



# Herd the News

July/August 2019

*The California Wool Growers Association will deliver lasting value to support and grow all segments of the California sheep industry.*

## ASI Award Trade Promotion Funds

The American Sheep Industry Association (ASI) was one of 48 organizations awarded funds last week through the U.S. Department of Agriculture's Agricultural Trade Promotion (ATP) Program to help offset the effects of an ongoing trade war between the United States and China.

The 48 recipients are among the cooperator organizations that applied for \$200 million in ATP funds in 2018 that were awarded earlier this year. As part of a new round of support for farmers impacted by tariffs imposed by China, those groups had the opportunity to be considered for additional support for their work to boost exports for American agriculture, food, fish and forestry products.

ASI requested \$1.7 million in ATP funds, and was awarded \$1.5 million to assist in developing new markets for American wool and sheepskins. ATP is a cost-share program that is designed to reimburse non-profit agricultural trade organizations, non-profit state and regional trade groups, agricultural cooperatives and state agencies that conduct approved foreign market development activities and have suffered damages as a result of tariffs.

The American wool and sheepskin industries have most certainly seen the effects of 10 and then 25-percent tariffs that have been placed on their products going into China - which has long been the top buyer of American wool and sheepskin exports. From September 2018 to March 2019:

- The total dollar value of wool exported to China has dropped 85 percent (when compared to the previous year). China was the top market for raw wool and consumed 72 percent of total American wool exports.
- The total dollar value of sheepskins exported to China has dropped 67 percent (when compared to the previous year). China was also the top market for sheepskins and consumed 80 percent of American sheepskin exports.

"The American wool and sheepskin industries are thankful that USDA leaders have noticed the detrimental effects of tariffs on our products, and that they have included ASI in the most recent round of ATP allocations," said ASI Deputy Director Rita Samuelson. "We'll put this money to use to develop new markets and expand existing markets for these quality American products."

Funds from the program will be used to support the quality samples program, trade missions, trade fairs and other marketing programs to increase the visibility of American wool and sheepskins in countries where manufacturing is on the rise or in countries that don't currently use American wool or sheepskin products in their manufacturing.

In addition to support for American wool, USDA plans to purchase up to \$17 million in American lamb meat through the Agricultural Marketing Service's Food Purchase and Distribution Program. The purchase is part of a \$1.4 billion buy of surplus commodities of fruit, vegetables and meat. The purchased products will be distributed through the Food and Nutrition Service to food banks, schools and other outlets serving low-income individuals.

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## Presidents Message – Dan Macon



Dear CWGA Membership,

During the month of July, I've had occasion to visit three High Sierra sheep camps (two in the vicinity of a research project I'm doing, one as the destination of a backpacking trip). Actually, now that I think about it, I've visited a total of five camps - three historic camps and two current (working) camps. I guess this is probably a sign that my professional and personal interests overlap to the extent that one is indistinguishable from the other. Perhaps that suggests I'm boring; I prefer to think that I'm fortunate to be doing work I love.

Several weeks ago, my youngest daughter, Emma, and I backpacked into the Granite Chief Wilderness west of Lake Tahoe. The first part of the trail, from Alpine Meadows to Five Lakes, was extremely crowded; it's a popular day hike. But once we past the lakes and entered the wilderness area, we only saw one other person on the trail. Just a couple of miles past Five Lakes, we crossed Whiskey Creek and arrived at the Whiskey Creek Sheep Camp. No longer in use, the buildings at the site today were originally constructed by the Ibarra brothers from Reno in 1959 (according to the Forest Service). Reno's Basque community has since restored the cabin, storage building, and oven.

The cabin and store room at Whiskey Creek are log structures made from lodgepole pines harvested nearby. Both buildings have tin roofs; the store room includes screened cabinets that would have been sheathed in wet burlap to keep food cool. The highlight of the camp, though - at least for me - is the oven. While the interior of the oven is lined with bricks, the external structure is made entirely from dry-fitted granite. It's beautiful - and it looks like you could still bake bread in it today.

The camp sits just south of Squaw Peak. I was struck by the fact that the Ibarra brothers were packing supplies and material into the camp at the same time the U.S. Olympic Committee was improving the ski hill at Squaw Valley - the 1960 Winter Olympics took place just over the mountain! Today, the camp is considered an "archeological site" by the Forest Service - a regulatory way of saying it can no longer be used by sheepherders. Since the camp is in a wilderness area that was created in the mid-1980s, I suspect the mountain meadows, forests, and sagebrush benches we hiked through have not been grazed for at least 30 years. As you might imagine, the amount of fuel-load in the backcountry was frightening.

Sometimes, I find that it's easy to forget the importance of our heritage as an industry when I get caught up in the day-to-day work of raising sheep, going to work, and raising a family. The short trip that Emma and I took this summer reinforced for me that our heritage is important! In light of that, I'm planning to host a CWGA shepherd's picnic somewhere in the High Sierra next summer! Stay tuned for details!

Finally, I am looking forward to renewing old friendships and making new ones at next month's convention. Our PERC Committee, with Erica's help, have developed a great workshop on wool for Friday afternoon. Saturday's membership meeting will include market and labor updates and important policy discussions. I hope you're planning to attend! See you in Minden!

## Welcome New Members

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CWGA is very pleased to welcome the following new members to CWGA:

*Thomas Alling, Nevada City CA*

*Marcia Barinaga, Marshall, CA*

*Nick and Karen Boudreau, Munchkin Meadows Ranch, Sebastopol, CA*

*Rosie Busch, Woodland, CA*

*Robin Elliott, On the Lamb Herding, Camarillo, CA*

*Joseph Esnoz, Shafter, CA*

*Lani Estill, Lani's Lana Fine Rambouillet Wool, Cedarville, CA*

*Julie Finzel, UC Cooperative Extension, Kern/Kings/Tulare, Bakersfield, CA*

*Nick & Georgie Greiner, Oxford, IA*

*Heidi Stauffer, Sacramento, CA*

*Stone Steps Farm, Nicasio, CA*

*Edgardo Tech, Gold Town Farm, Lincoln, CA*

Do you know a producer or industry stakeholder that is not a member of CWGA? If so, please share this issue of *Herd the News* and urge them to support their industry and join CWGA today!

## Member News

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### Calling All Photographers

CWGA invites you to enter this year's Photo Contest. All photos will be judged together and voted on by attendees Friday afternoon and Saturday morning. Awards will be given to the top three winners.

All photos must be taken as a high-resolution digital photo and submitted electronically via email to [info@woolgrowers.org](mailto:info@woolgrowers.org). Limit of three (3) photo entries per person. **Entry Deadline: August 2, 2019.**

### Renew Your Membership Online

For those members who prefer to pay for their membership online, electronic payments by credit card and PayPal are now being accepted on the CWGA website. To renew your membership electronically visit [www.californiawoolgrowers.org/join/join-renew](http://www.californiawoolgrowers.org/join/join-renew).

### Comments on the Mendocino County Draft Integrated Wildlife Damage Management Due August 12<sup>th</sup>

The County of Mendocino, has completed a Draft Environmental Impact Report (Draft EIR) for the Integrated Wildlife Damage Management (IWDM) Program Project. Public comments are due August 12, 2019.

The proposed project is approval of the IWDM Program to protect agricultural and livestock commodities, human health and safety, natural resources, and property from wildlife damage. The IWDM Program would include the approval of Mendocino County's five-year Cooperative Services Agreement (CSA), including annual work plans (work and financial plans) required by the five-year CSA, with the U.S. Department of Agriculture's Animal and Plant Health Inspection Service (APHIS) Wildlife Services California Office (WS-CA) for wildlife damage management assistance in the County.

For further details visit [www.mendocinocounty.org/government/planning-building-services/public-notice](http://www.mendocinocounty.org/government/planning-building-services/public-notice).

# From the Flock

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A firsthand report from California sheep and wool producers.

*For this issue we asked members about how they market their lamb and/or wool products.*

## **Lesanne Jacobsen**

*Merced County*



We are a small purebred registered operation (50 brood ewes) that utilizes every avenue possible to market our product. Seedstock genetics is the main focus. We have a high level of expectation in the quality of our registered animals, and those not meeting the criteria are chosen to become farm fresh lamb.

We direct market our USDA inspected product via local Farmers' Markets. In addition, through social media, our webpage, Facebook and Instagram enables us to connect directly with our customer base.

We currently work with several restaurants and local chefs that have bought in to the idea of locally sourced meat direct from the producer. Direct marketing has allowed us to set the price for our high-end grain-fed product. Being able to tell our story, offer brochures and recipes provided by the American Lamb Board and putting a face to the product, is the ultimate sales promotion.

As to marketing our wool, we have opted to donate to an organization called "Wool for Worthy Causes". The director provides the necessary wool sacks and picks up the wool when called. As we raise two meat breeds with a less desirable wool quality, this route was found to be the best for us. The costs of shearing and shipping far exceed the value of the product. By donating, we are able to receive a tax donation.

## **Marie Hoff**

*Mendocino County*



My company, Full Circle Wool, sources coarse wool from ranches using Carbon Farming to make natural & nontoxic items like batting, bedding, sponges, felt, etc. These products are sold mainly wholesale and some online on my website and through Etsy which are a cost-effective means for marketing direct to consumers.

I've sourced wool in the past from **Jensen Ranch** and Stemple Creek Ranch in Tomales, CA. This year I've branched out and started sourcing from Hulsman Ranch (Lassen County), **Harston Ranch** (Sonoma County), and **Ferndale Farm** (Humboldt County). My customers value products sourced from ranchers that

employ practices from their Carbon Farm Plan which include compost application, rotational grazing management, hedgerow establishment, and cover crop, which result in carbon sequestration and a healthy environment. Carbon farming implements practices that pull carbon down out of the atmosphere and sequester it in the soil. This is a concept that makes sense to both farmers and consumers alike.

So, I use the concepts and practices of carbon farming to link producers with consumers. The actual farming practices themselves are the marketing material. At this time, the summer, I am in a lull, with just enough inventory to keep up with regular orders until the wool I purchased this year is processed. And then I plan to create a catalog with all the new wool products in order to reach out to more wholesale clients.

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*Are you interested in serving as a "From the Flock" contributor? If yes, please contact the CWGA office at (916) 444-8122 or [info@woolgrowers.org](mailto:info@woolgrowers.org).*

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## California Guard Dog Funds Received

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The California Guard Dog Fund was established in 2018 to support and engage in legal and legislative activities related to sheep, livestock, and agriculture in California. Thank you to the following contributors:

*Martin Albini, Valley Ford, CA*  
*American Sheep Industry Association*  
*Ed Anchordoguy, Anchordoguy Lamb, Sebastopol, CA*  
*Bob Beechinor, E & B Sheep Co., Bakersfield, CA*  
*Robert Carreiro, Riverdale, CA*  
*Central California Wool Growers Association*  
*Cubiburu Livestock Inc., Stockton, CA*  
*Florence Cubiburu, Stockton, CA*  
*Ken Deaver, Deaver Ranch, Plymouth, CA*  
*Morgan Doran, Woodland, CA*  
*Nancy East, Sheep Rock Ranch, Alturas, CA*  
*Ben Elgorriaga, Elgorriaga Livestock Inc., Madera, CA*  
*Stephen Elgorriaga, Bonita Land & Livestock Co., Madera, CA*  
*R. Emigh Livestock, Rio Vista, CA*  
*Phil Esnoz, Shafter, CA*  
*Martin Etchamendy, Etchamendy Sheep Co., Bakersfield, CA*  
*Richard Hamilton, Rio Vista, CA*  
*Sharon & Ron Harston, Sebastopol, CA*  
*Ryan Indart, Indart Ranch, Clovis, CA*  
*Francisco & Miguel Iturriria, I & M Sheep Co., Bakersfield, CA*  
*Frankie & Renee Iturriria, F & I Sheep Co., Bakersfield, CA*  
*Freddie Iturriria, A & F Sheep Co., Oildale, CA*  
*Gary & Wanda Johnson, Boonville, CA*  
*Kern County Wool Growers Association*  
*Kern County Wool Growers Auxiliary*  
*Lempriere USA, Inc., Mt. Pleasant, SC*  
*LiveWire Products, Penn Valley, CA*  
*Dan Macon, Flying Mule Farm, Auburn, CA*

*Mike Mann, New Cuyama, CA*  
*Joe Mattos, IOU Sheep Co., Visalia, CA*  
*Lloyd McCabe, Barmac Farms, Dixon, CA*  
*Susan Moranda, Ferndale, CA*  
*Mountain Plains Agricultural Service, Casper, WY*  
*Mountain States Lamb Cooperative & Mountain States Rosen LLC, Douglas, WY*  
*National Lamb Feeders Association, Pierre, SD*  
*Jim Neumiller, Healdsburg, CA*  
*Nevada Wool Growers Association*  
*Niman Ranch, Colorado*  
*Joanne Nissen, Soledad, CA*  
*John & Connie Olagaray, Five-O Ranch, Lodi, CA*  
*Wes & Jane Patton, Glenn Land Farm, Orland, CA*  
*PJ Phillips, Nissen Ranch, Esparto, CA*  
*Dennis Pluth, Pluth's Homstead Ranch (Est 1882), Clearlake Oaks, CA*  
*Joe Pozzi, Pozzi Ranch, Valley Ford, CA*  
*Kathleen Robidart, Round Timbers Ranch, Lodi, CA*  
*John Ross, Alexandria, VA*  
*Roswell Wool, Roswell, NM*  
*Joe Schlitt, Wylecote Farm, Knightsen, CA*  
*Andrée Soares, Star Creek Land Stewards, Inc., Los Banos, CA*  
*Stackhouse Family, Montgomery Creek, CA*  
*Superior Farms Inc., Sacramento, CA*  
*Pete & Beth Swanson, Tracy, CA*  
*Ray & Terry Talbott, Talbott Sheep Co., Los Banos, CA*  
*Utah Wool Marketing Association, Tooele, UT*  
*Don Watson, Napa Valley Lamb Co., Loveland, CO*  
*Western Range Association, Twin Falls, ID*  
*Jim Yeager, Putah Creek Dorsets, Davis, CA*  
*Yolo County Cattlemens & Wool Growers Association*



# *California Wool Growers Association*

## **159<sup>th</sup> Annual Meeting & Convention**

**August 23 – 24, 2019**



### **Registration Information**

To register visit [www.californiawoolgrowers.org](http://www.californiawoolgrowers.org).

**Early Bird Meeting Registration Deadline – August 2, 2019**

**Meeting Registration Deadline – August 9, 2019**

### **Lodging Information**

**Carson Valley Inn & Casino**

1627 Hwy 395 North, Minden, NV 89423

**GROUP ROOM RATE DEADLINE – AUGUST 2, 2019**

Call: 1-800-321-6983 & mention the California Wool Growers Association or Group #1528





# IMPROVING YOUR FLOCK'S WOOL & FIBER QUALITY WORKSHOP

*Workshop hosted by the California Wool Growers Association*

**Friday, August 23, 2019  
1:00 pm – 5:00 pm**

**Carson Valley Inn & Casino, Minden, NV**

**Workshop Cost \$25.00 ~ Registration Deadline August 16<sup>th</sup>**

*Please join the California Wool Growers Association at its 159<sup>th</sup> Annual Meeting & Convention on Friday, August 23<sup>rd</sup> for a workshop focusing on improving your flock's wool and fiber quality.*

*This workshop will address topics surrounding improving and marketing wool and fiber. Topics include feed and nutrition, how to have a successful shearing day, direct marketing to consumers, and industry efforts to improve the demand for U.S. wool. Presenters are industry experts on the wool industry. This workshop is open to ALL sheep producers, large and small, and industry stakeholders.*



**Proper Nutrition  
for Wool Quality**

**Planning for a  
Successful  
Shearing Day**

**Learn About the  
Fibershed  
Program**

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## Legislative Update

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### Endangered Species Protection Sought for Mountain Lions in Southern California, Central Coast

On June 25<sup>th</sup> the Center for Biological Diversity (CBD) and Mountain Lion Foundation formally petitioned the California Fish and Game Commission to protect mountain lions under the California Endangered Species Act (CESA).

The petition seeks protections for gravely imperiled cougar populations in Southern California and on the Central Coast, including the Eastern Peninsular Range, Santa Ana Mountains, San Bernardino Mountains, San Gabriel Mountains, Santa Monica Mountains, and north along the coast to the Santa Cruz Mountains.

Habitat loss and fragmentation caused by freeways and sprawl have led to high levels of genetic isolation and human-caused mortality. These lion populations suffer from dangerously low genetic diversity. The animals are often killed trying to cross freeways, in retaliation for preying on livestock, and by poachers. Others die excruciating deaths after consuming prey that have ingested toxic rodenticides. Whenever a female lion dies, there's a good chance kittens are being orphaned.

Mountain lions have profound impacts on their environment, which help to support the overall health of California ecosystems. Their kills provide an important food source for a host of wild animals, including California condors and gray foxes. Their presence benefits rare native plants, butterflies and even songbird populations.

Losing mountain lions may create imbalances that result in severe repercussions for people. In the eastern United States, where cougars are now extinct, uncontrolled growth of deer populations has resulted in overgrazed vegetation, loss of biodiversity, an increase in tick-borne illness, and a higher percentage of vehicle-deer collisions than in the western states where mountain lions reside.

Under CESA, the California Department of Fish and Wildlife has three months to make an initial recommendation to the Fish and Game Commission, which will then vote on the petition at a public hearing later this year. If mountain lions win protection under the Act, state and local agencies will have to work more carefully to manage threats to them. For example, road and development projects would have to include measures to preserve natural habitat links, such as wildlife crossings under freeways.

### Largest Depredation Event by Wolves Since Return to Calif.

California Department of Fish and Wildlife (CDFW) has posted depredation investigation reports from July 13 and July 15, 2019 to the CDFW Gray Wolf web page. These reports confirm two deaths by wolves of yearling calves in Lassen County and also include information about injuries to three additional animals. This represents the largest depredation event by wolves thus far since the return of wolves to the state. The report can be accessed at <https://www.wildlife.ca.gov/conservation/mammals/gray-wolf>.

CDFW appreciates the enormous challenges associated with living with such an iconic species of predator and the impacts that are suffered by the owner of the calves. CDFW is aware of the damage that wolves can cause to cattle producers, not only in the deceased animals, but in resources spent on exclusion and additional stress to the herd. After the depredations, the producer moved the herd quickly preventing further attacks.

CDFW will continue to bring the best available management practices to work with the agricultural communities and local leaders throughout current wolf range to deter conflict to the extent possible. At this time, we are planning upcoming local stakeholder outreach to discuss depredation events and next steps for living with wolves in the state. Please stay tuned for additional information.

# Legislative Update

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## Bill to Reduce Human-Predator Conflict

U.S. Senators John Barrasso (R-WY), Tom Carper (D-DE), Kevin Cramer (R-ND), and Cory Booker (D-NJ) introduced S. 2194, Promoting Resourceful and Effective Deterrents Against Threats Or Risks Involving Species (PREDATORS) Act. This legislation would establish a new Theodore Roosevelt Genius Prize for reducing human-predator conflict through innovative, non-lethal technologies. The Theodore Roosevelt Genius Prizes were established as part of the Wildlife Innovation and Longevity Driver (WILD) Act that became law earlier this year.

Barrasso and Carper are chairman and ranking member of the Committee on Environment and Public Works (EPW). Cramer and Booker are members of EPW. The committee held a legislative hearing on the PREDATORS Act on Wednesday, July 24.

“We can reduce rare but deadly conflicts between humans and wildlife predators,” said Barrasso. “In Wyoming, grizzly bear attacks have tragically resulted in severe injury and even death for hikers and hunters. Across the country, similar attacks by sharks, mountain lions, and alligators have had similar results. The bipartisan PREDATORS Act will encourage innovators to develop new technologies to reduce dangerous human-wildlife interactions. This legislation is another example of how we can work across party lines to help protect people and wildlife.”

“Conflicts between humans and predatory animals not only threaten public safety, but also endanger these species, which are critically important in their ecosystems,” said Carper. “More work can be done to make sure both humans and wildlife populations can live near one another without dangerous confrontations. This bipartisan bill is one step to foster innovation and advance the latest science and technology to reduce human-predator conflicts. I look forward to continuing to work together to address the fundamental drivers of human-predator conflicts, including habitat loss and climate change.”

“Western states often have to deal with the dangers and interference of wildlife,” said Cramer. “This legislation is meant to encourage innovative, nonlethal solutions to protect wildlife and local communities.”

“Climate change, habitat loss, and over-exploitation endanger many species of wildlife,” said Booker. “Due to these persistent pressures, it is important that we prioritize non-lethal options to prevent potential conflicts with humans. I look forward to continuing to work with my colleagues on solutions that protect our communities and wildlife.”

## DOL Announces H-2A Changes

The Department of Labor Employment and Training Administration and Wage and Hour Division released a Notice of Proposed Rulemaking this week to solicit comments on proposed changes to the H-2A Agriculture Guest Worker Program - which includes special provisions for sheepherders and shearers. The announcement is part of the administration's efforts to make improvements to the H-2A program.

The notice is 489 pages long and herding and shearing advocates such as the American Sheep Industry Association, Mountain Plains Agriculture Service and the Western Range Association are still reviewing proposed changes to see how they might affect the American sheep industry.

The Department of Labor will be accepting comments on the proposed changes for 60 days after the announcement is officially published in the Federal Register. To view the Notice of Proposed Rulemaking visit [www.foreignlaborcert.doleta.gov](http://www.foreignlaborcert.doleta.gov).

# Lamb Market Updates

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## Mexico Fuels Big Month for U.S. Lamb Exports

Recent momentum for U.S. lamb exports has been led by strong variety meat demand in Mexico. Lamb variety meat exports to Mexico set a record in 2018 at more than 10,000 mt and are well ahead of that pace this year. One of the factors driving this success is the growing popularity of lamb neck meat for barbacoa, an item USMEF has aggressively promoted to importers in Mexico. Lamb muscle cut exports to Mexico also climbed significantly in May as combined lamb and lamb variety meat exports reached 1,155 mt, up 41% from a year ago, while value increased 67% to \$1.4 million.

On a global basis, May lamb exports totaled 1,310 mt, up 31% from a year ago, while value increased 30% to \$2.3 million. This pushed January-May exports 51% above last year in volume (6,710 mt) and 26% higher in value (\$11.5 million). For muscle cuts only, January-May lamb exports were up 14% in volume (1,041 mt) and 19% in value (\$6.7 million).

*Source: U.S. Meat Export Federation, [www.usmef.com](http://www.usmef.com).*

## Lower NZ Lamb Crop Puts Pressure on Global Prices

Lamb supply in New Zealand has begun dropping in the lead up to their winter seasonal low. NZ lamb production is much more seasonally pronounced than Australia, with an historical supply trough in August a mere quarter the size of peak production in March. Given that Australia and NZ account for more than 70% of global lamb exports, Australia is typically left to fill a large proportion of global demand through the southern hemisphere winter months.

However, dry conditions this year across much of Australia has made finishing what few lambs remain over winter a challenge and are expected to lead to a more subdued and delayed spring flush of new season lambs. Pressure on prices will likely remain on both sides of the Tasman until adequate supplies in either country hit the market later this year.

Furthermore, NZ's 2018-19 (year ending September) lamb slaughter is estimated to be down 6% on the previous year, at 23.2 million. This decline is being driven by lower lambing percentages (down 2.6% on the previous year, at 129%) and a reduced ewe flock (down 3.6% on last year), as strong mutton prices incentivized an increase in ewe turn-off late last year.

Beef + Lamb NZ expect average carcass weights for the year to reach 19.0kg, with elevated prices and limited supply encouraging farmers to carry an increased number of lambs through to spring. Winter slaughter is expected to be lower than normal with recent reports from AgriHQ NZ confirming a 6% drop in lamb slaughter versus last year.

NZ lamb exports for this season (October-to-May) are 237,000 tons cwt, up 1.8% on last year. July, August and September volumes will drop off in line with typical winter slaughter patterns before picking back up through mid-to-late spring as producers offload late season lambs.

China is now well established as NZ's largest market, accounting for over half of all exports this season and up 21% year-on-year. This growth is coming at the expense of NZ's other export markets. For example, in 2010, the EU27 received 25% of NZ lamb exports, but has represented just 15% of shipments so far this season. A similar trend has been seen in the UK market.

When considering a 12-month average for lamb prices, Australia and NZ tend to follow a relatively similar pattern. Given global demand remains robust and supply from both countries will be tight, price support should remain in the coming months.

*Source: Meat & Livestock Australia, [www.mla.com.au](http://www.mla.com.au)*

# Lamb Market Updates

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## Drought Bites Further Into Australian Sheep Flock

Strong prices aside, 2019 has continued to be another extremely challenging year for the nation's sheep producers. Drought conditions have persisted in all key sheep production regions, with many producers now running significantly reduced flocks.

The dry conditions have led to sheep slaughter remaining elevated so far in 2019. However, there has been an easing trend through autumn and a slow-down is expected in the second half of the year as producers look to maintain their core breeding flocks. Overall, annual sheep slaughter has been revised slightly upwards and is now expected to fall 11% year-on-year, to 8.5 million head.

A reduced breeding flock and generally poor lambing rates, combined with a poor weather outlook for winter, is expected to disrupt lamb supply in the coming months. For the first quarter of 2019, lamb slaughter remained close to year-ago levels. However, supply is expected to tighten for the remainder of the year and, without a turnaround in conditions, producers will face similar challenges to last year in getting lambs to finished weights. Forecast national lamb slaughter has remained unchanged and is expected to decline 7% on 2018, to 21.2 million head.

The aforementioned seasonal challenges will drive a contraction in the national sheep flock, which is expected to fall to 65.8 million head by June 2019, down 6.8% year-on-year and an 8.7% fall since 2017.

Focusing on demand, the outlook remains positive for the industry. Both lamb and mutton prices have reached record highs in the last 12 months despite the drought that has gripped the nation. This has been underpinned by strong demand for Australia's sheepmeat exports, which continue to push new highs, bolstered by a declining Australian dollar and limited competition. The growth in demand from China and the U.S. in particular, has translated into strong domestic farm gate prices.

*Source: Meat & Livestock Australia, [www.mla.com.au](http://www.mla.com.au)*

## Sheep Skins Remain in Poor Demand (Australia)

Skin prices have seen significant falls this month, the result of easing wool prices and global demand.

The increased popularity of synthetic leathers continues to impact the sheep skin market, with many manufacturers transitioning to the cheaper alternative instead of genuine leather for shoes, clothing and car seat covers. The inherently changing nature of the fashion industry adds another degree of uncertainty to the sheep skin and leather industry.

Sheep skin prices have been under further pressure this month due to declining wool prices. With lower demand for sheep skins, a large portion of skins are felled and the wool is sold separately. For the week ending 7 June, the Eastern Market Indicator (the primary wool market indicator produced by AWI) was 1864¢/kg, down 5% month on month.

This decline impacted heavily on the lamb skin market as prices declined 200¢ to 400¢/skin across most classes. The best quality lamb skins are trading at 700¢/skin, while small, short or damaged lamb skins have no value in the current market, with most being discarded. Sheep skins have held their value better than lambs. Merino skins trading at a premium grade are still making over 2000¢, while those in the second and third grades are generally making from 200¢ to 1300¢/skin.

As very few sheep skins are processed domestically, the market relies heavily on demand from overseas markets, primarily China, Russia and Turkey. However, the dominant exporters of sheep skins are relatively limited, principally Australia and New Zealand. Despite falling demand, prices have some support, due to the limited numbers of major suppliers.

*Source: Meat & Livestock Australia, [www.mla.com.au](http://www.mla.com.au)*

# Member Spotlight: Joe Pozzi ~ Raising Lamb, Making a Difference

## A Fourth-Generation Rancher

As a fourth-generation rancher in Marin and Sonoma counties, Joe has spent his entire life raising sheep and cattle on his family ranch near Valley Ford, Marin Agricultural Land Trust (MALT)-protected since 1993. Ranching is a labor of love for the Pozzi family. Joe's lambs are 100% grass-fed, grazing on lush coastal hills near the Marin-Sonoma county line. Through ranching, Joe feels a deep connection with the land, the animals and his loyal customers.

But ranching isn't always idyllic and carrying on a family legacy, like Joe is, is no easy task. Twenty years ago, the agricultural economy began shifting: small-scale family ranches were being replaced by increasingly larger industrial operations, squeezing out the smaller producers. Furthermore, inexpensive imported lamb was becoming increasingly available.

And on top of that, Americans don't eat much lamb to begin with (1/2 lamb per year as compared to 120 pounds of poultry and 60 pounds of beef per year) despite impressive nutrition and health benefits.

Business as usual for Joe, a small-scale lamb producer, just wasn't going to be enough.

So Joe decided to take a risk and make a change. A big one. His decision has changed agriculture throughout Northern California.

## Embracing Change

It started one morning in the 1990s as he was loading his grass-fed lambs onto a truck to be sold onto the wholesale market. Back then, he was getting 70 cents per pound, a price that did not reflect the value of his careful land stewardship and the high quality of the grass-fed lamb he was selling.

*"I was so disappointed that these beautiful lambs were being shipped to a feed lot and mixed with all of the other lambs from throughout the United States. These lambs deserved better."* ~ Joe Pozzi

Joe realized what he wanted. He wanted to provide customers with a different option — the choice to eat 100% source-verified, grass-fed lamb.

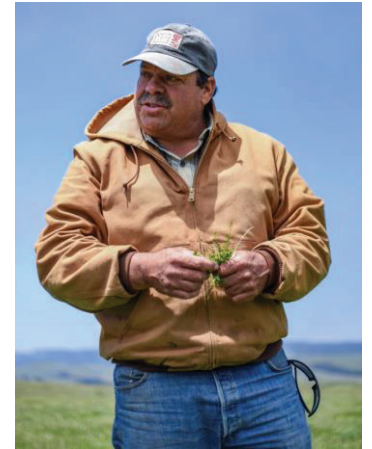
## A Better Option

That same day twenty years ago, Joe decided to develop his Pozzi Ranch Lamb® program, and since then he has partnered with other local lamb producers to realize his goal for consumers: they have created a 52-week-per-year supply chain to provide lamb to shoppers at Whole Foods stores throughout Northern California. Consumers can know where their lamb comes from and can support the practices of farmers who strive to maintain the best management practices for the animals and the land.

"How do you compete? For me, it's been staying small and diversified, and by changing the paradigm so we can bring back value to the ranchers."

Joe has broken the mold for what makes a West Marin rancher.

In addition to spending 52 weeks a year ranching, he also spends 52 weeks a year on marketing. Earlier this month, Joe visited at Whole Foods in Reno. He set up a table and a grill and cooked his delicious lamb, enticing customers over with the aroma. He talks with everyone on these market visits, he says. His aim is to help them understand the connection between the food they eat, the farmers and responsible land stewardship practices.



*“If those four hours in the store, far from the family ranch, helps sell lamb for the next twenty years because the customer has tasted the difference, then I’ll know that I’ve had an impact.” ~ Joe Pozzi*

## Adding Value

To continually add value to the lamb he sells Joe has earned a third-party certification from the [Global Animal Partnership \(GAP\) program](#), attesting to the practices that he puts into place for the welfare of the animals.

Joe also has played an active role with the [Gold Ridge Resource Conservation District](#) and the Farm Bureau, balancing stewardship and local politics in an effort to support agriculture.

Joe has worked extensively to create a [market for local wool](#); one overlooked benefit of sheep is the incredible fiber they produce annually. Joe sources local farmers’ wool, further adding value and diversify to our local farms and ranches.

Protecting agriculture in Marin is about more than just protecting the land. It is also about the active stewardship of the land and innovating how to do business so that the bottom line makes sense for the ranchers and farmers.

With people like Joe Pozzi making a difference, farming and ranching have a bright future in Marin County.

Source: [Marin Agricultural Land Trust](#)

## Sheep Grazing at Tesoro Viejo Yield Big Benefits for the Land and Animals

Imagine looking out the windows of your home and seeing sheep grazing. That’s exactly what’s happening at Tesoro Viejo. For two weeks this spring, 800 sheep from **Indart Group, Inc.** grazed nearly 20 acres with huge benefits not only for the land, but for the sheep.

“It’s a win-win for the land and for the animals,” says Brent McCaffrey, president of Tesoro Viejo Development. “Not only does the soil get rejuvenated naturally, but the sheep get huge benefits, too.”

As part of its sustainability efforts, Tesoro Viejo enlisted the help of nature – specifically grazing sheep – to take care of overgrowth, nourish wildlife by encouraging the growth of healthy forage, and recycle vital nutrients back into the soil.



Things are a little different for sheep rancher and **Ryan Indart** today than they were for his grandfather in 1937 when his family’s sheep ranching business began. Back then, sheep ranchers had to seek out opportunities for the sheep to graze land – now the sheep are being sought out to graze land.

“Sheep grazing is beneficial to the environment,” Indart says. “It adds carbon back into the soil; it enhances the soil profile with organic matter; sheep are very efficient converters of cellulose and sunlight into animal protein – not only are we taking care of your habitat, we are also providing food and fiber to our country.”

And let’s not forget about the benefits to the sheep. According to Indart, the sheep are being well nourished because they need four pounds of dry matter a day.

“The natural, native pasture that grows in these Sierra Nevadas foothills are some of the best in the world,” Indart says. “It’s like a cobb salad for the sheep.”

For third-generation sheep rancher Indart, he’s seeing a big demand for his sheep to graze solar farms because sheep are grazers who work well with the solar panels – cows are too tall and goats just climb.

Grazing sheep is just one of the many sustainability efforts at Tesoro Viejo. These adorable sheep give new meaning to “being a good neighbor” and because of their grazing efforts, the Tesoro Viejo community and surrounding environment are well taken care of.

Source: [Tesoro Viejo Blog](#)

# Is Your Ranch Ready for Fire Season? – *The New Foothill Rancher*

As spring turns to summer in much of the West, many of us who graze livestock on rangeland once again turn our attention to the threat of wildfire. After a record-setting fire year in California in 2018, many of us are bracing for another challenging summer and autumn.

Wildfire preparations are more complicated for commercial livestock operations. Like our neighbors, we need to create a fire safe space around our homes; we also need to think about protecting ranch infrastructure and livestock. If you haven't prepared a ranch fire safety plan, or even if you have one in place, the beginning of fire season is a reminder that we all need to be prepared! Here are a few ideas for putting together a plan for your operation.



## Assessing the Threat

What is at risk in your operation? Do you have livestock in multiple locations? What is access like to your home place as well as to rented properties? At a minimum, the following issues come to mind:

- We need to protect our home, barns and other infrastructure at our home place.
- Many of us have livestock in several locations. Where we have irrigated pasture, we aren't quite as worried about fire. Where we're grazing on dry grass, we are more concerned. While fire is an immediate threat to the health and well-being of our animals, it can also reduce the amount of fall forage we'll have.
- Access can be a challenge during a fire. Single-lane roads, law enforcement road blocks and other obstacles may make it difficult to access our livestock during a fire.
- Smoke can create health problems for people and livestock alike. About ten years ago, during a particular smoky stretch of the summer, we noticed an increase in respiratory disease in our sheep.

Because many of us have operations that are spread over multiple locations, getting timely and accurate information about where fires are can be challenging as well. CAL FIRE has a phone app that purports to send alerts when fires start near your location, although I've found that the app doesn't provide the real-time information I need about small local fires. Many of us have informal phone trees with the other ranchers in our area - this can be the best way to get in-the-moment information! Be sure you know the neighbors where your livestock are grazing!

## Developing and Implementing a Plan

A ranch wildfire plan should have several main components:

**Protecting Buildings, Infrastructure and Information:** All of us should make our home places fire safe! Remove flammable vegetation within 100 feet of our homes and other buildings. Don't forget other critical infrastructure like propane tanks, wells, equipment sheds and barns. Also be sure you have protected critical legal documents and insurance information. You should also check CAL FIRE's suggestions for putting together an emergency supply kit ([www.readyforwildfire.org/Emergency-Supply-Kit](http://www.readyforwildfire.org/Emergency-Supply-Kit))

**Protecting Forage:** Many of us stock our operations conservatively to ensure that we have fall forage for our livestock. You might consider creating fuel breaks to protect this forage. Disking or grading around the perimeter of pastures, or at least adjacent to potential ignition sources. Another alternative would be to use targeted grazing adjacent to roads or pasture boundaries. This can reduce the fuel load and slow a fire down. The width of any fuel break depends on the fuel type, topography/slope, and potential flame lengths that a fire might generate.

**Protecting Livestock:** Try to think ahead to how we might move animals out of harm's way. Given enough warning, could you either haul livestock away from a fire or herd them to a safe location? Many of us, however, have too many animals to evacuate on short notice. Leaving animals in pasture (or "sheltering in place") might be the best option in many cases. If you need to leave animals in place, be sure they have enough feed and water for several days. Will the animals have water if the power goes out? Be sure to take down temporary fences or other hazards that may injure animals as the fire moves through your property.

**Water Supply:** Water is critical for protecting our properties and for keeping livestock healthy. Do you have adequate water supplies for wetting down your buildings and facilities, or for directly fighting fire? If you have to pump water, do have a backup system in case you lose power? Can you provide stock water if the power goes out? You may wish to consider investing in a backup generator and/or additional water storage.

**Escape Routes:** Ideally, we should all have at least two routes in and out of our ranch properties. We try to think about at least two alternatives for moving our livestock to safety in the event of a fire - and this means loading and unloading facilities, a plan for gathering livestock, and a clear understanding of the road system near our pastures. Narrow roads can be problematic for navigating with stock trailers, especially when fire equipment is also inbound. You should also check CAL FIRE's suggestions for animal evacuations ([www.readyforwildfire.org/prepare-for-wildfire/go-evacuation-guide/animal-evacuation](http://www.readyforwildfire.org/prepare-for-wildfire/go-evacuation-guide/animal-evacuation)).

**Backup:** Obviously, we can't all be on hand 24 hours a day, seven days a week to respond to a fast-moving fire. Consider working with friends, neighbors or colleagues to have a backup plan to evacuate or otherwise protect your livestock. Consider meeting with your neighbors to go over key livestock facilities, evacuation plans and access routes. Be sure to check in with these backup resources in the event of fire.

**Communication Plans:** Do you have phone numbers for the other ranchers in your area? Do you know who runs the cows or sheep next door? Most of us probably do! During fire season, many of us text or call our neighbors when we see smoke. Perhaps it's time to formalize these calling trees.

**Situational Awareness:** If you're like me, your ear can tell the difference between a fire plane and a regular aircraft. Whenever I'm outside this time of year, I scan the horizon for smoke - especially when I hear fire planes overhead. I carry fire tools and a 5-gallon backpack pump in my truck during fire season, as well, and I'm constantly aware of my surroundings when I'm working in dry grass or brushland. Wildfire, obviously, is a significant threat in our region - and one that can be incredibly stressful to livestock and people alike. Preparation - through planning, improving our stockmanship skills, making our homes and ranches fire safe - can help reduce this stress.

## **Writing Down your Plan**

Even for ranching operations with few or no employees, writing down your plan can help others (spouses, neighbors, etc.) know what to do and who to contact in case of fire. A written plan should include the locations where livestock are grazing (which suggests this plan needs to be updated as livestock are moved). Location information should include a physical address and/or map, along with the number and class of animals on site. A written plan should also include a description of potential evacuation routes (including locations of loading facilities). Are there safe zones (like dry lots or irrigated pastures) on the property or nearby where animals could be moved if evacuation isn't possible? Is there an onsite caretaker or neighbor you can call in case of emergency? Are there other ranchers who could help you? What are the numbers of livestock haulers who might be available? A template is available at [www.ucanr.edu/sites/Livestock/files/288890.pdf](http://www.ucanr.edu/sites/Livestock/files/288890.pdf).

Share a copy of this plan with other people in your operation – your spouse, your partners, and/or your employees, at a minimum. Consider sharing this plan with your landlords, as well. Since animal control is often involved in emergency situations, consider providing a copy (or at least a list of locations where you have livestock) to your local fire, animal control, and law enforcement agencies.

Wildfire, obviously, is a significant threat in our region - and one that can be incredibly stressful to livestock and people alike. Preparation - though planning, improving our stockmanship skills, making our homes and ranches fire safe - can help reduce this stress.

# Inside the Shearing Shed with Kinkade Shearing

By **Marie Hoff**, originally published by **Fibershed**

Shearing is that unique seasonal dance between human and fiber animal. It's the act that offers us wool and fine fibers to wear, knit, and sleep upon. But for many outside the agricultural sphere, shearing appears as a cause for confusion or even concern.

"I came of age in a time when technology was becoming really widespread in most industries," shares Lora Kinkade on a springtime afternoon as she prepares for shearing — "but I had more interest in hands-on experiences that were more engaged with the world, so agriculture felt like a natural direction to take. I wanted to do really fundamental, important work, that was being lost, but that needed to be pre served."

Farmer and sheep-shearer Lora Kinkade lives and works in Northern California, but her work shearing sheep takes her up and down the state, and sometimes into Oregon and Nevada. As a shearer she often crosses many boundaries, not just state lines, but between urban and rural communities, human and animal interactions, intellectual and physical labor, and differing political perspectives. In between these dichotomies she finds a new way forward, mixing and matching practices and ideas that develop her interests. She blends the act of existing, together with plants and animals, into an art.

"In my early 20s I wanted to pursue things that were scary or challenging as a way of challenging my intellect, so I pursued things that felt uncomfortable to me, yet deeply familiar, like farming or shearing sheep," reflects Lora.

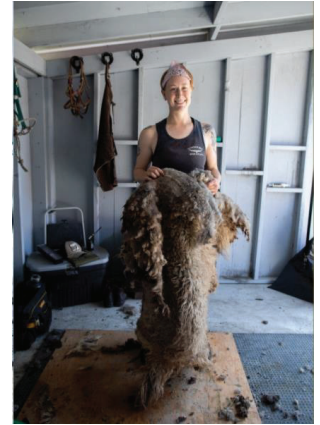
After receiving a degree in poetry from the University of California at Santa Cruz, Lora began to diverge from a more academic career and started learning about farming. She worked on a farm abroad in France, and more locally, worked at Petaluma's Green String Farm. She volunteered at Bodega Pastures, a Fibershed Producer member in West Sonoma.

She began to learn to shear sheep when she realized the need for shearers, first studying in 2015 through the week-long shearing program offered by the University of California Cooperative Extension at Hopland Research and Extension Center. Motivated by a dedication to animal welfare, Lora continued to shear after the program ended, building her strength and endurance, as well as expertise. She currently shears both small-scale flocks and those at the commercial scale. For the small-scale flocks she can shear on her own, contracting with individual farmers independently. For commercial flocks she shears on a shearing crew, one of many shearers working together to shear hundreds or thousands of sheep.

"There is something to be said for efficiency, the best thing you can do for a sheep when shearing, other than doing it cleanly, is to do it as quickly as you can while keeping the sheep calm. The safest way to handle an animal is when the power dynamic is really clear. The ambiguities can feel unsafe. When an animal feels that it can get away from you, that's when accidents happen."

Shearing sheep is not only about learning specific movements and using a shearing machine, it's also about relationships and decision-making. Power dynamics between people, and between people and animals, can be a daunting challenge. But from that challenge emerges a goal: to shear a sheep so that it will be healthy, and so people can make use of the wool that the sheep no longer needs during the summer. Accomplishing this task requires skill and care, as well as an endurance and embodiment that Lora thrives in — seems to revel in, even.

"I personally feel invested in commercial sheep shearing because I want wool to be relevant," she says. Few people outside the industry are familiar with shearing sheds, and although social media is changing this, the attention focused on shearing as a practice has not always been conveyed with clarity or accuracy. As a commercial shearer, Lora participates on two separate shearing crews, and notes the differences in culture between them. Each have their own tone and approach to handling, and as Lora says, "the person running the crew and their communication skills can have a big impact." Lora is a proponent of low-stress handling, first popularized by Bud Williams and further promoted today by Temple Grandin, among others. Lora believes that the best ways to spread these approaches are through engagement and participation, working with people and animals through many different cultural contexts, and valuing the hard, physical work agriculture often necessitates.



# Resources to Help Improve Your Operation

## ASI's Let's Grow Your Flock Program



A variety of resources and materials focusing on how to improve the productivity of your sheep operation have been funded through the American Sheep Industry's (ASI) Let's Grow campaign. These materials include webinars, articles, factsheets, and other items focusing on a wide-range of topics including genetic selection, nutrition, parasite management, and ewe performance.

To view the materials visit [www.sheepusa.org/Growyourflock](http://www.sheepusa.org/Growyourflock) [Resources](#) [EducationalWebinars](#).

## Lamb Industry Resource Center



The Best Practices to Increase Your Lamb Crop are designed to help producers increase productivity, reduce costs and gain more control over price volatility. These materials have been developed by a group of sheep specialists across the country.

To access these materials, visit [www.LambResourceCenter.com](http://www.LambResourceCenter.com).

## ASI Website Resources

The American Sheep Industry (ASI) websites offer a wealth of information on the sheep, lamb and wool sectors including lamb market reports, research on animal health issues, wool quality programs, and much more. To access information on the ASI website visit [www.sheepusa.org](http://www.sheepusa.org) and scroll over Research & Education, and Issues & Programs.

## National Sheep Improvement Program (NSIP)

By using breeding stock with genetic predictability, all types of flocks have a foundation of genetic information upon which to build a superior and more consistent product to their customers, whether this be a feeder, packer or consumer. This genetic predictability is achievable through NSIP's Estimated Breeding Values (EBVs). Visit [www.nsip.org](http://www.nsip.org) to learn more.



## UC Rangelands Predator Resources



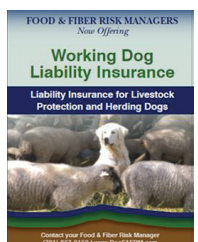
The UC Rangelands Predator Hub is designed to provide research-based information for rangeland livestock producers and wildlife managers on mitigating and managing potential conflicts. This site offers information on current research and resources on managing predators. Visit [www.rangelands.ucdavis.edu](http://www.rangelands.ucdavis.edu) for more information.

## Livestock Rick Protection (LRP) for Lamb

Livestock Risk Protection (LRP) for Lamb is designed to insure against unexpected declines in market prices of slaughter lambs. Sheep producers may select 13-week, 26-week or 39-week insurance periods as well as coverage levels ranging from 80 percent to 95 percent of the expected ending value to correspond with their general feeding, production and marketing practices. To learn more visit [www.sheepusa.org/resources-marketreports-lrplambreport](http://www.sheepusa.org/resources-marketreports-lrplambreport)

## Working Dog Liability Insurance

Working Dog Liability Insurance (WDLI) is for livestock producers, who use guardian and herding dogs to protect their livestock from predators and other risks, and to assist in the management of their flock or herd. Frequently the producers have no liability protection from incidents related to the guardian and herding dogs. For details visit [www.workingdogliabilityinsurance.com](http://www.workingdogliabilityinsurance.com)



## “Undercover” Videos Are Not Going Away: Hire Carefully

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Are the employees working on your farm there to help care for your animals? Do their goals align with your business? Unfortunately, it's a common strategy for some animal rights activist organizations to have individuals go “undercover” on farms to record videos that can be taken out of context, stage scenes of animal mistreatment or encourage abuse to record it without doing anything to stop it.



The Animal Ag Alliance, a non-profit dedicated to bridging the communication gap between farm and fork for more than thirty years, monitors animal rights activists and offers these tips regarding hiring:

- It is vital to thoroughly screen applicants, verify information and check all references.
- Be cautious of individuals who try to use a college ID, have out of state license plates or are looking for short-term work.
- During the interview, look for answers that seem overly rehearsed or include incorrect use of farm terminology.
- Search for all applicants online to see if they have public social media profiles or websites/blogs. Look for any questionable content or connections to activist organizations.
- Require all employees to sign your animal care policy. Provide training and updates on proper animal handling training.
- Require employees to report any mishandling to management immediately.
- Watch out for red flags, such as coming to work unusually early or staying late and going into areas of the farm not required for their job.

Always trust your gut – if something doesn't seem right, explore it further. Be vigilant and never cut corners on your hiring process, even if you need to hire someone quickly. Doing your homework on every job applicant may be time-consuming, but it can ultimately save your business' reputation. As always, it is important to work with local legal counsel to ensure compliance with federal and state laws for your hiring process.

You can find farm security resources and background information on animal rights activist organizations at [www.AnimalAgAlliance.org](http://www.AnimalAgAlliance.org) or reach out to the Alliance at [Info@AnimalAgAlliance.org](mailto:Info@AnimalAgAlliance.org) or 703-562-5160. As members of the Animal Ag Alliance, we have access to more detailed resources on hiring and farm security. If you have suspicious applicants on your farm, contact us to verify if the individuals have connections to animal rights activism.

**CWGA Comment** - San Joaquin, Sonoma and Stanislaus Counties are hot spots for animal activist activity this year. While the focus of the activity is on the dairy and poultry industries, please be aware of your surroundings and review the security resources and background information on animal rights activist organizations at [www.AnimalAgAlliance.org](http://www.AnimalAgAlliance.org)

## CA\$H IN on Your Exclusive CWGA Member Benefits

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Pricing list available at [www.californiawoolgrowers.org/shop/healthproducts](http://www.californiawoolgrowers.org/shop/healthproducts). To order, contact the CWGA office at 916-444-8122 or [erica@woolgrowers.org](mailto:erica@woolgrowers.org).

# In Memory

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## ***Terry Bengard***

Terry Bengard, age 78, passed away peacefully on July 2, 2019, following a long and courageous battle with blood cancer. She spent her last days on the ranch in Salinas where she grew up and raised her family with her husband, Tom.

Terry was a wonderful wife and a faithful companion to Tom for over 60 years. Having similar interests, the two spent their life building a large and diversified agricultural operation that included row crops, orchards, cattle and sheep. Over the years, the Bengards acquired many ranches throughout California and Southern Oregon to farm and run cattle on.

Terry has been involved in many clubs and organizations throughout her life. She was a member of the Cattlewomen's Associations in Plumas, Tehama, Shasta, and San Benito Counties, as well as Monterey County, where she served on the Board for many years. She was a member of California Women for Agriculture and the California Wool Growers Association. Terry served on the Board of the Monterey County SPCA and was a founding member of P.A.W.S. In 2007, Bengard Ranch was chosen as CBCIA's Commercial Producer of the Year and she was the Monterey County Cattlewoman of the Year in 2012.

She is survived by her husband Tom Bengard and her three children, Bardin (Pam) Bengard, Tracy (Paul) Pezzini and Tom (Louise) Bengard, all of Salinas. She is also survived by her ten grandchildren, Bridget (Chris) Rotticci, Bardin (Stephanie) Bengard, Sarah Bengard, Christian Bengard, Haley Pezzini, Wesley Pezzini, Michael Bengard, Jamie Bengard, Owen Bengard and Nick Bengard, and four great grand-children, Blair and Walter Rotticci and Penelope and Daphne Bengard.

In lieu of flowers, the family asks that you make a donation in Terry's memory to your favorite charity supporting youth in agriculture, providing for the welfare of pets, or promoting agriculture in the State of California.

## **CWGA Memorial Funds Received**

The CWGA Memorial Donation Fund helps to support CWGA to deliver lasting value to support and grow all segments of the California sheep industry.

*Terry Bengard ~ Anonymous (Memorial to the California Guard Dog Fund)*

*Laura Goss ~ Jean Hansen*

*Barbara Thorne ~ Anonymous (Memorial to the California Guard Dog Fund)*

## **CWGA Scholarship Funds Received**

The CWGA Scholarship provides assistance to enrolled college students pursuing an academic program with an interest and/or emphasis in the California sheep industry.

*Anonymous*

*Billy Cox, Auburn, CA*

*Ben Elgorriaga, Elgorriaga Livestock Inc., Madera, CA*

*Terry Mendenhall, Mendenhall Wool Ranch, Loma Rica, CA*

*Joe Schlitt, Wylecote Farm, Knightsen, CA*

*Andree Soares, Star Creek Land Stewards, Inc. Los Banos, CA*



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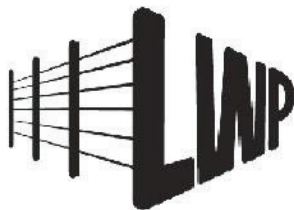
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*Looking forward to speaking with you, Bill & Susan Shaul*



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## **Mark Your Calendars**

**August 1 – 2, 2019**

**3<sup>rd</sup> Annual CWGA Online All Breeds  
Sheep Sale**

**August 23, 2019**

**Improving Your Flock's Wool & Fiber  
Quality Workshop  
Minden, NV**

**August 23 – 24, 2019**

**159<sup>th</sup> Annual CWGA Meeting &  
Convention  
Minden, NV**

**October 5 - 6, 2019**

**Lambtown Festival  
Dixon, CA**

**December 7, 2019**

**CWGA Board of Directors Meeting  
TBA**

**December 11, 2019**

**CA Sheep Commission Meeting  
Sacramento, CA**

**April 18, 2020**

**100<sup>th</sup> Annual California Ram Sale  
Porterville, CA**



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