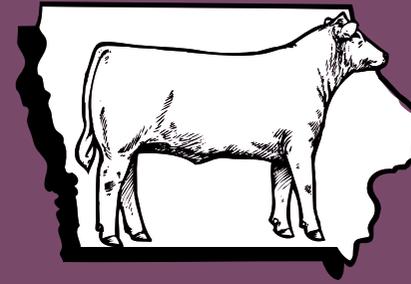


Introducing . . .



ICA Beef Business Connections

Connecting Resources to Beef Producers Across Iowa

About Summit Livestock Facilities

Summit Livestock Facilities provides beef producers with feedlot-facility solutions that optimize sustainability and profit potential. Summit works as a resource that brings together experts in financial feasibility, regulatory compliance and manure management, while also collaborating design through excavation, concrete, post-frame building construction and total project construction management. Summit Livestock Facilities is a division of FBi Buildings, Inc. In its partnership with the Iowa Cattlemen's Association, Summit Livestock Facilities is supporting the ICA Beef Business Connections initiative.

**Summit Livestock Facilities**
Improving Feedlot Profit Potential

An FBi Buildings company.



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The 2013 ICA Beef Business Connections Programs help you grow your cattle business



A special "thank you" to Summit Livestock Facilities

The ICA would like to express its sincere appreciation to the leadership of Summit Livestock Facilities, an FBI Buildings company. Their support and inspiration helped us launch this important educational initiative for the Iowa cattle industry.



An FBI Buildings company.



Matt Deppe
Chief Executive Officer
Iowa Cattlemen's Association

An Exciting Road Ahead

It is the mission of the Iowa Cattlemen's Association to 'Grow Iowa's beef business through advocacy, leadership and education.' While we continue to be the definitive voice of Iowa's beef cattle producers at the policy table, the Iowa Cattlemen's Association is also dedicated to advancing the economic strength of our members by connecting them to resources that help them grow their beef businesses. To that end, we are pleased to announce the creation of the ICA Beef Business Connections initiative.

Through ICA Beef Business Connections, ICA will provide information, training and education aimed at improving the longevity and profit potential for beef cattle producers like you.

The information that follows in this brochure is just the start. It includes an overview of the events and activities available in 2013 to ICA members at no cost. In addition, updates of this information and more will be communicated to Iowa's beef cattle producers through the ICA Beef Business Connections website. Visit it soon at BeefConnections.org.

Matt Deppe
Chief Executive Officer
Iowa Cattlemen's Association

Through ICA Beef Business Connections, ICA will provide information, training and education aimed at improving the longevity and profit potential for beef cattle producers like you.

You're Invited!

To any of four ICA Beef Business Connections
Low-Stress Cattle Handling, Training and
Demonstrations *Presented by Dr. Kip L. Lukasiewicz*

Who should attend:

Beef producers with feedlots or other operations where low-stress cattle handling skills may be used to improve animal comfort and reduce illness or injury for improved profit potential.

What you'll learn to improve the profit potential of your beef operation:

Attend this event and discover the fundamentals and approaches to communicating with cattle in a way that gets them to do what you want them to do with a minimum of stress and anxiety. Plus, you'll see how reducing animal stress is associated with improved cattle comfort, care, rate of gain and the profit potential of your beef operation.

Registration:

Telephone ICA Beef Business Connections at (515) 296-2266 at least one week prior to the event or visit www.beefconnections.org

Cost:

There is no cost to attend. Lunch is included.

Sponsored by: Summit Livestock Facilities, an FBi Buildings company.



Week of
July 22,
2013

10^{AM}-3^{PM}



When & Where:

July 22—North Iowa Area Community College
NIACC Farm Lab (southwest corner of campus)
500 College Dr., Mason City, IA

July 23—Kirkwood Community College
Trippie Beef Education Center
6301 Kirkwood Blvd. SW, Cedar Rapids, IA

July 25—Lee County Fairgrounds
Youth Learning Center
1100 North Main St., Cedar Rapids, IA

July 26—Farmer's Livestock
1953 G Ave., Red Oak, IA

Time:

10:00 AM to 3:00 PM

Presenter: *Dr. Kip L. Lukasiewicz*

Dr. Kip Lukasiewicz, DVM, is the owner of Sandhills Cattle Consultants, Inc. and an equal partner with Production Animal Consultation. In his work, his primary emphasis is on production animal medicine, disease prevention, data analysis and science-based decision making. Every day you will find him working on feedyard consulting, animal handling and facility design for both feedyards and cow/calf operations that promotes low-stress handling and cattle welfare. Dr. Kip received his Doctor of Veterinary Medicine degree from Kansas State University. He resides in St. Paul, NE, and is an active member of the Academy of Veterinary Consultants, Nebraska Veterinary Medical Association and American Association of Bovine Practitioners.

Capital Acquisition Seminar

Presented by Moe Russell and Tim Wells

Who should attend:

This seminar is for anyone considering a start-up, expansion or acquisition of beef cattle production in their farm business.

What you'll learn to improve the profit potential of your beef operation:

Attend this event and discover how to bullet-proof your financial statement and get financially fit for a start-up, herd expansion or acquisition. See how bankers evaluate the risk of lending to beef producers. Discover how to educate your lender about how your operation works financially and why you are a good investment.

Registration:

Telephone ICA Beef Business Connections at (515) 296-2266 at least one week prior to the event or visit www.beefconnections.org

Cost:

There is no cost to attend. Lunch is included.

Sponsored by: Summit Livestock Facilities, an FBI Buildings company.

Presenter: *Tim Wells*



Tim Wells is Vice President of Ag and Commercial Lending at First Midwest Bank, Moline, IL, which serves eastern Iowa and western Illinois. Tim grew up on a registered Jersey dairy farm in Illinois. Before joining First Midwest Bank, he worked at John Deere Credit.

Today, he works with beef producers who are interested in herd expansion either as a start-up or existing cattle operation. His attention to detail and deep understanding of bank approval processes, combined with his knowledge of livestock production, makes Tim a valuable resource for his beef producer customers.

When & Where:

Tuesday, January 29
Hurstville Interpretive Center
18670 63rd Street
Maquoketa, IA

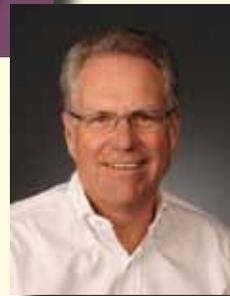
Thursday, January 31

Buena Vista University
Siebens Forum Building
Room Hanson 8
610 W. 4th Street, Storm Lake, IA
(Park in lots K & L)

Time:

10:00 AM to 2:00 PM

Presenter: *Moe Russell*



Moe Russell is the Co-founder and President of Russell Consulting Group of Panora, IA. He provides consulting services to clients in 19 states and Canada, specializing in risk management services, transition planning and feasibility analysis.

He grew up on a diversified grain and livestock farm near Monticello, Iowa, and is still involved in production agriculture.

He spent 26 years with Farm Credit Services and served as Division President-Branch Lending, where he was responsible for 82 lending offices in Iowa, Nebraska, South Dakota and Wyoming.

Moe is a frequent business speaker on motivation, planning and entrepreneurship. He has authored more than 200 articles and webinar series and writes a monthly column called "Riskwise" for Corn and Soybean Digest magazine.



Presenter: *Lars Peterson, CHP, CFBA*

Lars Peterson is a business advisor for Transition Point Business Advisors, where he works with family and closely held business clients on transition issues. He has consulted on a variety of topics, including business succession, family farm succession, family business organization, leadership, conflict resolution, strategic planning and organizational development. Lars holds a Certificate in Family Business Advising (CFBA) from the Family Firm Institute, is a certified "Heritage Planning Professional" through the Heritage Institute and is certified as a "Crucial Conversations" trainer.

Generational Ownership Transfer Seminar

Presented by Lars Peterson and Moe Russell



Who should attend:

This seminar is for beef cattle producers who intend to transfer ownership of the beef cattle operation to either family members or a young farmer interested in following in your footsteps.

What you'll learn to improve the profit potential of your beef operation:

Attend this event and discover the way in which a business transition is planned and executed can literally make or break the future of the business and the people involved. This session will help producers recognize key succession opportunities and risks and what they can do to build a family legacy and have harmony at the Thanksgiving table with children inside and outside of the business. It will also help producers begin to think about the personal, business and family issues that need to be addressed that often take a back seat to financial and tax implications.

Registration:

Telephone ICA Beef Business Connections at (515) 296-2266 at least one week prior to the event or visit www.beefconnections.org

Cost:

There is no cost to attend. Lunch is included.

Sponsored by: Summit Livestock Facilities, an FBI Buildings company.

When & Where:

Thursday, March 14
Heartland Acres
Agribition Center,
2600 Swan Lake Blvd.
Independence, IA

Time:

10:00 AM to 3:00 PM