



The Front Gate

by Allen Moczygmba, CEO, American Angus Association

Reflecting on the past year

It's hard to believe it's quickly coming up on a full 12 months since I was fortunate enough to become the Association's 12th chief executive officer. In fact, the Association's 2015 Angus Convention in Overland Park, Kan., was my first chance to meet many of you and your families.

Looking ahead

Between getting to know our membership, working with staff and the board in updating the Long-Range Strategic Plan and the day-to-day management of the largest beef association in the world, and relocating to Missouri, the past year has been like a "proverbial" whirlwind. Much like a harmless West Texas dust devil, one might say.

Like many of you, Venetta and I are looking forward to being in Indianapolis for the 2016 Angus Convention in early November. It will be a great event featuring outstanding speakers, a fantastic crowd and a chance for the Association to truly celebrate who we are, what we do and what we've accomplished during the past year. Just as importantly, it will provide us the opportunity to unveil our plans for the future and the road map that the Association will follow in navigating the

challenges of the beef industry in the years ahead.

2016 results

Our fiscal year came to a close at the end of September with outstanding results in a number of areas. First, registrations grew by 4.5% vs. fiscal year (FY) 2015 and totaled 334,607 head, which makes FY 2016 the 15th-largest number of registrations in the Association's long history. The Association and its four entities [Angus Foundation, Angus Genetics Inc. (AGI), Angus Productions Inc. (API) and Certified Angus Beef LLC (CAB)] all finished in the black with strong financial performances. Finally, and most noteworthy of all, sales of *Certified Angus Beef*® (CAB®) brand product exceeded 1 billion pounds. We'll be providing the full story in the Association's annual report, which will be distributed at the Angus Convention and available at www.angus.org.

Regional manager additions

In case you haven't heard, we've added two outstanding young men to the Association's team of regional managers. Drew Feller of Wisner, Neb., is the new regional manager for Colorado and Nebraska. A fifth-generation Nebraskan, Drew owned and managed 5F Cattle Co. A graduate of the University of Nebraska with a bachelor's degree in animal science, he has also worked at Feller and Co. Cattle Feeder where he was involved with herd health, feedlot management and expansion. In addition, Drew has been a member of the Nebraska Angus Association.

Mark Sims of Edmond, Okla., has joined the Association as the new regional manager for the reinstated Region 13, which consists of Alabama, Arkansas, Louisiana and Mississippi. Mark most recently served as a livestock marketing consultant for the *High Plains Journal* where he traveled throughout Kansas, Oklahoma and Texas. Mark is a graduate of Oklahoma State University with a bachelor's degree in agriculture. He comes from a family long steeped in the livestock marketing business in Oklahoma, with his father being Col. Eddie Sims and his brother Col. Matt Sims. Mark and his wife, Kirbie, are hoping to relocate to the Huntsville, Ala., area in the coming months.

In closing, make sure you take time to meet both Drew and Mark in Indianapolis during the Angus Convention. I'm confident you'll be impressed with both of them.

EMAIL: allenm@angus.org

AMERICAN ANGUS ASSOCIATION

3201 Frederick Ave., Saint Joseph, MO 64506-2997; phone: 816-383-5100; fax: 816-233-9703; Office hours: (M-F) 8 a.m. to 4:30 p.m. (Central)
email: angus@angus.org • home page: www.angus.org • facebook.com/americanangusassociation • twitter: @AngusAssoc

2016 OFFICERS

Jim Sitz, president & chairman of the Board, Montana; cell: 406-925-9888; jimsitz1@gmail.com; sitzangus@gmail.com • **Charlie Boyd II**, vice president and vice chairman of the Board, Kentucky; cell: 606-584-5194; cboyd2@maysvilleky.net • **Kevin Yon**, treasurer, South Carolina; cell: 803-622-4140; kyon@pbtcomm.net; pkevinyon@yahoo.com

2016 BOARD OF DIRECTORS

Terms expiring in 2016 — **Tom Burke**, Missouri; cell: 816-853-2697; angushall3@earthlink.net • **John Elbert Harrell**, Alabama; cell: 334-524-9287; jhnharrell@gmail.com • **Leo McDonnell Jr.**, Montana; cell: 406-780-0176; leomcd@hotmail.com • **John Pfeiffer Jr.**, Oklahoma; cell: 405-880-0862; pfeiffer@agristar.net • **Kevin Yon**, South Carolina; cell: 803-622-4140; kyon@pbtcomm.net; pkevinyon@yahoo.com

Terms expiring in 2017 — **Jerry Connealy**, Nebraska; phone: 308-544-6552; jconnealy@gmail.com • **David A. Dal Porto**, California; cell: 925-250-5304; dplangus@aol.com • **John F. Grimes**, Ohio; cell: 937-764-1198; mcfarms@cinci.rr.com; grimes.1@osu.edu • **James W. Henderson**, Texas; cell: 940-585-6171; jwhenderson@hughes.net • **Dave Nichols**, Iowa; phone: 641-369-2829; dave@nicholsfarms.biz

Terms expiring in 2018 — **James S. Coffey**, Kentucky; cell: 859-238-0771; james@branchviewangus.com • **Chuck Grove**, Virginia; cell: 816-390-6600; chuckgrove64@hotmail.com • **Mike McCravy**, Georgia; cell: 770-328-2047; mmcattle@yahoo.com • **Don Schiefelbein**, Minnesota; cell: 303-324-5149; dschiefel@meltel.net • **Mick Varilek**, South Dakota; cell: 605-680-2555; varilekangus@midstatesd.net

Industry appointments — **CAB Board**, **Dwight 'Kip' Palmer**, Palmer Food Services, New York; office: 585-424-3210; kpalmr@palmerfoods.com • **AGI Board liaison**, **Larry Kuehn**, U.S. Meat Animal Research Center, Nebraska; office: 402-762-4352; larry.kuehn@ars.usda.gov • **Foundation Board**, **Mark Duffell**, Whitestone Farms, Virginia; cell: 703-930-1841; whitestoneangus@gmail.com • **Angus Productions Inc. Board**, **Mitch Rouda**, Farm Journal Media, Illinois; office: 847-318-0785; mrouda@farmjournal.com

ADMINISTRATIVE STAFF

Allen Moczygmba, CEO; **Richard E. Wilson**, CFO; **Diane Strahm**, executive administrative assistant; **Milford Jenkins**, Angus Foundation president; **Dan Moser**, AGI president; **Eric Grant**, API president; **Terry Cotton**, vice president of sales; **John Stika**, CAB LLC president; **Chris Stallo**, vice president of operations

DEPARTMENTAL STAFF

Lou Ann Adams, director of information systems; **Crystal Albers**, director of communications; **Jerry Cassidy**, director of member services; **Jaclyn Clark**, director of events and education; **David Gazda**, director of field services; **Eric Grant**, director of public relations; **Genette Gottswiller**, director of commercial relations; **Jason Kenyon**, assistant director of information systems; **Ladana Keuhn**, director of human resources; **Kenny Miller**, director of finance; **Stephen Miller**, director of genetic research; **Kelli Retallick**, director of genetic service; **Ryan Ruppert**, director of special projects; **Chris Stephens**, Angus Foundation assistant director of development; **Brenda Weigert**, operations coordinator for member services