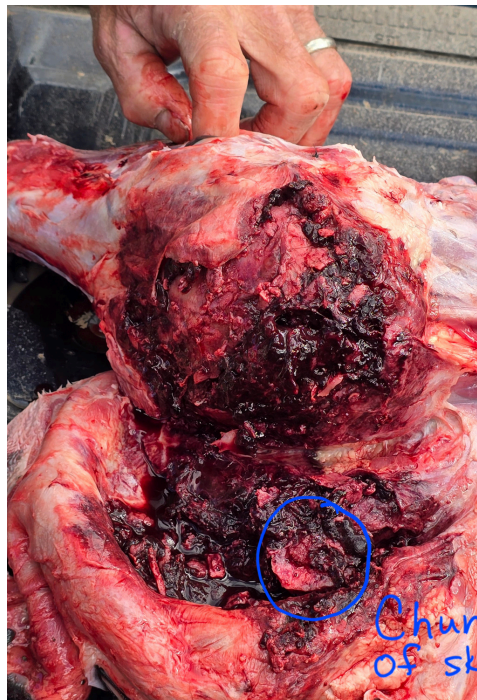
In the beginning of September, the House Natural Resources Subcommittee on Water, Wildlife and Fisheries held a hearing on the Enhancing Safety for Animals Act of 2025 that would delist the Mexican wolf under the Endangered Species Act (ESA). The National Cattlemen's Beef Association (NCBA), Arizona Cattle Growers' Association (ACGA), New Mexico Cattle Growers' Association (NMCGA), and Public Lands Council (PLC) all support passage of this critical bill. NMCGA President-Elect Tom Paterson testified in support of this bill and described how burdensome the federal management restrictions for the Mexican wolf have become.

"Rural communities are currently facing the grave consequences from an apex predator that should be delisted. Due to past management focused principally on population numbers, we no longer just have a livestock crisis with Mexican wolves. Mexican wolves now stalk local kids and the elderly, snatch and kill cats and dogs off front porches in town and even kill our kids' horses. Wolves are a constant presence around our homes and school yards. Our residents are reluctant to walk in the woods because of wolves," said NMCGA President-Elect Tom Paterson. "Mexican wolves have also killed my cattle, causing severe economic stress to our operation and to other producers. Thank you to the Subcommittee members for considering this critical legislation and to Congressman Paul Gosar for introducing it."

The Mexican wolf is listed under the Endangered Species Act as a 10(J) experimental population. The federal protections that come with that listing have made it incredibly hard to manage this abundant apex predator. Mexican wolf populations have skyrocketed in New Mexico and Arizona, while established science also shows that this species is recovered and should be managed with more complete tools to protect the future of the wolf in the ecosystem as well as surrounding communities.

"Millions of taxpayer dollars have been spent to recover a species that is wreaking havoc on communities that already have to deal with intense weather conditions and other natural resource challenges. The problem is worsening. There were more confirmed depredations in Arizona and New Mexico during the first six months of 2025 than there were in all of 2024. We need to pass H.R.4255 to give local law enforcement and ranchers the tools they need to properly manage around overpopulated wolf packs, without endless government red tape," said NCBA Executive Director of Natural Resources and PLC Executive Director Kaitlynn Glover. "The U.S. government has better uses for tax dollars than feeding recovered wolves from food caches and then shooting them away. Ranchers across the West commend this Subcommittee and Rep. Gosar for standing with them and working to bring relief to these impacted communities."

Watch the hearing: <https://www.youtube.com/watch?v=ZFr-ZOC4YBo>



On the Ranch

Experiment: an operation or procedure carried out under controlled conditions in order to discover an unknown effect or law; to test or establish a hypothesis; to illustrate a known law.

A textbook definition, and one that describes well the program we have all known—and not loved—as the Mexican Wolf Experimental Population, living in the Mexican Wolf Experimental Population Area. You get the idea. Unfortunately, some ranchers and ACGA members in the eastern portion of our state have dealt with the wolf “experiment” for almost three decades. In Cochise County, however, wolves are a relatively new threat to livestock, and members of the local cattle growers association have taken swift action to address this danger.

The numbers and ranges of Mexican wolves have been steadily increasing since their reintroduction in 1998—and so have the predations. This past spring, as many as 22 livestock deaths were reported in Cochise County, a location quite a bit south of typical wolf ranges in eastern Arizona and western New Mexico. This threat was quickly recognized by leaders in the Cochise/Graham Cattle Growers Association (CGCGA), resulting in members attending a special called listening session at the Board of Supervisors in May to voice their concerns. This led to the adoption of Resolution 15-21 by the Cochise County Board of Supervisors on July 22. The resolution calls for immediate reform of the existing program and addresses, among other things, fair compensation to ranchers who lose their animals due to wolf attacks.

At the 122nd ACGA Annual Convention in July, the Cochise/Graham Cattle Growers Association was recognized by the Coalition of Counties of Arizona and New Mexico for their work on the wolf issues and many other situations facing ranchers in the county. Executive Director Howard Hutchinson commented, “Every request for assistance the Coalition has made of the Cochise/Graham Cattle Growers resulted in a swift response. We depend on local organizations to provide the boots on the ground to accomplish our mission statement.”

Ranchers are used to dealing with problems on their own cattle operations every day. But when a group of ranchers jointogether to deal with a problem effectively as a unit—that is unique. As Henry Ford said, “Coming together is a beginning, keeping together is progress; working together is success.”

Congratulations to the members of CGCGA on receiving this recognition, and many thanks for all your work on behalf of the cattle community.



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10 BLK	425	\$545.00	17 ENGLISH X	393	\$480.00
7 BLK	433	\$522.50	16 BLK	414	\$465.00
13 ENGLISH X	492	\$487.50	8 BLK	461	\$475.00
8 ENGLISH X	484	\$475.00	9 ENGLISH X	467	\$450.00
7 BLK	506	\$437.50	2 BLK	510	\$410.00
4 BLK	565	\$425.00	20 BLK	534	\$395.00
21 BLK WF	581	\$410.00	7 BLK WF	610	\$365.00

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Building a Foundation for Future Generations

Written by: Mike Macauley, President, ACIREF

The Arizona Cattle Industry Research and Education Foundation (Foundation) was established on June 4, 1982, with the filing of Articles of Incorporation. The original idea was to create a vehicle to fund the purchase of a building for the Arizona Cattle Growers' Association (ACGA) to house offices for the Arizona Cattle Feeders (Feeders), ACGA, and the Arizona Wool Growers, along with raising money to fund research and education.

Once the building was purchased, the Foundation would lease the space to ACGA, Feeders, and Wool Growers with the rent payments used to pay the mortgage and maintenance expenses. The Arizona Cattlemen's Association (ACA) was formed to pay shared expenses and bill the appropriate share to each organization with any additional funds raised dedicated to research and education. Three funds were identified and formed: Education, Research, and General Fund. Several families have made and continue to make donations to the respective funds.

The funds received by the Foundation and the expenditures of those funds are defined by Article II Purpose and Powers of the Articles of Incorporation. This Corporation is organized exclusively for scientific, charitable, and educational purposes within the meaning of Section 501(c)(3) of the Internal Revenue Code of 1954, as amended, and is intended to be an organization (i) which is exempt from federal income tax under Section 501(c)(3) of the Internal Revenue Code of 1954, as amended, and (ii) which is not a private foundation within the meaning of the Internal Revenue Code of 1954, as amended. All terms and provisions of these Articles shall be construed, applied, and carried out in accordance with such intent. Notwithstanding any other provisions of these Articles, the Corporation shall not carry on any other activities not permitted to be carried on by a corporation exempt from federal income tax under Section 501(c)(3) of the Internal Revenue Code of 1954, as amended.

Thanks to the generosity of several families and various fundraising activities (rollover sales, auctions, and donations), the Foundation has been able to increase the number of scholarships granted from 9 at \$800.00 each to 18 at over \$3,000.00 each. The Foundation also assists in leadership development through Project Central, 4-H, and FFA and helps fund the Beef Council, Ranchers for Tomorrow, and Cowbelles, to name a few among others.

The Foundation is directed by the Bylaws of the Foundation and governed by a Board of Trustees, each serving a term of three years. Elections are held annually with four trustees elected by ACGA, three by the Foundation, one is appointed by the President of Feeders, and one is appointed by the President of Cowbelles. Seven standing committees conduct business: Executive (elected officers) responsible for the day-to-day operation; Investment - responsible for financial management; Scholarship - responsible for selection of candidates; Hall of Fame - responsible for selection of candidates; Grant Review - responsible for reviewing grant applications prior to presentation to the Foundation Board for consideration; Cattlemen's College - responsible for speakers and presentations at the ACGA annual meetings; and Fundraising - responsible for raising funds.

The Foundation has grown, changed, and matured over the years and continues to be involved in and supportive of many of the activities and functions of ACGA and its partners, providing support and encouragement to the future generations of the Arizona livestock industry.

Anyone wanting additional information concerning the Foundation should feel free to contact me at michael.macauley75@gmail.com.





Cattlemen's College

Succession, Anyone? By Scott Pilchard

Lack of communication. Feuding siblings. Unclear plans for the next generation. While these circumstances make for entertaining family dynamics in HBO's hit series, "Succession," and its fictional conglomerate Waystar Royco, sadly, they may also apply to ranching families here in Arizona.

A majority of family ranches never make it to the third generation, and it's not always financial issues that prevent a smooth transition from one generation to the next. Often, it may be the reluctance of the family patriarch to recognize his own mortality, or the family's business leader who doesn't feel that her children are ready to take on the challenges of a complex ranching operation.

Whatever the reason for these generational roadblocks, it's critical to remember that the government has a default plan in place for you (if you're not willing to tackle the conversation yourself). The terms of that plan, however, may not be to the liking of the next-in-line, nor may they be able to handle the immediate financial requirements of an unexpected ownership transition.

How, then, do ag enterprises successfully plan for younger family members to grow into their roles as leaders, managers, and, ultimately, owners of the family ranch business?

- Family meetings, where younger members can participate in discussions about the business, can help solidify their interest in the operation. These should be
- scheduled events, but never on holidays or traditional family gatherings.
- Fair does not always mean equal. Family members who aren't involved in the farm business may share in profits, but not in the decisions affecting the business.
- Work with professional advisors (attorneys, accountants, financial advisors) as a team to help craft the appropriate legal and financial framework that anticipates future success, but also prepares for unexpected misfortunes.

Leave the melodrama to Logan Roy. Don't let your family's business be must-see TV.

Scott Pilchard is the Founder of Western Skies Advisory, an ag-focused financial advisory firm.

Sharing Our Story – It Matters

Speaking from the Heart: How to Connect with Consumers

Written by: Ashlee Mortimer, CEO, Mortimer Farms/Ranches

In today's world, conversations about food, agriculture, and ranching happen everywhere—from the grocery store aisle to social media to the neighbor's fence line. As ranchers, we hold a unique opportunity: to not only share facts, but to share our hearts.

Consumers are curious. They want to know who raises their food, why we do it, and what values guide our work. This is where authenticity matters most. Share your passion for ranching. Talk about the sunrises you see on horseback, the challenges of drought, and the joy of watching calves take their first steps. Tell them about the stewardship work you do to protect grass, water, and wildlife. And when it feels right, share your faith—the values that sustain your family and operation. These stories connect in ways statistics never can.

But sharing from the heart also requires truth and kindness. Not everyone will agree with what we believe or how we operate. Some may challenge or criticize. In those moments, it's not just what you say, but how you say it. Respond with patience. Listen with respect. Even if disagreement remains, people will remember the way you treated them far longer than the argument itself.

This is where civil rights leaders like Charlie Kirk inspire me. More than politics, Charlie preached and spread the word of God's love. He spoke bold truth without making those who disagreed feel "less than." That balance of conviction and compassion is something every rancher can learn from. Consumers need to hear the truth about ranching, but they need to hear it in a way that leaves them feeling respected, not belittled, even when they are misinformed. That's how hearts change and minds open.

Kindness speaks louder than any debate. It builds trust. It reminds others that agriculture is not just about cattle or crops, but about families who care deeply for their land, animals, and communities. And when we speak truth with humility—just as Charlie did—we invite people into conversation rather than shutting them out.

Every interaction matters. Every act of generosity ripples outward. And every time we choose courage over fear and love over bitterness, we remind the world that hope is still alive. As ranchers, our voices matter in more ways than one. We are not just caretakers of cattle and grass; we are caretakers of values—faith, family, stewardship, and community.

At the end of the day, we are more than producers—we are neighbors, parents, friends, and people of faith. When we share those parts of ourselves with humility and love, we bridge the gap between the ranch and the table.

So, wash the dust off, smile, and tell your story. Let people see your heart. Let them hear the truth, wrapped in kindness. Just like we pray for rain and wait in faith for God to provide, we can trust that when we plant seeds of truth spoken in love, they will grow.

Let's be courageous enough to share our stories and gracious enough to share them with kindness. That is how hearts change, trust grows, and the true spirit of ranching shines.



INDUSTRY NEWS

FROM PARTNERS & FRIENDS

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PLC Update

The National Cattlemen's Beef Association (NCBA) and the Public Lands Council (PLC) congratulated a slate of nominees confirmed by the U.S. Senate who will now serve in key roles at the U.S. Department of Agriculture (USDA), the Department of the Interior, the Environmental Protection Agency (EPA), and the Council on Environmental Quality (CEQ).

"President Trump has been in office for eight months and there are still numerous vacant positions across the federal government. These vacancies delay the ability of agencies to craft policy and address issues facing America's cattle producers," said NCBA CEO Colin Woodall. "We thank Majority Leader John Thune and all the senators who voted to advance this slate of highly qualified nominees. With new confirmed officials, important teams under USDA, Interior, EPA, and CEQ can now better serve America's farmers, ranchers, and rural communities."

U.S. Department of Agriculture

- Dudley Hoskins – Under Secretary for Marketing and Regulatory Programs - Hoskins brings years of experience from USDA, the Senate Agriculture Committee, and the National Association of State Departments of Agriculture. Ethan Lane, NCBA Senior Vice President of Government Affairs, praised him as "highly qualified" to support the economic health and security of U.S. cattle producers.
- Dr. Scott Hutchins – Under Secretary for Research, Education, and Economics - A career scientist, Hutchins has focused on protecting agriculture and advancing world-class research. Lane noted that USDA's research mission is "critical to the success of family cattle farmers and ranchers."
- Richard Fordyce – Under Secretary of Farm Production and Conservation - Fordyce will lead Farm Service Agency offices, disaster relief programs, and voluntary conservation tools. Lane emphasized that his confirmation is vital for ranchers relying on risk management and conservation programs.

Environmental Protection Agency

- Jessica Kramer – Assistant Administrator of the Office of Water - For years, ranchers have shouldered regulatory burdens from EPA's Office of Water. Mary-Thomas Hart, NCBA Chief Counsel, welcomed Kramer's confirmation, saying she will "chart a new course that acknowledges the environmental benefits of raising cattle."

U.S. Department of the Interior

- Leslie Beyer – Assistant Secretary for Land and Minerals Management - Beyer will oversee the Bureau of Land Management, directly impacting 22,000 western ranchers with federal grazing permits. Kaitlynn Glover, Executive Director of PLC, said, "We look forward to building on the partnership that already exists between federal lands ranchers and land managers."
- Andrea Travnicek – Assistant Secretary for Water and Science - Travnicek's leadership will be crucial as drought continues across the West. "There is no shortage of work to be done managing our nation's water resources," Glover stated.
- William L. Doffermyre – Solicitor of the Interior - As chief legal officer, Doffermyre will ensure accountability across the department. Glover emphasized his role in eliminating complex regulations that hinder rural communities.

Council on Environmental Quality

- Katherine Scarlett – Member of CEQ - Scarlett's promotion to Senate-confirmed member of CEQ positions her to modernize the NEPA process. Glover noted that her leadership will help "unleash business opportunities for rural America."

Looking Ahead

For ranchers, these confirmations mean stronger partnerships with agencies that oversee water, grazing, conservation, and regulatory policy. NCBA and PLC emphasized their commitment to working closely with each of these leaders to ensure cattle producers' voices are heard and their livelihoods protected.

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Cowbelles Update

Eighty-six years ago, sixteen ranch wives organized a social club in Douglas to promote family and social relations between cattle people and to cooperate for the best interests of the beef industry, their community, and our country. From the earliest days, these pioneering women led the way in advocating and supporting the beef industry. Who knew that in 1939 it, too, was crucial to advocate for the beef industry?

Because of these sixteen progressive women, not only does the state of Arizona have 10 local clubs, but 24 other states have adopted their customs and practices and developed their own cattlemen groups to help support and advocate for their local beef industry, forming a nationwide network of CattleWomen organizations dedicated to beef promotion, consumer education, and community leadership.

Showing up at your local, state, and national level as a cattlemen is crucial because every voice strengthens the foundation of the beef industry, amplifies education and your networks, and ensures that rural stories are heard in powerful places. Local engagement builds strong communities and spreads knowledge hands-on through schools, events, and youth programs. One of my favorite local events that the Tucson Cowbelles participate in is the Tucson Festival of Books on the University of Arizona campus. Over two days, we hand out pamphlets and 1,000 beef sticks to onlookers. We tackle the big questions—Why beef? Why cattle? What is a beef byproduct? How can they survive in the desert? What does ranch management look like in a desert setting? We do this with the hope that every answer is repeated over another dinner table and knowledge spreads, passing on our message.

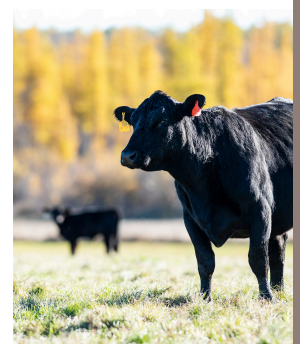
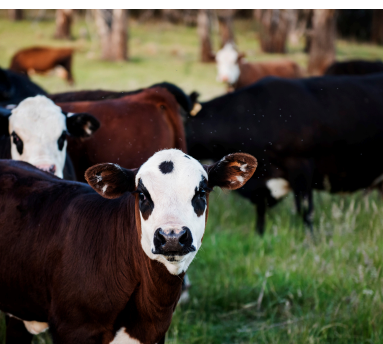
State involvement connects advocates to policy decisions, collective projects, and resources essential to the Arizona beef industry. We are so blessed to have Arizona Beef Checkoff and so many other great resources to help us advocate for the beef industry. At the state level, we have started what is known as the 'Influencer Tour.' In the spring, Cowbelles across the state gather to introduce a small group of selected 'influencers,' or people who have a large following through social media, patients (such as doctors or dietitians), educators, restaurant owners, etc. We meet to tell them our story—your story—about how we raise cattle and provide necessary and healthy protein to the markets. We tell them of our challenges and our successes as cattle producers. They obtain the information they need to educate the people they influence, that they have met a real rancher, and we hope this helps educate even more people about what we do as ranchers, producers, and range stewards. Cattlemen do not stop at the state level. Our reach continues on throughout the country.

On the national stage, American National Cattlemen (ANCW) unite with networks across the country to shape legislation, share educational strategies, and promote beef every way possible. They provide a unified message about beef production for the state and locals to share. ANCW also has a program to teach cattlemen more about their industry. Women in Ranching Education Development (WIRED) was created to take women into the corrals and teach new industry techniques used to work cattle and discuss the latest topics that producers face across the nation. This unique hands-on experience takes cattlemen—even those who have not had an opportunity to work with cattle—chute-side so their messages can be told with cattle experience.

As you can see, those 16 ranch wives started something great. They went into their communities and taught about the nutritional benefits of beef and how to prepare the perfect beef dinner. As more people are removed from agriculture, programs had to be developed to teach about where and how cattle are raised. The messages do not change—they are just expanded to teach. But none of this is possible without you. Your membership is welcome and needed to continue to support these great organizations. Each membership is a vote of confidence that Cowbelles and CattleWomen are a necessary component of the big picture. Volunteering is always appreciated, but membership is just as important. I encourage you to join your local Cowbelles group, Arizona State Cowbelles, and American National Cattlemen to allow our voices to be larger and provide more education for the public about our industry. By doing this you will be empowering our women to continue to educate and learn more about our industry.

In keeping the herd and the heritage,

Micaela McGibbon
azcowbelles@gmail.com
www.arizonacowbelles.org
www.ancw.org



Arizona Dept. of Ag Update

The Livestock Operator Fire and Flood Assistance Grant Program

The Livestock Operator Fire and Flood Assistance Grant Program (LOFFAP) [A.R.S. § 3-109.03(B)], supports Arizona livestock operations impacted by wildfires and related flooding. With \$9.5 million allocated, LOFFAP offers financial assistance for repairing critical infrastructure damaged by these disasters. Since August 2024, the Arizona Department of Agriculture (AZDA) has awarded funding through five grants in Graham, Greenlee, Gila, Pima, and Pinal counties.

Eligible applicants include landowners or lessees with over 40 animals whose operations suffered wildfire or wildfire-related flood damage and who are either ineligible or only partially funded by other state or federal programs. Grant funds must support infrastructure repairs necessary for continuing livestock operations. Limitations to grant funding include a cap of 50% of total project costs and a maximum of \$250,000 per operation per wildfire event. Additionally, no more than 50% of available funds may be awarded in a single county within a fiscal year.

Grant application periods close on September 26 and December 26, 2025, at 11:59 PM. Applications can be submitted at agriculture.az.gov/grants. For questions, contact Grant Program Coordinator Marty Suter at 602-396-8365 or Manager Ashley Estes at 602-316-6775.

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Proposed BRANDS

The official location for notice of proposed brands is the Arizona Department of Agriculture's website at <http://searchagriculture.az.gov/mastercontent/brandsnotice.aspx>. To view the complete list of proposed brands, be sure to check the AZDA website. Below are a few of the brands submitted in accordance with A.R.S § 3-1261(C).

These brands are not available for sale by the Arizona Department of Agriculture. The "End Date" shown is the deadline for receiving protests for the proposed brand. All protests or objections must be submitted in writing and postmarked before the "End Date" in the chart below. Protests that are postmarked after the End Date will not be considered.

Brand	Brand No. End Date	Location	Brand	Brand No. End Date	Location	Brand	Brand No. End Date	Location
	Brand No.: 20245 End Date: 10/12/2025	Cattle: RH Horse: RH Sheep: RH Goat: RH		Brand No.: 20243 End Date: 10/12/2025	Cattle: LH Horse: LT Sheep: NO Goat: NO		Brand No.: 30550 End Date: 10/12/2025 AMEND	Cattle: RH Horse: RH Sheep: NO Goat: NO
	Brand No.: 20241 End Date: 10/12/2025	Cattle: RS Horse: RS Sheep: RS Goat: RS		Brand No.: 20242 End Date: 10/12/2025	Cattle: RS Horse: NO Sheep: NO Goat: NO		Brand No.: 20246 End Date: 10/12/2025	Cattle: LR Horse: NO Sheep: NO Goat: NO
	Brand No.: 20244 End Date: 10/12/2025	Cattle: LS Horse: LS Sheep: NO Goat: NO		Brand No.: 20240 End Date: 10/11/2025	Cattle: LH Horse: LH Sheep: LH Goat: LH		Brand No.: 20239 End Date: 10/10/2025	Cattle: LH Horse: NO Sheep: NO Goat: NO
	Brand No.: 20236 End Date: 10/10/2025	Cattle: RS Horse: RS Sheep: RS Goat: RS		Brand No.: 20237 End Date: 10/10/2025	Cattle: RH Horse: RT Sheep: NO Goat: NO		Brand No.: 20238 End Date: 10/10/2025	Cattle: RS Horse: RS Sheep: NO Goat: NO
	Brand No.: 20230 End Date: 10/8/2025	Cattle: RR Horse: RH Sheep: NO Goat: NO		Brand No.: 20231 End Date: 10/8/2025	Cattle: LR Horse: LS Sheep: NO Goat: NO		Brand No.: 20235 End Date: 10/8/2025	Cattle: LT Horse: LT Sheep: LH Goat: LH
	Brand No.: 20232 End Date: 10/8/2025	Cattle: LH Horse: LH Sheep: LH Goat: LH		Brand No.: 20233 End Date: 10/8/2025	Cattle: NO Horse: RH Sheep: NO Goat: NO		Brand No.: 20234 End Date: 10/8/2025	Cattle: LS Horse: NO Sheep: NO Goat: NO
	Brand No.: 20229 End Date: 10/5/2025	Cattle: RS Horse: LS Sheep: RH Goat: RH		Brand No.: 20227 End Date: 10/5/2025	Cattle: LH Horse: NO Sheep: NO Goat: NO		Brand No.: 20228 End Date: 10/5/2025	Cattle: LS Horse: LS Sheep: LS Goat: LS

Arizona Farm Bureau Update

Daniel Harris, Arizona Farm Bureau Government Relations Manager, www.azfb.org/join. Written Sept., 2025.

U.S. Agriculture Secretary Brooke Rollins sharply criticized Mexico for insufficient controls on the New World screwworm (NWS) after a confirmed case in Nuevo León—about 70 miles from Texas—intensified fears of northward spread. While no U.S. detections have been reported, the economic risk to the beef sector is immense. The U.S. has kept a near-total halt on Mexican cattle imports since May, a step Arizona Farm Bureau supports until the threat subsides.

Rollins said U.S. teams deployed within hours found Mexico wasn't enforcing movement controls in infected zones and wasn't checking fly traps daily as agreed—failures she called "unacceptable." Reopening the border, she added, hinges on full compliance with surveillance protocols. Mexico's SENASICA countered that traps are inspected every three to four days per a bilateral plan with APHIS and noted new double inspections at origin points helped flag the case. President Claudia Sheinbaum said her government wasn't told of any change to the anticipated border-reopening timeline and stressed the complexity of policing livestock movement nationwide.

Amid these frictions—and ahead of the 2026 USMCA review—the U.S. highlighted major investments: funding for Mexico-based efforts, plus a new sterile-fly production facility in South Texas to flood the region with sterile insects and break NWS breeding cycles, aiming to push the pest south and protect U.S. herds.

DROUGHT= **Extra Expense and** **Loss of Income**

The USDA Risk Management Agency helps protect your Pasture, Rangeland, and Forage (PRF) from the elements.

- Very affordable – Government subsidized
- No adjusters needed
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Match your cows to your environment!

We call them **BALANCERS** for good reasons.

The genetic diversity of our bulls and cows automatically improves their ability to withstand environmental stresses.

Gelbvieh genetics contribute fertility, early puberty, mothering ability, moderate milk and adaptability.

Angus genetics balance the equation with carcass traits and good udders.

Southern Balancers bring more heat tolerance and add to the “doing ability” of the crossbred cow. We search and test for heat tolerant sires that will not adversely affect fertility, carcass and size.

During this time of extreme drought in the high-desert of the southwest, we are all learning the value of a cow that can survive and even thrive – and show up pregnant this fall.

Bar T Bar Balancers are those cows.

Genetics That Matter!

SAVE THE DATE

2026 Bull Sale: April 11, 2026



OWNERS

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(928) 380-5149

SEEDSTOCK HERD MANAGER

Kristin Hovey • (970) 485-0974

Bar T Bar Ranches

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FINDING THE BALANCE



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