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POSTCARD FROM A JUNIOR



Daniel Rohrbaugh

## Tips and tools for building an operation

*Businesses that are successful are good financial planners and treat their employees well. They have ethical values, are transparent and show interest in their customers.*

Across the country there are many different environments and scenarios that make each operation unique. Each farm varies in how they define success. Is it being able to host a production or show heifer sale? Is it being able to feed your cattle with crops that your operation grew?

Goal-setting is an important aspect of a successful business. We all have different goals we work toward. As a general rule of thumb, goals should be precise and attainable. By documenting these goals, owners and employees will be able to track progress. Sometimes multiple goals are being worked on simultaneously. Once an objective is met, another should be made as this is a continuous process. Businesses are successful because they never stop improving.

Being transparent with your customers and business associates is key when you are building your operation. Upfront honesty with your customers will make you a trustworthy business, and will continue to bring back customers in future years. In addition follow-up calls with customers reflect you have interest in them, and not just the profit. Be genuine in all your communications and interactions.

It is more important today than ever to have a diverse operation. Most ag businesses today have different commodities to address various economic situations. As the saying goes, it is not wise to have all your eggs in one basket. We also see a lot of farms that are vertically integrated. If the resources are available, it is easier to go from

calving to weaning to the feedlot and then selling those fat cattle rather than focusing on one aspect. In some cases, it does not end here. Some operations even have a retail sector.

Everyone has a different image of success. No operation will be the same, so there is no right or wrong when designing your own operation. Just remember to set your goals and make wise business decisions.

Junior Angus members can also correlate these tips to plan out the year's show season. Selecting a show heifer, making breeding and nutrition decisions, and keeping financial records can help you reach your goals and achieve success.

— Daniel Rohrbaugh

### Bronze and Silver Awards

James Voight, Fredericksburg, Pa., has earned the National Junior Angus Association's (NJAA) Bronze and Silver awards, according to Jaclyn Upperman, education and events director of the American Angus Association in Saint Joseph, Mo. Allie Bieber, Waukon, Iowa, and Grant Fitzgerald, Seven Valleys, Pa., have earned the NJAA's Silver award.

The Bronze and Silver awards

are the first two levels of the NJAA Recognition Program that began in 1972. Junior Angus breeders must apply for the awards, then meet point requirements in many areas of participation before receiving the honors. Applicants are evaluated in areas of junior Angus association activities and leadership; participation in showmanship, contests and shows; using performance testing to improve their

herd; and their progress in producing and merchandising Angus cattle.

Fredericksburg, Pa., native, **James Voight**, is the 16-year-old son of Delbert and Wilhelmina and currently attends Northern Lebanon High School.

Voight is a member of the NJAA and has served as the assistant treasurer and currently serves as secretary for the Pennsylvania Junior Angus Association (PJAA).

In addition to showing at the National Junior Angus Show (NJAS), Voight has attended the Leaders Engaged in Angus Development (LEAD) conference.

**Allie Bieber** of Waukon, Iowa, has earned the silver award. She is the 17-year-old daughter of Ed and Amy Bieber and currently attends Waukon High School.

A member of both the NJAA and the Iowa Junior Angus Association (IJAA), Bieber serves her state as secretary, director and royalty. At the NJAS, she has participated in the quiz bowl, skill-a-thon, team sales and livestock judging contests.

Wendy Fitzgerald's 17-year-old son, **Grant Fitzgerald**, is being recognized for earning his silver award.

Fitzgerald currently attends Dallastown Area High School and is a member of both the NJAA and PJAA, where he has served as a director.

At the NJAS, Fitzgerald has participated in the graphic design and creative writing contests. He has also attended the LEAD conference.

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## 2020 North Dakota Angus Ass'n Annual Meeting and Banquet, Nov. 14, Bismarck



Haylie Spickler (left), Glenfield, was presented the Junior High Point Award. Also pictured is Reed Wendel, North Dakota Junior Angus Ass'n director presenting.



Sheridan Ellingson, Saint Anthony, was recognized for her first-place win in the junior division of creative writing at the 2020 NJAS.

Angus royalty pictured (from left) are Kourtney Schaff, Saint Anthony, 2021 Miss North Dakota Angus; Alexis Vandenberghe, Cleveland, 2020 Miss North Dakota Angus; Karlee Sailer, Golden Valley, 2021 North Dakota Angus princess; Cassidy Strommen, Fort Rice, 2021 North Dakota Angus princess; and Rose Wendel, LaMoure, 2021 North Dakota Angus princess.

