



Kansas Livestock Association

CONVENTION

& Expo

Manhattan, Kansas • November 20-22, 2024



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Kansas Livestock Association
CONVENTION
& Expo

*Welcome to the 112th Annual
KLA Convention!*

We're excited to see you and hope you
enjoy the refresh of our classic event.

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From Your President



I would like to welcome you to the 2024 KLA Convention & Expo! Jessica and I look forward to seeing you in MANHATTAN! This is the first time since 1950 that we will be hosting the convention outside of Wichita. There will be some notable differences, but the KLA staff has been working hard to make this year a great experience.

What will not change is why we gather each year - to engage on industry issues, form policy, and enjoy catching up with old friends and meeting new ones. I cannot count the number of professional relationships and friendships I have that began at this convention.

If you never have attended KLA Convention, it is your chance to engage on industry issues being discussed in Topeka and Washington, DC. Participating in committee and council meetings allows your opinion to be heard on policy matters. If you have a concern about a current resolution or feel we need new policy to address a certain issue, voice it to the membership for consideration. KLA is a one member, one vote organization. Your contribution to the policy-making process is very important.

Each year, the convention opens with a banquet Wednesday night. It's an action-packed evening that this year will feature Kansas native Justin McKee who is a rodeo announcer and host on The Cowboy Channel. We will recognize the 2024-25 Kansas Livestock Foundation (KLF) scholarship winners and honor those who have been dedicated members of KLA for 50 years or more. You also will have a chance to bid on bull sale credits and other great items during the live auction to benefit the KLA Political Action Council, KLF, Kansas CattleWomen and Ranchland Trust of Kansas.

Thursday will be a full day of educational sessions, and committee and council meetings. A session I always look forward to is the market outlook from CattleFax Chief Executive Officer Randy Blach. Between meetings, you will have the chance to stretch your legs as you walk through the expo. It will look different this year, but will provide the same great opportunity to visit with vendors about what's new in agribusiness. The support of these vendors helps make the convention a great event. The evening will culminate at the Flint Hills Discovery Center, where you can tour the exhibits and enjoy drinks and heavy hors d'oeuvres.

It has been a privilege to serve as KLA president this year. Being on the officer team with Troy Sander and Shawn Tiffany has been an amazing experience. Thank you for your confidence and for allowing me to serve in this manner. I also want to thank all who serve in volunteer roles within KLA. It is your commitment that drives our organization, and ultimately our industry, forward.

Just as our state is vastly different from one side to the other, so is our membership. However, there are numerous industry issues that affect all of us. This is why we must come together. It takes a team approach and the BEST association staff in the country! Our staff makes the job of the officer team easier and they demonstrate true "servant leadership" to members each day, working tirelessly to ensure we enjoy an environment where the Kansas livestock industry can thrive. However, they only are as effective as the policy we set at convention.

Troy, Shawn and I look forward to seeing you at the 2024 KLA Convention & Expo. Hopefully, we can set a new attendance record!!

A handwritten signature in black ink that reads "Philip Weltmer". The signature is written in a cursive, flowing style with a long horizontal line extending to the right.

Philip Weltmer, Smith Center, 2024 KLA President

Schedule Overview

Wednesday, November 20

12 p.m.–6:30 p.m.	Registration Conference Center Foyer
5 p.m.–6:15 p.m.	KLA Expo Conference Center Hallways
5 p.m.–6:15 p.m.	Welcome Reception Conference Center Foyer
6:30 p.m.–9 p.m.	Cattlemen's Banquet Ballroom <ul style="list-style-type: none"> • Live auction benefiting KLA PAC, Kansas Livestock Foundation, Kansas CattleWomen & Ranchland Trust of Kansas • Scholarship winner & longtime member recognition • Keynote speaker: Justin McKee, The Cowboy Channel

Thursday, November 21

7 a.m.–6 p.m.	Registration Conference Center Foyer
7 a.m.–5:30 p.m.	KLA Expo Conference Center Hallways
7 a.m.–8:30 a.m.	Coffee & Pastries Ballroom
	Breakfast Ballroom
8:30 a.m.–10 a.m.	KLA Beef Industry University Ballroom <ul style="list-style-type: none"> • Speaker: Randy Blach, CattleFax
9:45 a.m.–10:30 a.m.	Refreshment Break Conference Center Foyer
10:30 a.m.–11:30 a.m.	Committee Meetings <ul style="list-style-type: none"> • Tax – Konza Prairie ABC • Animal Health & ID – Flint Hills
11:30 a.m.–1:30 p.m.	Lunch Ballroom
1 p.m.–2 p.m.	Committee Meetings <ul style="list-style-type: none"> • Natural Resources – Kings ABC • Consumer Trends – Flint Hills <ul style="list-style-type: none"> • Speaker: Glynn Tonsor, Kansas State University
2 p.m.–2:45 p.m.	Dairy Refreshment Break Conference Center Foyer
2:30 p.m.–4:30 p.m.	Council Meetings <ul style="list-style-type: none"> • Cattle Feeders – Konza Prairie ABC • Dairy – Kings C • Stockgrowers – Flint Hills
5:45 p.m.–8 p.m.	Industry Appreciation Reception Flint Hills Discovery Center
8 p.m.–10:30 p.m.	President's Reception Kings ABC

Friday, November 22

6:30 a.m.–7:45 a.m.	Morning Coffee Conference Center Foyer
7 a.m.–10:30 a.m.	KLA Expo Conference Center Hallways
7:30 a.m.–8 a.m.	Registration Conference Center Foyer
7:45 a.m.–10:30 a.m.	Membership Breakfast Ballroom <ul style="list-style-type: none"> • Speaker: Buck Wehrbein, 2024 NCBA president-elect • Business meeting
11 a.m.	KLA Member Succession Program Informational Meeting Konza Prairie AB

WEDNESDAY, NOVEMBER 20

Registration 12 p.m.–6:30 p.m. • Conference Center Foyer
Sponsored by Alltech, Hubbard Feeds and Crystalyx

Chairmen's Circle Meeting 3:30 p.m.–5 p.m. • Flint Hills

KLA Expo 5 p.m.–6:15 p.m. • Conference Center Hallways

Welcome Reception 5 p.m.–6:15 p.m. • Conference Center Foyer
Sponsored by KLA Environmental Services

Cattlemen's Banquet 6:30 p.m.–9 p.m. • Ballroom
Sponsored by INTRUST Bank, Micro Technologies and Tyson Fresh Meats

Join us to honor those celebrating 5, 6, 7, 8 and 9 decades of KLA membership, as well as this year's Kansas Livestock Foundation scholarship recipients.

There's something for everyone during our live auction, benefiting KLA PAC, Kansas Livestock Foundation, Kansas CattleWomen and Ranchland Trust of Kansas.



Keynote Speaker: Justin McKee

Kansas native Justin McKee wears a lot of hats, most of them cowboy.

Serving as the “Voice of the Professional Bull Riders” from 2001 until 2010, McKee is no stranger to the spotlight. He hosted several television networks, including NBC, CBS, Fox Sports, Versus and RFD-TV, and has voiced ads for companies such as B&W Trailer Hitches, Ford, City of Las Vegas, Mandalay Bay Hotel, Priefert Manufacturing and PFI Western Store.

Apart from television, McKee has announced some of the biggest Professional Rodeo Cowboys Association events in the circuit, including Cheyenne Frontier Days, Pendleton Round-Up, Calgary Stampede and the Ellensburg Rodeo. He has remained competitive in the steer roping arena as well.

McKee isn't all hat and no cattle either. Today, when he isn't hosting for The Cowboy Channel and producing a variety of western lifestyle shows, he and his wife, Jeannie, stay busy with their commercial cattle herd near Hico, TX. In addition to calving out cows, the couple grows their stocker calves to 800 lbs. and video markets the feeder cattle every January.

Longtime KLA Member Recognition

50-year Members • Class of 1974

Beachner Bros. Livestock
Dr. William Brethour
Burkdoll Brothers Inc.
Dr. Tom R. Carr
Dave Casement
Mike & Pam Collinge
Larry Corah
David Cross
Stephen Donley

Henry Eggers
Five Rivers Cattle Feeding/Grant County
Feeders
Grabbe Farms
Jerry Grout
Terry Handke
Tony Imm
Kansas State Bank of Overbrook &
Scranton

Kueser Brothers Farms
James "Tony" Meseke
Thomas Perrier
Jerald Riemann
Loyd Schoen
Rex Schultze
George Teagarden
Lafe Wilson
James Zwonitzer

60-year Members • Class of 1964

Gartrell Farms
Geffert Herefords
Gilliland Cattle Company LLC
Brad Tate

70-year Members • Class of 1954

Adams Cattle Company
Marilyn Fairbairn
Jack MacNair
Tony Renollet

80-year Member • Class of 1944

US Bank

90-year Member • Class of 1934

Leonhard Ranch

2024–25 Kansas Livestock Foundation Scholarship Winners

Douglas A. Laue Memorial \$1,500 Scholarships

Keegan Craig, Kash Liddeke

Fred H. Woodbury Memorial \$500 Scholarship

Tyree Figge

GoBob America's Ranch Equipment \$1,000 Scholarship

Kiran Elam

Hampel Oil/Mobil Delvac \$1,000 Scholarships

Amy Foos, Aubrey Warden

Youth in Agriculture \$1,000 Scholarships

Jaydee Abitz, Abigail Lillard, Lincoln Martin,
Ashley Peters, Mason Springer, Bryson Stejskal

Equity Bank \$2,500 Scholarships

Nicole Haase, Cecillia Newby

Merck Animal Health Cartridges for Cash \$1,000 Scholarships

Katelynn Delaplane, Ethan Kneisler, Sadie Marchiano,
Caleb McAfee, Karsyn Sikes, Hailey Wurtz

Merck Animal Health Cartridges for Cash \$1,500 Vet Student Scholarships

Maggie Brown, Chance Kopsa

Kansas CattleWomen \$1,000 Scholarships

Karlie Albright, Bethany DeDonder, Brooke Evans,
Sydney Heller, Erin Livingston, Hannah Macke,
Kiley Whipple, Avery Ziegler

Scott Johnson and Family \$1,000 Scholarship

Creed Caldwell

Rally House EAT BEEF \$1,000 Scholarships

Doak Guttery, Lyle Perrier, Kaden Weltmer

THURSDAY, NOVEMBER 21

Registration 7 a.m.–6 p.m. • Conference Center Foyer
Sponsored by Alltech, Hubbard Feeds and Crystalyx

KLA Expo 7 a.m.–5:30 p.m. • Conference Center Hallways

Coffee & Pastries 7 a.m.–8:30 a.m. • Ballroom
Sponsored by Kansas Motor Carriers Association

Breakfast 7 a.m.–8:30 a.m. • Ballroom

Beef Industry University 8:30 a.m.–10 a.m. • Ballroom
Sponsored by Farm Credit Associations of Kansas
Speaker: Randy Blach



Randy Blach is the Chief Executive Officer (CEO) of CattleFax. Blach came to CattleFax in 1981 and served as director of market analysis for 15 years. He was promoted to CEO in January of 2011. During his tenure, the company has enjoyed significant growth and has continued to lead the industry with timely market information, in-depth analysis and forecasts on cattle, protein and grain markets in the U.S. and globally. Blach has been a keynote speaker at thousands of cattle, beef and related business meetings, seminars and conventions.

A Colorado native, Blach and his family remain actively involved in the cattle business and farming. He was raised on his family's ranch in Yuma, CO, and graduated from Colorado State University with a degree in animal science. Blach received the Honor Alumni Award from the College of Agriculture Sciences in 2004, the Livestock Leadership Award in 2011, the Industry Leadership Award from the Cattle Feeders Hall of Fame in 2016 and the Industry Achievement Award presented by Certified Angus Beef in 2022. He and his wife, Karen, have been married for 38 years. Their son, Ty, is a professional baseball player and their daughter, Haylee, works for Catholic charities. The Blachs enjoy spending time together at sporting events and at their ranch in eastern Colorado.

Refreshment Break 9:45 a.m.–10:30 a.m. • Conference Center Foyer
Sponsored by Zoetis

Committee Meetings 10:30 a.m.–11:30 a.m.
Tax • Konza Prairie ABC *Sponsored by Morris Laing Law Firm*
Animal Health & ID • Flint Hills *Sponsored by Huvepharma*

Lunch 11:30 a.m.–1:30 p.m. • Ballroom
Sponsored by Cline Wood Agency, Cargill and MJE
Call Hall ice cream sponsored by K-State Department of Animal Sciences & Industry

THURSDAY, NOVEMBER 21

Committee Meetings 1 p.m.–2 p.m.

Natural Resources • Kings AB

Consumer Trends • Flint Hills *Sponsored by Kansas Soybean Commission*

Speaker: Glynn Tonsor



Glynn Tonsor joined the Kansas State University Agricultural Economics faculty as an assistant professor in March 2010. He obtained his Ph.D. from K-State in 2006 and was an assistant professor in the Department of Agricultural, Food and Resource Economics at Michigan State University from May 2006 to March 2010. Tonsor's current efforts primarily are devoted to a range of integrated research and extension activities, with a particular focus on the cattle/beef and swine/pork industries. His broader interests cover aspects throughout the meat supply chain, ranging from production-level supply issues to end-user consumer demand issues.

During this session, Tonsor will provide an in-depth summary of the current situation regarding U.S. beef demand. Drawing on both USDA data and several resources from the Meat Demand Monitor project, this session will be informative for attendees and set the stage for an active question-and-answer period.

Refreshment Break 2 p.m.–2:45 p.m. • Conference Center Foyer

Cookies and milk sponsored by Dairy MAX

Beverages sponsored by Hartford Livestock Insurance

Council Meetings 2:30 p.m.–4:30 p.m.

Cattle Feeders • Konza Prairie ABC *Sponsored by BMO Bank NA, social sponsored by Pinion*

Dairy • Kings C *Sponsored by Agri-Services Agency*

Stockgrowers • Flint Hills *Sponsored by KanEquip Inc.*

Speakers: U.S. CattleTrace staff and Kansas Department of Agriculture-Division of Animal Health staff

Industry Appreciation Reception

5:45 p.m.–8 p.m. • Flint Hills Discovery Center

Sponsored by Equity Bank and Kansas Feeds Inc.

Join us at the Flint Hills Discovery Center for a reception celebrating all those who keep our industry going - including you! You will be able to tour all the exhibits while enjoying drinks, heavy hors d'oeuvres and socializing with fellow members.

President's Reception 8 p.m.–10:30 p.m. • Kings ABC

Sponsored by Bimeda Animal Health

Join us to recognize and celebrate Philip Weltmer for his service as your 2024 KLA president. He invites everyone to join him in celebration and reflection. Stop by to thank him for his dedication to the industry and your association.



FRIDAY, NOVEMBER 22

Morning Coffee 6:30 a.m.–7:45 a.m. • Conference Center Foyer
Sponsored by *Elanco Animal Health*

KLA Expo 7 a.m.–10:30 a.m. • Conference Center Hallways

Registration 7:30 a.m.–8 a.m. • Conference Center Foyer
Sponsored by *Alltech, Hubbard Feeds and Crystalux*

Membership Breakfast 7:45 a.m.–10:30 a.m. • Ballroom
Sponsored by *Elanco Animal Health, Farm Credit Associations of Kansas, KLA Environmental Services and U.S. Premium Beef*

The 2024 Young Stockmen's Academy class and Top Hand membership recruiters will be recognized.

Keynote Speaker: Buck Wehrbein

Buck Wehrbein, 2024 NCBA president-elect, grew up in eastern Nebraska on a farm raising cattle, hogs and chickens. Over the past 40 years, he has managed custom feedyards in Nebraska and Texas, while also feeding his own cattle. Wehrbein has been active in the Nebraska Beef Council, serving on the board of directors as both chairman and treasurer. He also was a member of the Beef Promotion Operating Committee and participated in the NCBA Young Cattlemen's Conference in 1993.



KLA Member Succession Program Preview

Lance Woodbury will be joined by a panel of KLA members who have worked with him through the KLA Member Succession Program (see next page) and will share their experiences as part of the presentation.

Business Meeting

KLA members will ratify the association's 2025 policy resolutions, elect the 2025 president-elect and welcome our 108th KLA president, Troy Sander. Every member will have the opportunity to vote on policy and the leadership of their organization.

2025 KLA president's hat courtesy of Greeley Hat Works

KLA Member Succession Program Informational Meeting

11 a.m. or immediately following the membership breakfast • Konza Prairie AB
Sponsored by *Equity Bank*

KLA Member Succession Program

Many farm and ranch families face similar issues in succession planning. What are the best strategies to hand off management? What estate planning techniques best fit our goals? How should we include the next generation? How do we have good family meetings about difficult topics? How do we prevent conflict?

While hearing from experts is helpful, learning how other families are approaching succession can be both practical and powerful. And, getting away from the ranch to work on such important matters, or having off-site family meetings, can be difficult.

By using video-conferencing technology to bring several families together, Lance Woodbury and his colleagues from Pinion can help peer groups of KLA members on their succession planning journey. Participation is limited, so if the timing is right to work on succession in your family business, consider this novel approach.



Woodbury

The Structure: Eight KLA member-businesses interact during six 90-minute conversations—roughly one meeting every other month for a year. Small assignments between meetings and the accountability of several scheduled meetings helps move your succession plan forward.

The Format: Each video conference discussion will include:

1. Introductions and updates.
2. An educational presentation regarding ownership, management or family relationship strategies.
3. A specific challenge, problem or idea from one or two members, followed by the group's response, advice and suggestions.
4. Identification of a specific "next step" for each operation.

The Requirements:

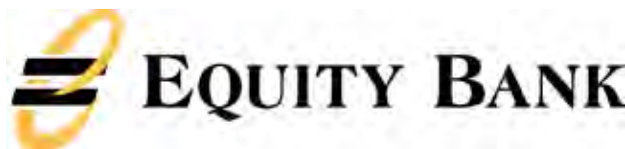
1. A signed confidentiality commitment between participating operations in the peer group.
2. An investment of \$1,495 per operation.
3. An internet-connected computer with a webcam and speaker. We have suggestions on good video cameras and microphones and can run an equipment test with you prior.

The Facilitator:

Woodbury is a principal with Pinion (formerly KCoe Isom/Kennedy and Coe LLC). He has close ties to agriculture and rural communities and is skilled at listening, convening and enriching the family business experience. In addition to helping families plan for the future of their business, he facilitates several peer groups of agricultural business owners across the U.S. and teaches Family Business Management at The Executive Program for Agriculture Producers at Texas A&M University.

He is the family business columnist for DTN/The Progressive Farmer and has published two books: "Family Business: Genesis 37-50 and the Family of Joseph" and "The Enduring Legacy: Essential Family Business Values". You can read more of Woodbury's work at lancewoodbury.com.

Thank you to the sponsor of this year's program, Equity Bank. Due to their generous support, participants will have a portion of their cost to participate covered.



Top Hand Program



JOHN DEERE

Recruiter Prizes for 2024

1 recruit

Pocket knife

3 recruits

Tactical flashlight

5 recruits

\$50 Cabela's/Bass Pro Shops gift card OR soft-sided cooler

10 recruits

Personalized KLA silver belt buckle OR \$150 Cabela's/Bass Pro Shops gift card

15 recruits

\$300 gift card to any western wear store OR \$300 gift card toward custom silver or leatherwork

20 recruits

\$600 gift card toward a hunting or fishing experience with a Kansas outfitter OR \$600 Cabela's/Bass Pro Shops gift card

Top Individual Recruiter of the Year *(Minimum of 25 recruits)*

Custom-made Competitor felt hat from Greeley Hat Works and engraved .30-30 rifle

Top County Committee Recruiter of the Year *(Minimum of 25 recruits)*

Custom-made Competitor felt hat from Greeley Hat Works and engraved .30-30 rifle

Recruiters of the Month

December 2023 – Anderson County Committee

February 2024 – Payden Barrett, Grantville

July 2024 – Riley County Committee

The top individual recruiter and top county committee each month receive \$100 Cabela's/Bass Pro Shops gift cards. To win recruiter of the month, individuals must recruit a minimum of three new members and county committees must recruit a minimum of five new members. All monthly winners will be entered in a drawing for a \$250 Cabela's/Bass Pro Shops gift card to be given away during KLA convention.



Now accepting applications for the 2025 Class!

Applications due December 1, 2024.



YSA Class of 2024



To learn more about YSA, visit www.kla.org/programs/young-stockmens-academy or call the KLA office at (785) 273-5115.

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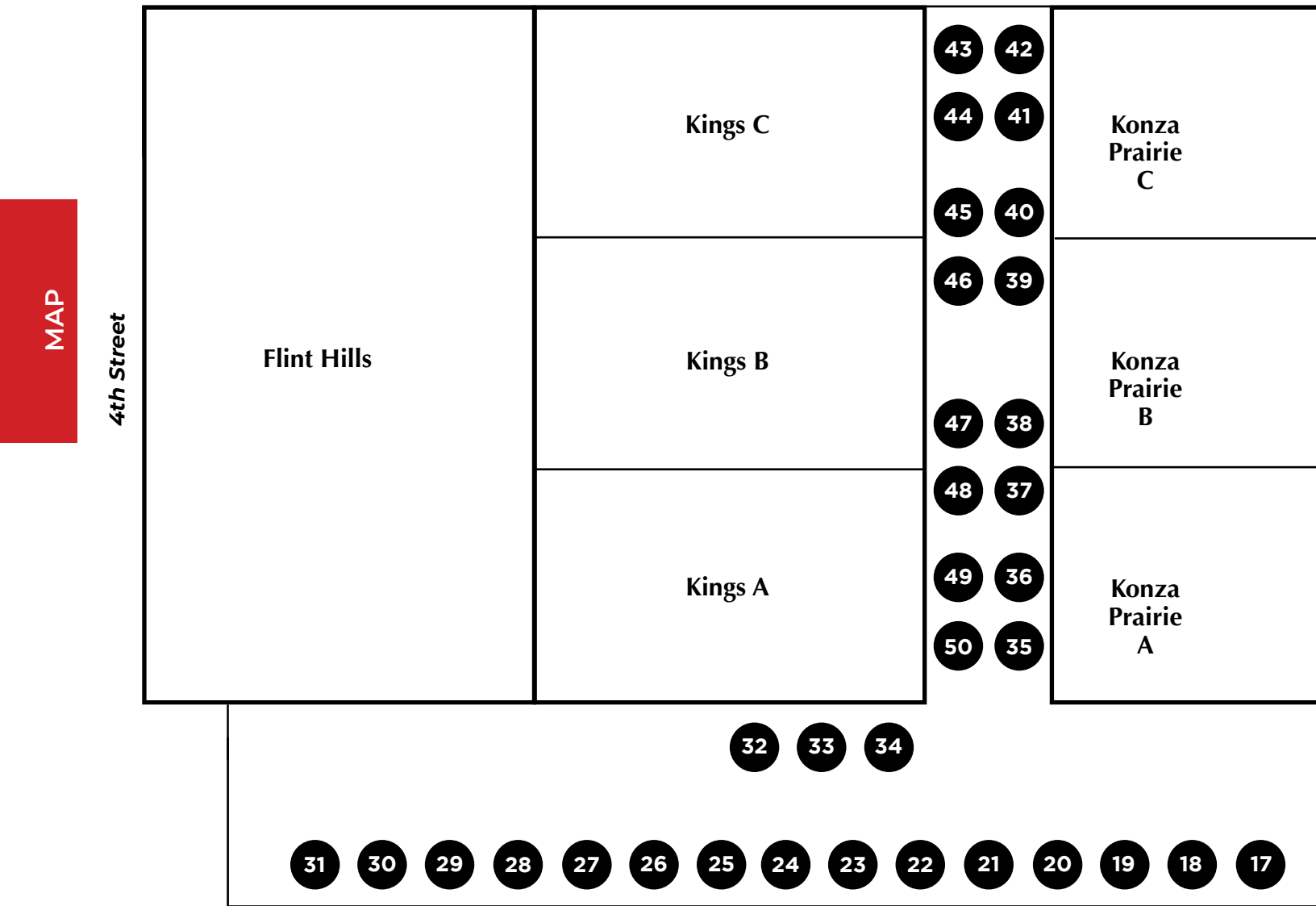
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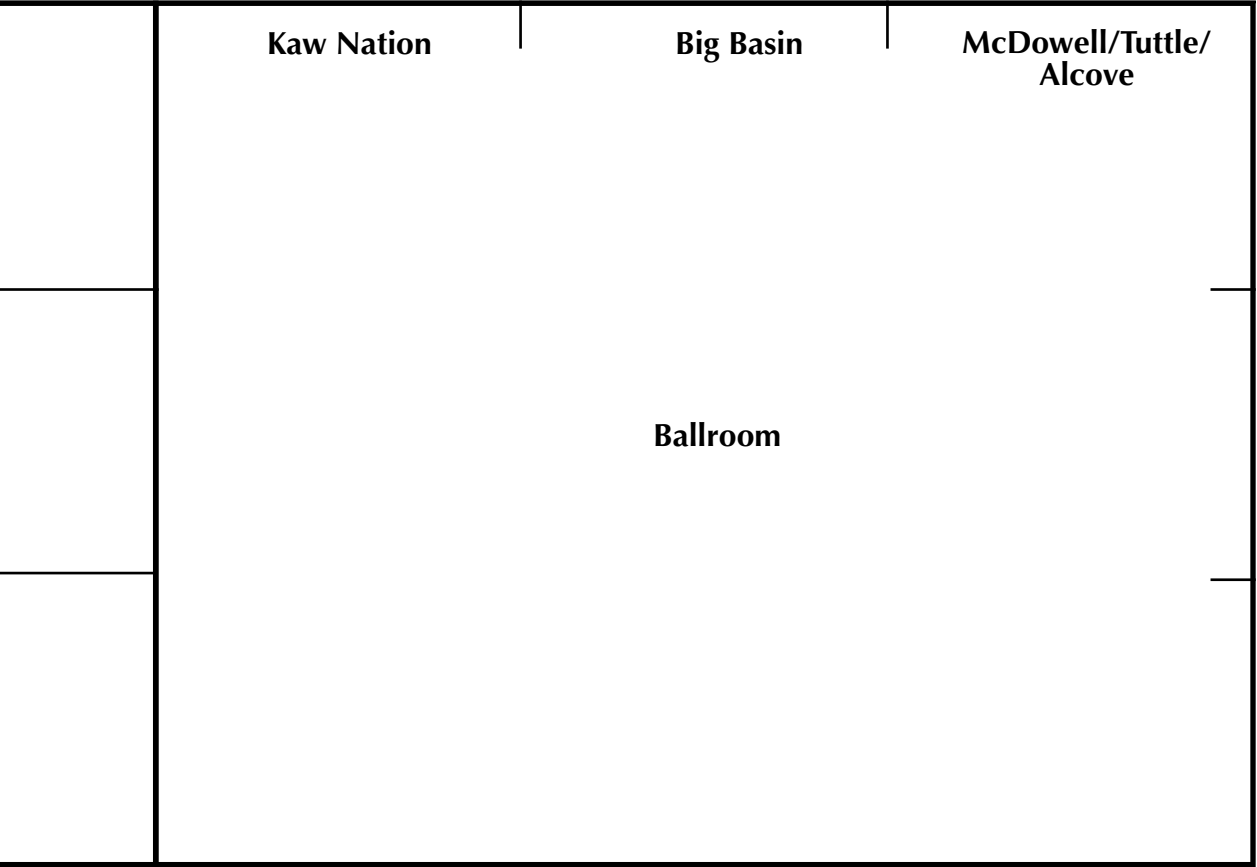


Flint Hills Discovery Center
One block north, east side of 3rd Street

Little Apple, Big Blue River & Fort Riley meeting rooms through hotel lobby

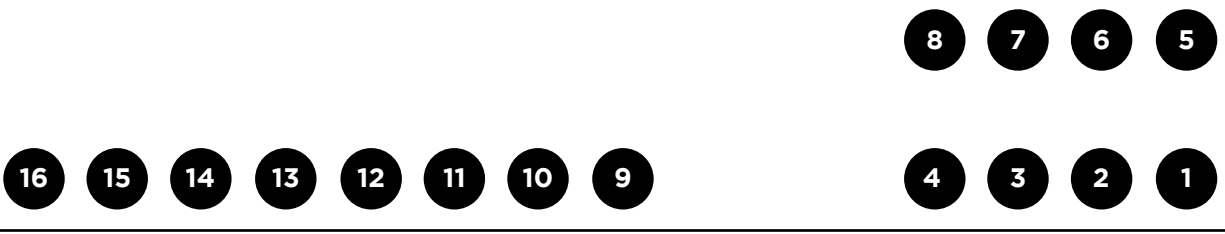


Hotel Lobby



Registration

3rd Street



Parking Garage

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01

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03

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REVALOR-XH IMPORTANT SAFETY INFORMATION:
Not approved for repeated implantation (re-implantation) with this or any other cattle ear implant in growing beef heifers fed in confinement for slaughter. Safety and effectiveness following re-implantation have not been evaluated. Do not use in beef calves less than 2 months of age, dairy calves, and veal calves. A withdrawal period has not been established for this product in pre-ruminating calves. Do not use in dairy cows or in animals intended for subsequent breeding. Use in these cattle may cause drug residues in milk and/or in calves born to these cows. Implant pellets subcutaneously in ear only. Any other location is a violation of Federal law. Do not attempt salvage of implanted site for human or animal food. Not for use in humans. Keep out of reach of children. For complete safety information, refer to the product label.

REVALOR-XS IMPORTANT SAFETY INFORMATION:
Do not use in beef calves less than 2 months of age, dairy calves, and veal calves. A withdrawal period has not been established for this product in pre-ruminating calves. Do not use in dairy cows or in animals intended for subsequent breeding. Use in these cattle may cause drug residues in milk and/or in calves born to these cows. Implant pellets subcutaneously in ear only. Any other location is a violation of Federal law. Do not attempt salvage of implanted site for human or animal food. Not for use in humans. Keep out of reach of children. For complete safety information, refer to the product label.



Scan the QR code to learn more.



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1/2 case	\$4.45 pair
1 case	\$3.89 pair
2 cases	\$3.59 pair
3-5 cases	\$3.39 pair
6-10 cases	\$3.09 pair
11-25 cases	\$2.99 pair

In House ART dept.

Send us a pic of your logo on ANYTHING: your truck door, your ball cap, your jacket, your sign... or send your jpeg or pdf image

PlainJan's can adjust almost any logo to fit and show up clearly on gloves.

REMEMBER: we are printing on a Stretchy, uneven, unstable surface! So **KEEP YOUR DESIGN SIMPLE!!!**
Subtle changes may have to be made to insure your message FITS in the print area & is large enough to be easily read. Our print dept. will always notify you about possible minor adjustments PRIOR

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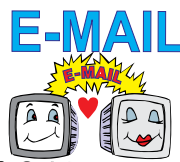
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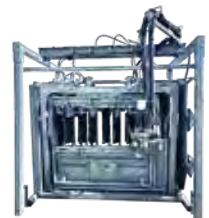
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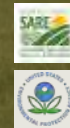
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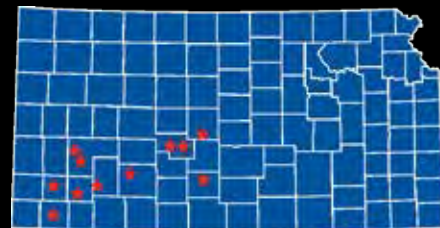
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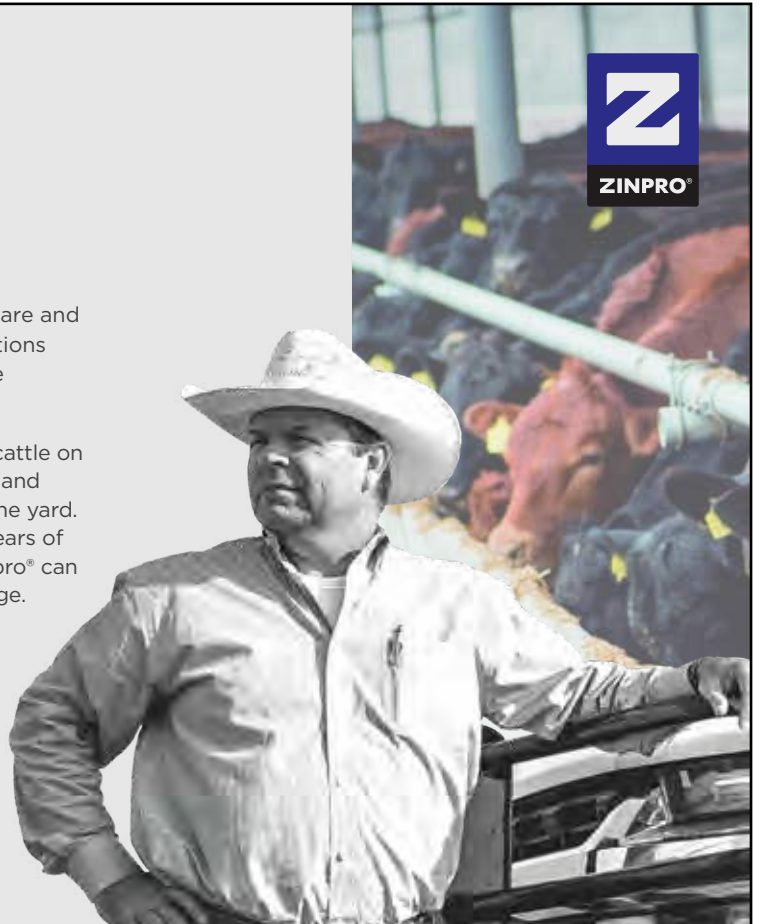


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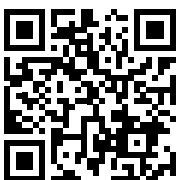
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- Our ongoing commitment to innovation is supported by more than 20 useful inventions for animal agriculture.
- We create value for our customers across the beef supply chain, through the use of proprietary, integrated management systems. Our systems increase value while reducing production costs of the animals you manage. All while promoting quality, food safety, and consumer confidence.
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