



Herd the News

May/June 2020

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

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The 100th Annual Ram Sale



The year began with great expectations of holding the 100th annual California Ram Sale. All of the plans started to unravel as COVID-19 became part of our vocabulary and we saw our entire world change. The Federal, state, and local rules and recommendations on how to respond to the pandemic were evolving as the final preparations were being made for the sale.

The consignors were finishing their rams and the buyers were experiencing a generally good feed year and anticipating a decent lamb market. Some buyers wanted a traditional live sale, regardless of where it was held, while others were reluctant to be part of any gathering due to COVID-19. When Porterville announced they would be unable to have the sale, the Committee scrambled to find a new location.

Wes Patton and John Olagaray, co-chairs of the Ram Sale Committee pondered several last-minute options, including moving it out of state or holding it at another facility. Each time they considered a way to have a live sale they met insurmountable roadblocks.

With the many roadblocks they encountered, the biggest decision they faced was whether an online ram sale would be possible or if they would be forced to cancel the 100th Annual Ram Sale.

With a tremendous amount of cooperation between the Ram Sale Committee, the consignors, and the buyers it was decided they would try having a virtual sale. Buyers sitting at a computer buying rams they had never seen. Susan Taylor who has been a part of the sale for years became the coordinator because of her experience with online sales. The consignors got their rams together in several locations and Susan traveled all over the western United States videotaping each pen of rams that would be offered for sale. Because the rams would not be going through the traditional veterinary and quality sifting process, the buck sellers made a commitment to only enter the rams that would have passed the sifting committees. Buyers were offered help using the online auction format and the 100th Ram Sale was conducted on April 18th.

The rams were sold and delivered to several collection points for the buyers to pick them up. There were several pick up locations, but The Tulare Sales Yard was by far the biggest, Dave Maceado from Tulare Sales Yard went above and beyond by allowing the CWGA to use their auction yard facilities as a distribution point, free of charge.

There were even some consignors that paid the CWGA commission even when the rams did not officially pass through the sale.

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Executive Director

Because of the camaraderie and never-ending generosity of everyone involved the 100th Annual Ram Sale was a success and one that will not be forgotten anytime soon.

The 101st Ram Sale is scheduled to be in person and better than ever, on April 10, 2020, at the Porterville Fairgrounds. Some of the technologies that were used to make the sale a success this year will be incorporated into upcoming sales, but the live auction sale with Range Ram Index, quality and veterinary sifting, and other breed improvement opportunities will all look familiar again.

President's Message: 2020 Convention – Dan Macon



Seventy-seven years ago, in the midst of the Second World War, the U.S. Navy took over the Palace Hotel in San Francisco. In the 160-year history of the California Wool Growers Association, 1943 was the only year we were unable to hold our annual membership meeting – a remarkable record!

Fast-forward to 2020. I don't have to tell you that we are living through unprecedented times. As the COVID-19 crisis continues, the Inn at Morro Bay (where we had hoped to hold this year's annual meeting) is operating with half of its regular staff. The hotel is uncertain whether it will be able to host meetings like ours through the summer. And to help us make this important decision, we sent a survey to you, our members, to ask what you wanted to do. Thank you to everyone who participated!

Given this uncertainty, and given our desire to protect those within our membership who may be most at risk from this pandemic, the Executive Committee has decided to hold the 2020 CWGA Annual Convention virtually. We did not make this decision lightly – getting to see my friends and colleagues from throughout the California sheep industry is always one of the highlights of my year. But thanks to virtual meeting technology, we believe that we can conduct the association's business, provide opportunities for learning and socializing, and raise funds for the future of our organization. If our Ram Sale Committee can pull off a successful online California Ram Sale with less than four weeks of lead time, we're confident we can make this year's virtual convention a reality!

While we are working out the details, we did want to let you know the general schedule. On Friday, August 14, the CWGA board of directors will meet virtually via Zoom. We'll also offer 2-3 hour-long educational webinars (including a market update) on Friday. We'll cap off the first day with a virtual happy hour! Our annual business meeting will be on Saturday, August 15 – the meeting will include committee reports, a review of our policy resolutions, a financial report and budget review, election of officers, and recognition of award recipients.

We will also have an online fundraiser auction, much like the online Ram Sale. Bidding will open at 8:00 a.m. on August 14 and will close at 5 p.m. on August 15. We are looking for donated items – please contact the CWGA

office if you have something you'd like to donate to the fundraiser. I have donated an ABCA-registered border collie puppy, which I will deliver to the lucky buyer!

Finally, we want to invite you to the first ever (annual?!) Sheepherder's Picnic at Stampede Reservoir north of Truckee, California (near Talbott Sheep Company's summer range), on a date that will be announced later. This will be an informal potluck picnic (we'll provide barbecued lamb) – stay tuned for details!

In 1943, during a world-wide crisis, our organization was unable to meet. During the current world-wide crisis, thanks to technology and the dedication of our staff and volunteers, we'll be able to conduct the organization's business. Thank you for your understanding and support! As always, we welcome your comments and questions – please feel free to contact us!

4th Annual Online All Breeds Sheep Sale Updates!

We are excited to announce that for the first time the CWGA 2020 Online All Breeds Sheep Sale will include equipment in addition to sheep.

This can be new or used equipment that could help the next person with the management of their sheep enterprise. It could be panels, fencing, feeders, working corrals, loading chutes, shearing machines, trailers, atvs, trucks, dogs and/or other tools that you no longer need.

You will need to be accurate in your description and photos of the equipment and be available to answer questions via phone, text or email prior to the close of the sale. Delivery of the sold items will be up to the buyer and seller, so be ready to work that out before or after the sale.

Instead of entry fees for equipment, there will be a 12% commission fee.

Welcome New Members

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

Chris Cornett, Petaluma, CA

Olivia Raine, Esparto, CA

Julie Ross, Raising Hope, Pasadena, CA

Alison Smith, Hopland, CA

Rob Thompson, Legacy Ranching, Penn Valley, CA

Thoreson Sheep & Goat Company, Spirit Lake, IA

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!

Member News

Calling All Photographers

CWGA invited you to enter this year's Photo Contest. All photos will be judged together and voted on through a virtual platform. 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. Limit of three (3) photo entries per person. **Entry Deadline: July 31, 2020.**

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 <http://californiawoolgrowers.org/join/renew/>.

Thank You for supporting CWGA!

2020 Tentative Virtual Annual Convention Schedule

Monday, August 10 through Thursday, August 13

Committee Meetings via Conference Call or Zoom

Friday, August 14

8:00 a.m.	Silent Auction Bidding Opens
10:00 a.m. – 12:00 p.m.	CWGA Board of Director's Meeting
1:30 p.m. – 2:30 p.m.	Market Update – David Anderson, Texas A&M
3:00 p.m. – 4:30 p.m.	Sheep Health Webinar – Dr. Rosie Busch, UC Davis
5:00 p.m. – 6:00 p.m.	Virtual Happy Hour

Saturday, August 15

10:00 a.m. – 12:00 p.m.	Membership Meeting
12:00 p.m. – 1:00 p.m.	Break
1:00 p.m. – 3:00 p.m.	Membership Meeting (continued)
3:00 p.m. – 3:30 p.m.	Break
3:30 p.m. – 5:00 p.m.	Awards Presentations and Happy Hour
5:00 p.m.	Silent Auction Bidding Closes

Registration is free, but members are asked to register for each meeting they will participate in. A link for each session will be sent to members who are registered.

Membership Meeting Agenda Items

1. Approval of Agenda and Minutes
2. Committee Reports
3. RMAC and CRCC Updates – Andree Soares
4. ASI Report – Sarah Smith
5. ALB Report (optional)
6. California Sheep Commission Report – Richard Hamilton
7. California Public Lands Council Report – Emilio Huarte
8. Membership Business
 - a. Policy Resolutions
 - b. 2020-21 Budget
 - c. Dues Approval
 - d. Nominating Committee Report
9. Awards Presentations

In Memory- Fred M. Fulstone



Fred M. Fulstone, born August 27, 1920, passed away on Thursday, April 2, 2020. He was 99.5 years young, and simply lost his longstanding battle with natural aging. Fred was preceded in death by his wife Irene, and brother Richard, and is survived by his daughter Marianne (Scott Leinassar), grandchildren Kristofor (Andrea Leinassar) and Danielle (Daniel Rausch) and four great grandchildren, Aubrey, Jeremy, Colton, and Kelsey.

Fred was the oldest son of Fred Sr. and Dr. Mary Fulstone, and had been a lifelong resident of Smith Valley. A life time in agriculture and livestock introduced him to people far and wide; he was well known and respected in his community and industry. Fred was comfortable being known as Dad, Grandpa, Great-Grandpa, and as a sheep man. He spent his life walking the hills and country of western Nevada until mother nature said it was time to stop. Fred never agreed with this, but he eventually had no choice. His

daughter Marianne came back to the ranch, after graduating college, to help out for a short term, she has since been there for 40 + years, working side by side with her father. It was here that Fred began to enjoy life's changes; he embraced his grandson and granddaughter returning to the ranch and stepping into a larger role in the family business. He spoke often about his sense of pride in seeing this happen. All who knew Fred knew of his ease in offering an opinion of, right and wrong, good or bad, and we all understood that in his world there was the right way, the wrong way, and Fred's way; and if it was not Fred's way, then it was the wrong way.

Fred spent his childhood years working the family ranch until graduating high school, he then attended UC Berkley for two years, and the University of Nevada-Reno for one year until his mom asked him to return to the ranch to help through the depression years. He did so and met the love of his life Irene, they were married and spent the rest of their lives together in Smith Valley.

Fred was an innovator in farming and ranching. Being among the first to bring in larger farming equipment, to adapt new farming techniques, and helping develop new genetic bloodlines in husbandry in the sheep industry. Fred was very proud of the Rambouillet line of sheep that he helped develop, which are highly prized for hardiness of stock and finer fiber for the textile markets. Fred was always happy to encourage you to wear wool and eat American lamb. The list of people who cut their teeth as kids working on his haying crew, and people who in some way, spent time working the ranch, is long and noteworthy. Over the years people came from many walks of life and from many locations of the world. Some working with him for years and becoming part of the ranch family.

Fred was a kind, gentle, and compassionate soul, who would literally give you the shirt off his back if need be; many recall his endless stories of life and his never-ending optimism about people and the world. He was an environmentalist long before it became fashionable and a buzz word. Fred understood the balance of nature, the value of renewable resources, and the need to utilize these resources in a responsible way, working with nature, not against it. He was a unique source for teaching generations of politicians, governmental agents and field biologists these realities of livestock as a part of nature. Fred's passing represents a turning of the page, from a generation that lived through the Great Depression, to seeing a man walk on the moon. He will continue to be loved and missed.

Due to current times in our world, a service for Fred will be scheduled at a later date. His family asks that in lieu of flowers a donation be made to the Smith Valley Volunteer Fire Department.

Smith Valley Volunteer Fire Dept. 1 Hardie Lane, Smith, NV 89430

AUGUST 27 & 28, 2020



ONLINE ALL BREEDS SHEEP SALE



Now including Equipment!

CWGA is hosting its 4th Annual Online All Breeds Sheep Sale. The Sale will be held on August 27 & 28, 2020. Sales broadcast at susantaylorshowservices.com. Online catalog including pictures and videos will be available on August 17, 2020 at susantaylorshowservices.com (click on "current sales").

INTERESTED IN CONSIGNING?

Submit entry form through mail or online at californiawoolgrowers.org. For questions contact CWGA office at 916-444-8122 or info@woolgrowers.org.

ALL BREEDS

- Ram lambs, Stud Rams, Yearling Rams and Ewes of all ages
- Composites, Dorsets, Shropshires, Wool Breeds, Hair Breeds & more!

EQUIPMENT

- New or Used
- Panels, fencing, feeders, working corrals, loading chutes, shearing machines, trailers, atv's, trucks, dogs, and/or etc.

ENTRIES

- Entry Deadline: August 10th
- Entry fee: \$15 per head, \$20 per lot
- No entry fee for equipment

2020 California Ram Sale Review

2020 California Ram Sale Averages

Breed

REG. SUFFOLK	1	\$	1,375.00	AVG
REG. MERINO	1	\$	400.00	AVG
CORRIDEALE	1	\$	525.00	AVG
BLACKFACE	223	\$	138,725.00	AVG
WHITEFACE	10	\$	4,725.00	AVG
ALL RAMS	236	\$	145,750.00	AVG

BLACKFACE BREAKDOWN

SUFFOLKS	167	\$	101,975.00	AVG
CROSSBREDS	56	\$	36,750.00	AVG

2020 California Ram Sale Supporters

Thank You Ram Sale Buyers

Frank Arburua
Arburua Enterprises, Inc
Stockton, CA

Jonathan Mohrmann

Cubiburu Livestock
Stockton, CA

Juan Goyeneche
J. Goyeneche Sheep LLC
Bakersfield, CA

Frankie Iturriria
F & I Sheep Company
Bakersfield, CA

Peter Swanson
Tracy, CA

Bob Beechinor
E&B Sheep Co.

Martin Etchamendy
Etchamendy Sheep Co.
Bakersfield, CA

Freddie Iturriria
A & F Sheep Company
Oildale, CA

Jean B Jaureguy

Indacochea Sheep Ranch

McCormack Sheep & Grain
Rio Vista, CA

R. Emigh Livestock
Rio Vista, CA

Robert Carreiro
Riverdale, CA

John Olagaray
Five-O Ranch
Lodi, CA

Cody Sandberg

Robert Irwin
Kaos Sheep Outfit
Clearlake Oaks, CA

Joe Pozzi Ranch
Valley Ford, CA

Mike Robershotte

Thank You Ram Sale Consigners

Mike Cox
Cox Land & Livestock
Fairview, UT

Mike Duff
Duff Land & Livestock
Blackfoot, ID

Anna Estill
ALE Sheep Company
Reno, NV

Cole Estill
Victory Sheep LLC
Winnemucca, NV

David Hansen
Fairview, UT

Kurt & Carol Heupel
Heupel Farms
Weldona, CO

Mike Mann
New Cuyama, CA

Jack Massera
Salinas, CA

Terry Mendenhall
Mendenhall Wool Ranch

Loma Rica, CA

Jim Neumiller
Neumiller Suffolks
Healdsburg, CA

Brady Olsen
Santaquin, UT

Brian Olsen
Spanish Fork, UT

Joe Olsen
Spanish Fork, UT

Matt Olsen
Spanish Fork, UT

Larry & Linda Pauly
Double L Sheep
Delta, UT

Henry Ratay
Corning, CA

Brent Shepherd
Brent Shepherd Suffolks
Spanish Fork, UT

Dawson Shepherd
Genola, UT

Joel Shepherd
Moroni, UT

Layne Shepherd
Layne Shepherd Suffolks
Genola, UT

Reed Shepherd
Moroni, UT

Shirl Shepherd
Shirl Shepherd & Sons
Spanish Fork, CA

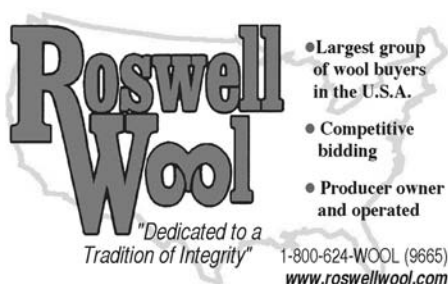
Chris Stavros
Salt Lake City, UT

Jim Stavros
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Thank You Ram Sale Sponsors



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CALIFORNIA WOOL GROWERS ASSOCIATION

Legislative Updates

CWGA Expresses the Need to Expand COVID-19 Funding

The California Wool Growers Association has joined the American Sheep Industry Association (ASI) and other sheep organizations in comments to USDA to expand definitions and change timelines to make more money available to sheep producers through the Coronavirus Food Assistance Program (CFAP). The CWGA comments focused on the uniqueness of the sheep industry and the need for the program to be more aligned with the production cycle and needs of the California sheep industry.

CWGA requested that replacement ewes and slaughter ewes be included as eligible commodities under the CFAP. While lambs and yearlings (two years and younger) and wool are currently eligible commodities under CFAP, replacement ewes and slaughter ewes are deemed not eligible. CWGA requested that this be changed to include replacement ewe and slaughter ewes because these industry sectors have also suffered a loss in market value due to COVID-19.

Currently, the CFAP has an eligibility cutoff date of April 15, 2020. The one-quarter of production from mid-January to mid-April does not accurately capture the full extent of the COVID-19 price declines and the resulting impact on producer losses. Although that time frame may work for many traditional commodities, it does not fit at all with the realities of the sheep industry production cycle in California. CWGA, therefore, requested that the definition be expanded to provide compensation for wool sheared after April 15th, and for lambs and sheep marketed after April 15th. CWGA pointed out that the most severe marketing impacts from COVID19 continued after April 15th and will continue through at least the end of the year. One of the greatest impacts of the COVID-19 pandemic has been in foodservice sales and consumer demand for American lamb as food service dine-in sales that account for more than 50 percent of the value of American lamb. Processing plants drastically reduced or suspended slaughter operations and the second-largest American lamb processing company filed for Chapter 11 bankruptcy. The overall impact resulted in substantial declines in slaughter and feeder lamb prices. In late May, prices for slaughter lambs and yearlings had fallen to levels not seen in over a decade. Many producers did not have the opportunity to sell lambs and yearlings until after the mid-April date. As a result, these producers who experienced the worst of the price declines due to COVID-19 are not being compensated for their losses.

In the case of wool, CWGA argued that the CFAP be expanded to provide compensation for wool sheared after April 15th. In looking at the shearing season and wool market it makes no sense to have a qualification cutoff date in the middle of April. This leaves sheep producers unable to apply for assistance using their 2020 wool inventory and therefore are not being fully compensated for the losses on their wool clip due to COVID-19.

The price declines have an even greater impact on the breeding sheep sector due to the loss in the value of the sheep flock. Slaughter ewes sold for less than pre-COVID-19 expectations which is another source of loss to sheep producers. The financial losses incurred by sheep producers and the economic impacts of this pandemic will have long-term implications on the sustainability of the American sheep industry

Lamb Market Updates

Lamb Imports

There has been growing interest in looking at the lamb import number. The ASI Executive Board met on June 20 to discuss this issue. Rather than summarize, the full text of their meeting minutes is reprinted here.

Please find attached the summary of action of this week's ASI Executive Board meeting.

By way of background on the imported lamb motion, the remarks of the President in announcing the livestock assistance last month regarding imported beef sparked interest in the sheep industry so we reached out to the legal firm we have used in Washington DC for many years. Their representative met with the ASI Executive board for 90 minutes and relayed that the federal response to the COVID crisis does not include any new tools regarding imports to the United States. In fact the only options on imports are the same very limited trade authorities that were

available 20 years ago. The conversation did yield interest in checking on the price data again for any suspicious information that would be of help so that will be underway in the coming weeks per the direction of the Executive Board. The most recent preliminary analysis on impacts was done in 2018.

For further insight and clarity, we share that if a trade action were to be implemented, the international trade lawyer advised any results are a minimum of 8 or 9 months so do not expect such to help with the market prices of the 2020 lamb crop. We are very mindful that producers are worried about the markets and looking for any hopeful news so we do not wish to unfairly raise expectations.

Let me know of any questions or requests. The next Executive Board meeting will be July 15, 2020.

Cash in on Your Exclusive CWGA Member Benefits

As a CWGA member you get **EXCLUSIVE** savings on over 50 sheep health and nutrition products.

- **Dewormers, Vaccines, Nutritional Products, Supplies,** and EXCLUSIVE access to: **Footvax** (limited supplies available)
- EXCLUSIVE access to **Anaplasmosis Cattle Vaccine** for any producer that raises cattle.

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OVERCOMING THE AFFECT OF *Seasonal Lamb Production* ON DEMAND



LAMB IS UNIQUE FROM OTHER MEATS FOR MANY REASONS, AND ONE OF THEM IS THE SEASONALITY OF PRODUCTION. This situation causes major challenges for our industry's supply chain as it seeks to meet the needs of US consumers. Therefore, seasonality becomes an issue for the entire industry.

To better understand the current situation of seasonality of lamb supply, the Roadmap Implementation Committee (including representatives from all industry sectors and national organizations), commissioned a team of industry experts to compile relevant data on the topic. This new white paper covers in detail:

- Seasonal supply of US and imported lamb
- Demand for lamb by season for traditional and nontraditional markets
- Factors that influence seasonal supply of lamb
- Opportunities to alter the seasonal supply of US lamb
- Case studies of producers that have shifted season of production

It is the hope of the Roadmap Implementation Committee and your national sheep/lamb organizations, including the American Lamb Board, that this work will help identify realistic opportunities throughout the industry that will have big impacts on our domestic lamb supplies and improve our quality and consistency year-around.



Download the

SEASONAL LAMB PRODUCTION WHITE PAPER

LambResourceCenter.com



American Lamb Board

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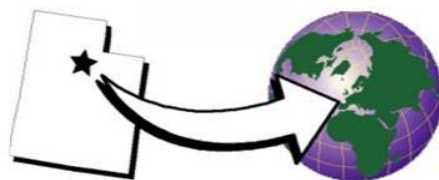
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**Utah Wool Marketing
Association**



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Mark Your Calendars

**August 14 – 15, 2020
160th Annual Meeting &
Convention
Virtual**

**April 10, 2021
101th Annual California Ram Sale
Porterville, CA**

**August 27 & 28, 2020
4th Annual CWGA Online All
Breeds Sheep Sale
And
Equipment Sale**

*Do you have an upcoming event to share
with other sheep enthusiasts? Contact the
CWGA office to have your event listed.*

