DIRECTIONS THE NEWSLETTER OF THE NATIONAL JUNIOR ANGUS ASSOCIATION

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Spring 2020



Bob and Dana McClaren, 44 Farms, Cameron, Texas, purchased the Angus Foundation Heifer Package at the 2020 National Western Stock Show's Angus Bull Sale, Jan. 16 in Denver, Colo. The Bennett family, Knoll Crest Farm Inc., Red House, Va., donated the elite package. Pictured from left are Scott Bennett and Paul Bennett, Knoll Crest Farm Inc.; Eva Hinrichsen, Miss American Angus; Dylan Denny, National Junior Angus Board (NJAB) Foundation director; Thomas L. Marten, Angus Foundation executive director; Grady Dickerson, NJAB leadership director; Reagan Skow, Daniel Rohrbaugh, and Kelsey Vejraska, NJAB directors; Daniel Slattery, 44 Farms; and Rod Schoenbine, Angus Foundation director of development. Photo by Katy Holdener, American Angus Association.

Fundraising on the Hill

he National Western Stock Show (NWSS) is a time where Angus breeders from all across the country come together on the Hill and Yards to focus on Angus cattle. There were a few events this year where the Angus Foundation showcased the meaning of the Foundation to potential donors in a variety of ways.

The main Angus Foundation event was selling the Angus Foundation Heifer Package. This year's package was a choice of three embryo transfer (ET) heifer calves donated by Knoll Crest Farms. The heifer package sold to 44 Farms for \$65,000. We greatly appreciate them for helping the Foundation and supporting the juniors!

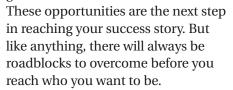
The Angus Foundation also hosted an event at Spruce Mountain, the Ranchers Rendezvous. The event was hosted in the beautiful Colorado mountains at a world-class facility. There were multiple live head of cattle auctioned off along with other packages like a trip to Hawaii, custommade boots and, my favorite, a painting created that evening. It was a great night that raised more than \$100,000. All of these funds go to the Angus Foundation to help lead the cattle industry in youth, education and research.

Angus Foundation Director of Development Rod

Chairman's Perspective Who are you?

o often we live our lives being the person everyone else thinks we should be. Growing

up we are told what makes a great leader, role model and how to reach success. We within the National Junior Angus Association (NJAA) are presented with neverending opportunities to meet these standards. This is what is so great about the NJAA.



If you are like me, you may like to stray away from the status quo and pave your own path. I, like many others, believe in being involved, being different and being a hard worker. Folks these days don't necessarily like to be told what to do, but under some circumstances it is the best solution and outlook for their future.

When I was younger, I thought I could rule the world on my own. Little did I know this is not possible without those people standing behind you and pushing you in the right direction. Personally, it took some time for me to realize that even with the help of others, I was still able to write my own success story. No success story is

written without someone's help from the road that you paved on the way to achieving your dreams.

I ask you the question, "Who are you?" I challenge you to ask yourself this question. How have you become the person you represent when you wake up, go out in public, speak to others or meet new people? Who are you? Do you know how you've gotten so far? Do you know what the next step

is? These are questions that, in fact, you don't need to know. You just need to continue to listen to mentors, seize opportunities and chase the dreams that seem unachievable.

I previously wrote about passion, determination and chasing dreams. This article may be different, but the moral of the story is the same. Everyone will see success, but it may be at different times, for different reasons, under different circumstances, or for the sheer grace of hard work. I ask you to sit down, find who you are and continue to push the boundaries. No matter if someone is around or not, you should remain the same person with the same passion, integrity and dreams.

I'll leave you with this: If you are not struggling, then you are not trying. Good luck juniors, I know you have what it takes to find who you are and to make a difference in your own life and in others as well.

— Tyler Bush, chairman

Scholarships

Visit the Angus Foundation website at *www.angusfoundation.org* for more information about scholarships offered for both undergraduate and graduate students. Note the **May 1** deadline!

NJAA BOARD OF DIRECTORS

TERMS UP IN 2020

TYLER BUSH, S.D., chairman, tyler.bushangus@gmail.com

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Tyler Bush

TERMS UP IN 2021

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Continued from front cover ...

Schoenbine said: "Thanks to all our generous donors, Angus Foundation fundraising activities were a huge success during the National Western Stock Show. The generosity of our industry is second to none. The money raised at the 2020 Angus Foundation Heifer Package auction and the Ranchers' Rendezvous event at Spruce Mountain Ranch will prove beneficial to the Angus Foundation-supported programs. A special thanks to Julie French, Wynn Dalton, the junior board and all the Angus Association staff who assisted with the events!"

We greatly appreciate all the donors, bidders and anyone at all who has ever helped the Foundation. As a junior who has received scholarships and attended Angus Foundation-sponsored leadership trips, I cannot thank donors enough.

To all the Angus juniors, use the Angus Foundation to your benefit. They provide thousands of dollars' worth of scholarships every year that are easy and accessible to you. Go to LEAD and Raising the Bar when you become 14. As someone who has been to every conference since I was 14, I can say that I have met some of my lifelong friends and have been able to network with people all across the country.

The Angus Foundation is here for you. If you see a Foundation donor, shake their hand because they will appreciate it more than you know.

Dylan Denny, Foundation director

Coordinator Chronicles *The challenge of being your own self*

In this day and age, we are constantly exposed to what everyone around us is doing. We can be influenced so easily by what the trendiest clothes are, where people are traveling and what they are doing on a day-to-day basis. That makes it a challenge not to want to do what everyone else is doing, to go where everyone is going, to wear what everyone is wearing or do the interesting things others are doing. At end of the day, everyone just wants acceptance.

Looking back not too long ago, I was sitting in a classroom, on one of my last days as a college student. I remember I was eager because I was about to hear from one of my biggest idols, Urban Meyer, the head coach of Ohio State Football at the time. That day he gave a speech that I will not soon forget, and it went a little something like this.

Urban talked about the importance of being the one. Being the one he heard on his headset with five seconds on the clock, 4th down, on the 10-yard line looking

for that play he needed to get into the end zone. Being the one he can trust to run his play and get that touchdown. There was always one. And it didn't just happen on the football field.

He encouraged us to be the one the CEO turns to and asks for your opinion

on a project, actually wanting to know your answer. Be the one student in the classroom a teacher can rely on to turn a project in on time, and to have done it well. So how do you get to be the one? Well, Urban said there were three things he asked himself about that one person. "Do I trust you? Are you competitive? Are you tough?" Three simple things: trust, competitiveness, toughness.

Notice he wasn't asking himself whether or not that man on the headset was wearing Nike or Under



Event coordinators Madeline Bauer (left) and Caitlyn Brandt

Armour, what made that player trendy, or what they last posted to Instagram. What mattered was that one person had it on the inside to get the job done. So, I challenge you, junior members, to be the one. Be your own self, the one someone can count on to score the touchdown with five seconds on the clock, 4th down, at the 10-yard line. You don't have to be like everyone else. Being your own self is the only person you need to be.

— Madeline Bauer, events coordinator

Get Involved!

hether you are an experienced senior member or just began your membership, you have the opportunity to get involved within the NJAA. There are many ways to get involved regardless of age or interest, because there is something for everyone. Although it may seem overwhelming or scary to step outside of your comfort zone, it can open new doors that may have never seemed possible before.

There are multiple conferences hosted throughout the year allowing juniors to travel, engage with other members, learn about the industry and grow as a leader. The State Training

and Angus Retreat (STAR) conference in Saint Joseph, Mo., dives deep into the inner workings of the American Angus Association along with in-depth workshops on how to lead a state association. The Raising the Bar conference is hosted at a different land-grant university each year in the spring. This allows members to learn more about different universities along with tours and

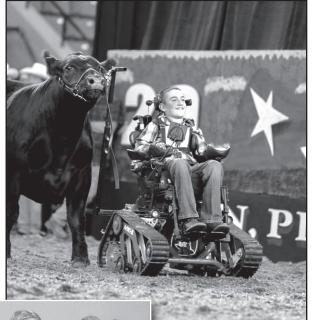
workshops. The largest conference hosted every summer is the Leaders Engaged in Angus Development (LEAD) conference. Juniors get to experience agriculture and explore a new area of the country combined with speakers and workshops.

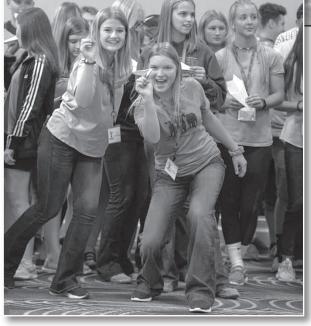
Although shows are focused on the cattle, do not miss the chance to get involved with contests and events throughout the year. The contests at the National Junior Angus Show (NJAS) allow juniors to compete either as an individual or team. Contests include sales, livestock evaluation, public speaking and quiz bowl. In addition, there are ice breakers

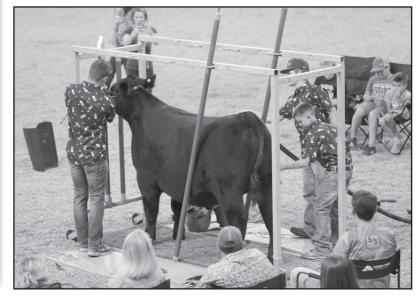
and leadership activities at these shows, along with mentoring programs. The Angus Mentoring Program (AMP) at NJAS is the ideal place for juniors of all ages to get involved by pairing more experienced juniors with new members. This is the perfect way to learn more about the association while making lasting connections!

The newest way to get involved with the NJAA is also the most meaningful. Angus Impact is a community service initiative run by the NJAA. This year the junior board has chosen to focus on combating hunger in America. We will have food collections at shows and events, and you can keep track of your donations and report them to the association. We know Angus juniors love to help others, so get involved and see the impact the NJAA can have!

- Keegan Cassady, membership director



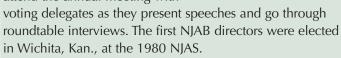




NJAB: It's More Than a Green Jacket

Are you an active member of your state junior Angus association? Are you looking to build upon your leadership experiences at the national level? The National Junior Angus

Board of Directors (NJAB) would be a great fit for you! This opportunity offers leadership development at the regional and national level. Each year at the NJAS, six new directors are elected to the 12-member board. While at the NJAS, board candidates engage and interact with juniors and their families. Beside the activities hosted on the fairgrounds, candidates attend the annual meeting with



During their two-year term, directors develop and carry out activities to serve junior members across the country. The board makes recommendations for new programs and ideas to the American Angus Association Board of Directors. They help develop leadership potential in the

junior members. In addition, board members represent the Angus breed by attending events such as Youth Beef Industry Congress and Canada's GOAL conference when NJAA

participation is requested. Board members also help organize conferences such as Raising the Bar, LEAD and STAR.

Board members attend quarterly meetings to discuss ideas and make decisions concerning junior Angus activities. The board chairman attends one meeting of the adult association's Board of Directors each year to relay the NJAA agenda. Directors also attend and help organize various shows, field days and conferences where junior

members participate. Board members answer questions and provide information to junior members at all times throughout the year, as they are the source of leadership for the organization.

If you are interested in running for the junior board, talk to your state advisors. To read more information about the NJAB, please visit www.angus.org/njaa/boardmembers.aspx.

— Daniel Rohrbaugh, director

Updates from the Communications Team

e, as a 12, have heard nothing but positive feedback from the release of our new logo! We were all super excited to see months of hard work finally released and see everyone's take on it. Remember to look out for new merchandise with the new NJAA logo!

We have also started a regional communications newsletter from your region's assigned NJAB director, which is attached to the quarterly newsletters that are emailed out. The quarterly newsletter is sent to all members who provide an email address with their junior profile. It includes an update on all that is going on with the NJAA, and reminders for upcoming deadlines.

The newsletter from your region's assigned board director is to give Angus juniors a familiar face and name if juniors have questions pertaining to any and all things NJAA. Your board member's name and email address are at the bottom of each newsletter, and we really do encourage you to use this resource. I think I can speak for all 12 of us

when I say that getting an email from a junior would make our day a little brighter.

New members, do not forget to add all of our social media accounts. We post a variety of content there from junior board takeovers, inspirational quotes, conference reminders and show deadlines. These are a great way to keep in touch throughout year. Here are our social media handles:

Instagram — @jrangusassoc

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Twitter — @JrAngusAssoc

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Facebook — National Junior Angus Association

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Snapchat — NJAAsnap

Good luck to everyone for the rest of this semester! See you all soon!

— Caroline Cowles, communications director

One More Step

ake that extra step ... just one more. Who knows where it will lead you? Every day we are presented with different opportunities and choices to be made. How

we choose to react defines us as a person and points us in the direction of good leaders. Leadership is a position most stereotyped as one who leads a club or is in charge of an organization. However whether you have a title or not in an organization, you serve as leaders every day. To me, being a leader is being the person who is willing to go the extra mile to be an advocate. Working in the barn or leading an organization, you are making a change for the better.

SIAR

State Training & Angus Retreat –

After asking a few Green Coat leaders, each has a different definition of what defines a successful leader.

Daniel: "Someone that is not afraid to step outside their comfort zone and stand out in the world."

Kelsey: "Someone who has the drive and motivation to do what it takes and more."

Tyler: "Someone who knows the end goal but isn't afraid of working harder and surpassing what is expected."

Baxter: "One who knows the strengths and weaknesses

of all of their teammates and can organize efforts in order to gain maximum result."

Nicholas: "One who pushes others to be the best they can

be and can best maximize the productivity to achieve an end goal."

The NJAA offers the STAR conference. STAR is a threeday conference offered to Angus juniors hosted at the American Angus Association at the end of March. This conference was created to assist juniors in strengthening their leadership and communication skills. During the three days spent in St. Joseph, Mo., juniors will attend different seminars with Angus employees, learn through

trainings and tour the American Angus Association.

STAR is a great opportunity to become a better leader and strengthen personal skills for the future. If you're looking to become a better leader, and learn more about the American Angus Association, this is the perfect conference for you! In the end, do not be afraid to take that extra step to achieve great things.

- Megan Pelan, director

The STAR and Raising the Bar conferences scheduled for this spring have been canceled, due to concerns about COVID-19. We want to extend our gratitude to all involved who helped with coordinating, facilitating and participating in these events. From the session leaders to others who would have taken time out of their day to welcome juniors, thank you. Look for potential rescheduled dates in the future.

Q & A with Angus Juniors

Conference edition

The NJAA hosts many leadership and development conferences every year. STAR and Raising the Bar are two of the conferences focused on leadership, direction and progress inside and out of the NJAA. STAR is fixated on state association development and personal progress as an individual, while Raising the Bar is concentrated more on the membership's future and personal growth as a student and junior member. Two NJAA members were asked about their favorite spring conference.

Avery Mather

State Center, Iowa

Which conference (STAR or Raising the Bar) is your personal favorite? Why?

STAR is my favorite because we are able to have very deep and effective conversations about our different state associations (what works, what doesn't work, fun events/ideas), with the entire goal of the weekend being improvement.

What is one as those con spring?

CLIMBING TO NEW ANGUS PEAKS

CSU RAISING THE BAR 2020

What is one thing you look forward to as those conferences approach every spring?

Every year I look forward to connecting with the other officers but also with our junior board. I feel that those board members were elected to their spot as a way to serve and guide our membership. Therefore, I like to take advantage of that and learn from them, bounce different ideas off of them, get advice and even just have a laid-back conversation.

What is one of the main takeaways you have gained from attending an NJAA conference?

A person can only get better if they consciously work to better themselves. Going to these conferences enables me to make new connections and learn from others with a similar passion. But these conferences also provide me with opportunities to learn about myself and improve my leadership skills alongside my fellow members.

Kelsey Theis

Leavenworth, Kan.

Which conference (STAR or Raising the Bar) is your personal favorite and why?

Raising the Bar, because I have not had the chance to attend STAR yet, but I hope to do so in the future.

What is one thing you look forward to as those conferences approach every spring?

I enjoy getting to see my old friends and make new ones. I enjoy finding out more about opportunities provided by different colleges and what separates their agriculture programs from others.

What is one of the main takeaways you have gained from attending an NJAA conference?

Overall at the NJAA conferences, I've learned to take advantage of the opportunity to learn new things, as well as to not be afraid to branch out of my comfort zone to meet new people and better develop myself for the future.

- Kelsey Vejraska, director

National Junior Recognition Program — In an effort to streamline the Bronze and Silver Award application process, an online application and submission process is now available through junior members' AAA Login account, under the Programs tab. Through AAA Login, it can also serve as a place to save the points while earning enough unique points to qualify for the award.

What Do You Want To Be When You Grow Up?

If I had a dollar for every time I've been asked what I wanted to be when I grew up, I would have enough money that I wouldn't need a job! I'm sure you feel the same way. Do you ever sit back and really think about what you want to do for a job one day? What kind of career path would you like to take?

Ever since I can remember, I've thought about dream jobs and careers, but the honest truth is I have no idea. Turns out that is a common problem. There are so many different options and opportunities to pick between, it's hard to pick just one job to work the rest of your life. The good thing is no one ever said you had to pick only one!

A lot of times, it's not actually about finding a job to work for the rest of your life but instead finding a career where you can find opportunities for progress and self-growth. I don't know any better place, industry or breed association to do

just that other than the one to which we all belong.

You've heard the saying, "If you do what you love, you'll never work a day in your life," and I'm a firm believer of that. Whether it be operating your own herd, becoming the next great chef, or being involved with politics and world trade, love it, own it and be the best version of yourself you can be. You owe that much

to yourself each and every day. You owe it to yourself to work hard and to achieve your dreams.

If you are working towards your dreams, it should never feel like work, it should never feel like a job. It should always be fun! So go out and chase your dreams with everything you have. No matter what it is that you become when

you grow up, make it great!

— Baxter Knapp, vice chairman

Contest Spotlight: Team Marketing

How often have you been driving down the street and noticed a sign trying to sell you something? How many times have you seen an advertisement for a sale or product online? Most likely you see at least one form of marketing every day. In fact most Americans see anywhere between four to ten thousand forms of digital advertisement every day, and

2020 Team Marketing Scenario

Sponsored by Weaver Livestock

Weaver Livestock has hired your advertising firm to help promote a revolutionary product that is new to the industry, the ProAir blower. Through the use of innovative methods of technology, your team must strategically and successfully market the ProAir blower through new and existing channels and customers. You will need to ensure that this campaign reaches its peak potential for consumer awareness and adoption within the first six months. All marketing tactics and plan must be done within a \$20,000 budget. The budget must sustain from January 1 through the end of June.

that's being conservative. With our own country and the world progressing so quickly in terms of marketing, it makes sense that the Business Breed would be at the forefront of marketing in the cattle industry. That need for marketers in today's economic environment sparked the NJAA to create the Team Marketing Contest.

The Team Marketing Contest is a way for older junior members to apply their knowledge of marketing techniques

Continued on page 9



and further develop their skills in a real-world setting. The rules state: "The objective of the contest is to gain experience in planning a successful marketing strategy through the use of innovative methods of technology."

Teams must focus on creativity, teamwork, communication and marketing techniques. Teams of three to four intermediate and senior juniors (ages 14-21) will make a PowerPoint presentation outlining their marketing plan for that year's given scenario. Scenarios of the past have ranged from herd sire bull sales to herd heifer sales. Teams are encouraged to use flyers, sale videos, etc., in their PowerPoint and are expected to be able to manage their advertising budget given by the scenario. Full rules for

all contests are on the NJAA webpage, www.angus.org/njaa.

Having participated in the contest myself when I was younger, I can say with certainty that this contest is both underrated and extremely applicable to real life. I see the same skills I learned during the contest used in business perhaps more often than any other contest I participated in. The contest is also relatively small, and new, when compared to others like the quiz bowl and public speaking. If you want to get involved at junior nationals this year in Harrisburg, Pa., while also developing your communication, organization and economic skills, then I highly suggest participating in the Team Marketing Contest.

— Grady Dickerson, leadership director

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Angus Word Search

Angus Beef Cattle Competition Contests Family **Leadership Showring**

See key on page 11

AMP Up! for the Angus Mentoring Program

s this your first or second junior nationals? Have you attended every junior

nationals since you were eligible? Regardless of the number of nationals attended, there is a particular event that suits everyone between the ages of 8 and



21. I'm talking about the Angus Mentoring Program. This program is hosted throughout the week of junior nationals, with emphasis on developing the younger members.

For the consistent attendees of junior nationals, you will be assigned mentees with whom you will interact throughout the week. The key to promoting this activity to the first- and second-year attendees is a workbook. The workbook requires that the mentees go around the barn and meet new people, and that the older mentors go and meet others also. The workbook is composed

of pages that require signatures from people that fit the various descriptions.

Examples of this include the signatures of the candidates running for the NJAB, but also the elected Green Coats themselves.
There

are many

other ways to use the workbook, but the main reason to get involved is to meet other people and be a leader to the younger NJAA members. If you are a younger member, the main draw to this program is the opportunity to get to learn from an older junior, and also get to meet new people and develop lifelong relationships.

I remember when I first participated in the mentoring program during my first junior nationals in Denver, Colo., in 2010. I was just 9 years old at the time. I didn't have the confidence to go out and meet new people on my own, so my parents decided it would be good for me to be involved in the Angus Mentoring Program. I could make friends with fellow peers and be under the guidance of an older member. That one decision put me on track. I gained a new level of confidence and came out of my shell. Additionally, this event allowed me to meet many friends from various states and I look forward to renewing those friendships at every NJAS.

On the flip side, my first time being a mentor was in Madison, Wis. Getting the opportunity to meet several younger NJAA members who shared the same passion for the Angus breed was inspiring to me. In the span of just a week, I got to see my mentee open up and become more outgoing and more confident. It was an amazing experience.

If you are looking to get involved in a leadership role, this event is perfect for you. As a mentor, you get to help shape youth while getting the opportunity to gain valuable leadership experience. Additionally, you get to meet new people and build meaningful relationships. The relationships built will long outlive your time as an NJAA member.

— Nicholas Pohlman, director





Raising the Carcass Standard

In the ever-changing Angus industry, the standard for premiums on Angus cattle carcass has been raised in and outside of the junior association. This past January, I had the opportunity to attend the *Certified Angus Beef* (CAB) brand Youth Building Blocks Seminar in Wooster, Ohio, with five other fellow Green Coats. While attending the conference we got to eat some excellent steak, learn more about the benefits of CAB in the Angus industry, and interact with cattlemen and cattlewomen invested in these new advantages to carcass genetics.

The NJAA even has a contest at the NJAS to get juniors involved in the true beef side of our industry in the Carcass Steer Contest. This contest gives great insight into what CAB is trying to build its brand upon, as well as the added carcass and terminal genomics being implemented into your cattle's expected progeny differences (EPDs).

There are different avenues of the American Angus Association that work to build the industry's value for terminal cattle.

Certified Angus Beef LLC is a subsidiary of the American

Angus Association that strives to build a better-quality product for consumers, while still giving added earned dollars to producers. It continues to build relations with other countries to build a larger consumer network for producers, like all of us junior members. It's a brand that allows you to earn a higher profit for your cattle.

Angus Genetics Inc. (AGI) continues to add more detailed numbers for breeders to select the kind of genetics they want to breed to. These various EPDs provided by AGI help you produce higher-quality cattle that meet the carcass standards of CAB to help you earn more premiums. These data provided by EPDs are invaluable, allowing you to read deeper into your herd and make more-informed decisions.

These two different subsidiaries of the American Angus Association truly help add value to our industry as a whole and to your own personal business. By using these different tools we have been given, you as a young and invested Angus breeder can truly be able to raise your own standards!

Justin Wood, director

AAA Login

Online Contest Portal

Signing up for contests is now easier than ever through AAA Login. If you don't have an account, get one today! Key to NJAA Word Search on page 9

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Important Dates and Deadlines for Juniors

Entry Deadlines

April 15: ownership and entry — Atlantic Nationals cattle entries

May 10: ownership and entry — All-American Angus Breeders' Futurity cattle entries

May 15: ownership and entry — Eastern Regional and Phenotype and Genotype Show cattle entries

May 15: ownership and entry — Northwest Regional Preview cattle entries

May 15: photography, writing, cook-off & graphic design contests

May 15: <u>paper only</u> entry deadline — NJAS and Phenotype and Genotype Show

May 16-25: ownership and <u>online only</u> entry deadline — NJAS and Phenotype and Genotype Show

May 25: prepared public speaking and career development contest

June 15: early entry — LEAD

June 24: online contest sign-up — extemporaneous speaking, judging, skill-a-thon, auctioneering and beef science poster contest

July 1: late entry — LEAD

Junior Shows and Events

- Western Regional Jr. Angus Show and Phenotype and Genotype Show; Reno, Nev.;
 CANCELLED
- Raising the Bar Conference; Denver, Colo.;
 CANCELLED
- Atlantic National Jr. Angus Show; Timonium, Md.; May 22-24
- All-American Angus Breeders' Futurity Jr. Angus Show; Louisville, Ky; June 12-14
- Northwest Regional Preview Jr. Angus Show; Ellensburg, Wa.; June 19-20
- Eastern Regional Jr. Angus Show and Phenotype and Genotype Show; Lebanon, Tenn.; June 26-28
- National Jr. Angus Show and Phenotype and Genotype Show; Harrisburg, Pa.; July 5-11
- LEAD conference; Orlando, Fla.; July 30-Aug. 2