Dan Macon Hired as the New
UC Cooperative Extension (UCCE)
Livestock and Natural Resources Advisor
for Placer, Nevada, Yuba, and Sutter Counties

Dan Macon will become the UCCE Livestock and Natural Resources Advisor for Placer, Nevada, Yuba, and Sutter Counties. His appointment will become effective on July 1, 2017. He recently received his Master’s Degree in Integrated Resource Management from Colorado State University. Dan holds a Bachelor’s degree in Agricultural and Managerial Economics from UC Davis. He currently works as an Assistant Specialist in Rangeland Science and Management in the UC Davis Department of Plant Sciences.

Dan Macon has lived in Placer County for over 20 years. He has a diverse background of experience. These include:

- Assistant Vice-President of the California Cattlemen’s Association, Executive Director of the California Rangeland Trust, Executive Director of the Nevada County Land Trust, and Herdsman for the Sierra Research and Extension Center.
- President of the California Woolgrower’s Association and serves on the Placer County Agricultural Commission. He has previously worked as a Community Education Specialist with UCCE Placer/Nevada Counties on a Specialty Crops and Risk Management Grant. He developed the UCCE Shepherding Series for beginning and experienced sheep farmers in 2012 that is still in existence today. He has assisted and taught at both the California Grazing and Multi-species Academy.
- Dan has had a commercial sheep operation since 2005. He is very familiar with issues faced by farmers and ranchers in the foothills. Dan replaces me as I retire June 29th. He will maintain the services provided by UCCE including: hands-on workshops, newsletter, and applied research. I encourage you to contact Dan after July 1st to get to know him and provide any needed assistance. He can be contacted at our main office number 530-889-7385 or email at dmacon@ucdavis.edu.

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Website: http://ucanr.edu/sites/anrstaff/Diversity/Affirmative_Action/
RETIREMENT

This is the last Foothill Rancher that I will write. My official retirement date is June 29th, 2017. I have worked over 31 years with UC Cooperative Extension in Placer and Nevada Counties starting in March 1986. I also worked as a Texas Cooperative Extension County Agent for almost 3 years prior to coming to California. I had never worked at a job longer than 3 years when I started in Nevada County (My initial assignment was 4-H/Livestock and Natural Resources Advisor in Nevada County). I transitioned to full time, Livestock and Natural Resources Advisor for Placer and Nevada Counties in 1993.

When I became a County Agent in Texas in 1981, I was unsure of what I wanted to pursue as a career. I found that the Cooperative Extension fit well with what I wanted to do as I was serving people, and there was flexibility in a transitioning programming to meet community needs. Those years in Texas increased my competence and self-confidence.

I have done a variety of things in my career. The main programmatic areas I have focused on includes: grazing management with cattle and small ruminants, range ecology, soil health, low-stress livestock handling, direct marketing of agricultural crops and products, niche meat marketing, USDA inspected processing, poultry processing, beginning farming, and farm business planning. My program focus changed as new local priorities emerged.

I can truthfully say that I still look forward to coming to work even after 31 years. For the last 10 years I have served in a dual role as County Director and Livestock and Natural Resources Advisor. During this time, I have been blessed to work with a team of dedicated advisors and staff. I could not have dealt with the extra administrative duties without their support.

I want to thank each of you, who I have tried to the best of my ability to assist and help. It has been an honor to serve you. There is still much to learn, even after 34 years of total Cooperative Extension experience. I will still be around and you may see me occasionally helping a bit with some trainings. I feel confident in Dan Macon's abilities to continue serving you as Livestock and Natural Resources Advisor. I also want to thank Horticulture and Small Farms Advisor Cindy Fake for agreeing to take over the County Director role.

I will continue to raise sheep and try to figure out how to be a better dog handler for my border collies. I also plan to do some traveling and hiking. One of my big bucket list items is to either walk the entire (or part) of the Camino de Santiago in Spain. I will do this in 2018 or 2019. There will be a retirement party for me on July 9th from 4-8 PM at the Regional Park located west of the intersection of Dry Creek Rd and Hwy 49 in Auburn. A flyer with registration information is included in this newsletter.

I know the future will hold many challenges for agriculture. I want to encourage you to look beyond those challenges to see the opportunities that will be there as well.

Good luck to each of you.
UC Davis will be hosting a National Cattlemen’s Beef Association Stockmanship and Stewardship Program June 23rd and 24th at the Cole Facility. Registration is a paltry $50 (a measly $25 for students so please announce to your classes/lab!) which includes demonstrations by Curt Pate and Ron Gill in the arena, a hosted social hour, a prime rib dinner and music by Jim Green and the Simpson Creek Band all on Friday and a continental breakfast, BQA session, box lunch and 3 breakout sessions on Saturday—again all included in the registration price! This is the first in a series that will be held across the nation so we want to have a good showing!

Link to registration:
http://www.stockmanshipandstewardship.org/attend/davis-ca

The prices will be going up soon so register ASAP!

The 2th Annual Animal Science Horse Barn Production Sales will take place on the 24th as well. Preview at 3 PM, Steak Dinner at 4:30 and the Auction at 6 PM.


### UC Davis Stockmanship & Stewardship Event
And Horse Production Sale, June 23 and 24, 2017

**Day One—Friday, June 23, 2017**

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<tr>
<th>Time</th>
<th>Activity</th>
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<tr>
<td>12:30 to 5 p.m.</td>
<td>Registration Open</td>
<td>Equine Arena</td>
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<tr>
<td>1:30 to 2 p.m.</td>
<td>Welcome and Opening Remarks</td>
<td>Equine Arena</td>
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<tr>
<td>2 to 4 p.m.</td>
<td><strong>Stockmanship &amp; Stewardship: Lessons in Horseback Cattle Handling</strong></td>
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<td>· Live cattle handling demonstration featuring Curt Pate and Ron Gill</td>
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<td>· Special emphasis on horsemanship in low-stress cattle handling, with</td>
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<td>· trailer loading/transportation demo</td>
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<td>4 to 5 p.m.</td>
<td><strong>Live Chute-Side Cattle Handling Demonstration</strong></td>
<td>Equine Arena</td>
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<td>· Dr. Bret McNabb, Dr. Jim Oltjen and Curt Pate and Ron Gill</td>
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<td></td>
<td>· Focus on facility/chute design, vaccination tips, how to acclimate</td>
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<td>· cattle to running through chutes with limited stress</td>
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<td>5 to 6 p.m.</td>
<td><strong>Social</strong></td>
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<td>· Featuring local wine and beer selections</td>
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<td>6 to 10 p.m.</td>
<td><strong>Dinner and Entertainment</strong></td>
<td>Equine Arena</td>
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<td>· Prime Rib Dinner</td>
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<td></td>
<td>· Entertainment by Jim Hunter and the Simpson Creek Band</td>
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Concurrent Session Offered Include:

- Screening of “Food Evolution”: As society tackles the problem of feeding our expanding population safely and sustainably, a schism has arisen between scientists and consumers, motivated by fear and distrust. *Food Evolution*, narrated by Neil deGrasse Tyson, explores the polarized debate surrounding GMOs. Looking at the real-world application of food science in the past and present, the film argues for sound science and open-mindedness in a culture that increasingly shows resistance to both.

- Producer Panel—Environmental Stewardship: Featuring a panel of local producers who have used innovative approaches to land management and observation that often involve complex partnerships with multiple agencies. Hear from them about how employing conservation and habitat management practices have led to positive results for their land, cattle and operations.

- Why BQA? See the Meat Lab. A tour of the UC Davis Meat Lab will showcase carcass quality issues that can result from bruising, injection site lesions, and other issues that BQA principles and best practices seek to prevent. Other topics during this tour will include safety and welfare issues, as well as a tasting station showcasing the eating characteristics today’s consumers are looking for.
Pinkeye is most common in summer months

Pinkeye – or infectious bovine keratoconjunctivitis – is the most common eye disease of cattle in California and throughout the U.S. Pinkeye causes both economic losses to cattle producers as well as pain and suffering in affected animals that negatively impacts overall animal welfare. Caused by infection of the cornea with Moraxella bovis (M. bovis) bacteria, pinkeye results in painful corneal ulcers and inflammation of the eye and skin surfaces lining the eye (conjunctiva).

Another organism, Moraxella bovoculi (M. bovoculi), first reported in 2007 by Professor John Angelos and his research team at the UC Davis School of Veterinary Medicine (UCD SVM), is also frequently isolated from cattle with pinkeye. At this time M. bovoculi has not been proven to cause pinkeye, however, it is possible that this organism is a risk factor for the disease.

If not properly treated, corneal infections can result in corneal scars or even eyeball ruptures leading to permanent blindness. Pinkeye is most common in summer months with increased exposure to sunlight, and dry, dusty conditions. Plant awns such as foxtails can also predispose to disease by getting caught in the eye and damaging the cornea. Flies also increase the chances of exposure and spread of M. bovis bacteria by feeding around the face and eyes of affected cattle and then transferring infected eye fluids to other animals. The disease can also be spread by humans, particularly when they are not wearing disposable gloves or applying disinfectants to halters or other objects involved in handling affected animals.

Professor John Angelos has spent more than 15 years researching causes and potential treatments for this costly disease.

“Controlling pinkeye in your herd can be a challenge” said Angelos. “It’s important to practice preventative measures like vaccination before there is an outbreak.”

Dr. Angelos cites some common signs of disease and offers cattle producers these tips on prevention:

**Common Signs:**

- Excessive tearing
- Frequent blinking or squinting
- Decreased appetite due to eye pain
- Corneal ulceration and cloudiness
- Potential blindness or eye rupture
- Can affect one or both eyes
- Younger cattle typically more susceptible
Tips on Prevention:

Fly control: Controlling flies should help to reduce the risks of disease spread between animals in a herd. Traditional methods have included the use of insecticide-containing ear tags, dust bags, and systemically- or topically-applied parasiticides.

Practice good sanitation/hygiene: To avoid inadvertently spreading infective bacteria between animals, use of disposable gloves is recommended when handling pinkeye-affected cattle. These gloves should be changed or at least disinfected between animals. In addition, consider changing clothes or disinfecting plastic aprons and halters between cattle. One commonly used disinfectant is 10% household bleach made by mixing one part of regular strength household bleach to nine parts water (or ~1-1.5 cups regular strength bleach per gallon of clean water). If using concentrated bleach you will only need ~1/2 cup per gallon of clean water. This mixture should be made fresh daily to maintain effectiveness. Also, bleach becomes less effective when it becomes heavily soiled with dirt or manure and other organic material. For that reason it may need to be refreshed more frequently, depending on use and working conditions.

Promote optimal health and immunity & vaccinate before there’s a problem: According to Dr. Angelos, vaccination is the main crux of prevention, although producers can still experience variable results with today’s vaccines. When vaccinating animals, it is important to vaccinate well in advance (ideally at least four weeks) of the anticipated summer onset of pinkeye in your herd, so that cattle will have enough time to mount an effective immune response following vaccination. Because young animals tend to be most affected, it is critical that young stocks are part of the vaccination program. Finally, it is important to make sure that cattle have adequate levels of trace minerals such as copper and selenium for a properly functioning immune system. Dr. Angelos and his team continue to do research at UCD SVM to develop better pinkeye vaccines that will be more effective than currently-available vaccines.

Treatment:

According to Angelos, M. bovis is susceptible to a wide variety of antibiotics; however, only two are specifically labelled for the treatment of pinkeye: tulathromycin and oxytetracycline. Other antibiotics are known to be effective, but the use of these drugs for pinkeye treatment is considered “off-label,” according to Angelos, who stressed that all treatment programs should be overseen by a herd veterinarian who can assess the situation and recommend the best treatment protocol.

UC Rangelands Nitrogen Management Plan Tool Available.

Please note that UC Rangelands has released an online nitrogen management planning tool for irrigated pastures that may be used by coalition members to assist in completing a Nitrogen Management Plan (NMP). Members with irrigated pasture that apply fertilizer are required to prepare an NMP – this tool does not replace the NMP, but will calculate some of the values required in the NMP for irrigated pasture.

A link to the UC Rangelands online tool is available on our website: Click Here and scroll down to Approved Nitrogen Management Plan Template.

The link below will take you directly to the online tool.

UC Rangelands' Irrigated Pasture Nitrogen Management & Planning online application for determining nitrogen budgets on livestock grazed, irrigated pasture.
USDA Inspected Harvest and Processing in Placer County Update

Roger Ingram

County Director and Farm Advisor, Placer and Nevada Counties

The next big step for the proposed processing plant is to identify a parcel and work towards securing it for the Sierra Foothills Meat Company, Inc. This would then provide the potential to start the entitlement phase. This needs to be completed before a building permit would be issued. This would include a pre-development meeting with the Planning Department, development of the project proposal with environmental review, public meetings and outreach, presentation to Placer County Agricultural Commission, and Planning Commission review. The process would take approximately one year with the result being a building permit.

An outside investor would only risk money if the project was approved and ready to start construction. I have had a few people review the report developed by Dakota Global. You can find the report here: http://www.sierrafoothillsmeat.com/services.html (scroll down to the bottom of the page to download the project feasibility report.

I wanted to use this article to address some questions and concerns from reviewers.

Who is the primary customer base for Sierra Foothills Meat Company, Inc.?

Sierra Foothills Meat Company, Inc. would own and operate a USDA inspected harvest and processing facility that would provide custom slaughter and processing to niche meat producers in Placer and Nevada Counties; adjacent counties; and northern California.

Who are the folks who will utilize the facility and how many of them are there?

There was a survey of local producers conducted in 2013 to assess what the demand would be for the facility. There were 22 respondents who indicated they would provide the following numbers by head:

- beef – 876,
- sheep – 301,
- goats – 76,
- pigs 82.

Results from the feasibility study show a need to harvest 1200 large animals (beef), and 800 head of small animals (sheep, goats, and pigs) to be profitable. The survey results indicate reaching 73% of the large animal and 57.3% of the small animal goal.

A smaller survey was conducted in 2015 to support potential demand in submitting a Value-Added Producer Grant and generated 9 responses. While that survey did not differentiate between large and small animals, it did show a total of 1,105 animals. The meat was being marketed at a gross sales value of $1,108,500. The respondents estimated a 35% average increase in sales if the facility was built in Placer County.

During the last three weeks, I have been out on a two farm calls to ranches involved in raising and marketing grassfed beef. Those two operations are marketing over 900 head annually and indicated they would be interested in an additional USDA inspected processing option. While operations such as this may not move their entire processing to one facility, it does show the potential for reaching the needed number of head goal for the facility to be profitable.

Seasonality

The facility will need consistent throughput of animals throughout the year to maintain a positive cash flow. Since grass grows rapidly in spring and irrigated pasture provides forage for summer and fall,
there would be higher processing demand from approximately May – November and lower demand from December – April. There is a trend with several meat businesses of year-round production to satisfy retail store demand.

**Number of Animals**
The next step in getting firmer determinations of number of head and when animals would be coming to a facility would be meeting with producers and having them sign non-binding commitment letters. This would give a firmer indication than doing another survey. The signed commitment letters would be important for lender and interested outside investors.

The next step from there would be producers buying shares in facility to guarantee the right and the obligation to deliver animals to the facility. The business structure would need to be finalized before that could take place.

**USDA Inspection Fees**
USDA pays for inspector for a 40-hour week if a facility has the grant of inspection. Any overtime would be paid by the facility. There has been some mention in the agricultural budget of perhaps eliminating USDA's payment for the inspector's 40-hour week. This would be a challenge as it would add another labor cost.

**Other Concerns**
Here are some other concerns that still need to be addressed.

- Hazard Analysis and Critical Control Point Plans and other compliance issues – it was noted that you need experienced people to deal with this area and dealing with inspectors. In addition, would there be any other county issues such as environmental health.
- A small plant must be vigilant to have separate areas for chill and cook areas.
- Need adequate chilling space and have plan for expansion.
- Realistic workload on the plant manager. The report is suggesting too much being placed on one person. This means increased labor costs.
- Need to show labor cost for a backup plant manager.
- Development of overtime rules.

**Closing Thoughts**
There is still a tremendous amount of work that needs to be completed. The project will continue to move forward a step at a time. Stay tuned for updates.

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Roger Ingram  
County Director, Placer and Nevada Counties  
*Livestock & Natural Resources Advisor*
SUNDAY, JULY 9, 2017
AUBURN RECREATION DISTRICT
REGIONAL PARK
3770 RICHARDSON DRIVE
AUBURN, CA 95603
4:00 TO 8:00 PM
REGISTRATION REQUESTED
http://ucanr.edu/roger's retirement
JUNE 6, 2017
GRAZING PIGS IN
ANNUAL AND PERENNIAL
CROPPING SYSTEMS
DINNER BELL FARM
CHICAGO PARK, CA
6:00 to 8:00 PM
Cost: $5.00 per farm
Register at http://ucanr.edu/survey/survey.cfm?surveynumber=20785

AGENDA
- Welcome,
  Farm History
- Breeds suitable to be raised on pasture
- Breeding
- Farrowing
- Processing piglets
- Weaning
- Nutrition
- Weaning to Finishing on Pasture
- Processing into meat
- Selling meat options