



# NEWS & VIEWS

“There is nothing more frightening than ignorance in action” – Goethe

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## *From the President's Desk*

Jake Sailer

### *Sailer's Food Market and Meat Processing*

Hello everyone,

I hope everyone enjoyed the few days of spring we had. It looks like we are going to go right into summer!

The 2022 convention was a huge success. The preconvention workshop on beef production was second to none. From slaughter to breaking beef to the difference in hamburger patties to value added cuts, there was a lot to be learned. We also held our inaugural butchery contest, and I thought it was a lot of fun and very entertaining! Thank you for all who participated, and congratulations to the winners. If you did not win, and would like to compete next year to try to take home a trophy, sharpen your knife. Hopefully we can do it again. Thank you Dr. Jeff and UW staff for putting on a stellar preconvention workshop!

I would like to welcome our new board members: Brandon Clare from JM Watkins in Plum City, Drew Brinker from The Meat Market in Baraboo, and Roy Elsenpeter from The Durand Smokehouse in Durand.

I would also like to congratulate the first five DATCP meat processor grant recipients: Nordik Meats, Viroqua; Paulie's Chop Shop, Luxemburg; JM Watkins, Plum City; Crescent Meats, Cadott; and Sorg Farm Packing, Darien. If you applied for one of these grants and did not receive it, there will be another round of grant applications. USDA will also have more grants coming down the line. In addition, Gov. Evers just announced the creation of the Meat and Poultry Supply Chain Resiliency Grant Program (see details on page 3). Watch the newsletter and our website ([www.wi-amp.com](http://www.wi-amp.com)) for more information on these grants.

With that said, we are trying to have our members use the WAMP website for more timely communications. This board is in a very good position to make some changes and all for the good. Our vision is to bring

## **UPCOMING EVENTS**

STATE FAIR MEATS  
CONTEST JUDGING  
STATE FAIR PARK  
WEST ALLIS, WI  
JUNE 17, 2022

2022 AAMP CONVENTION  
HILTON DOWNTOWN  
HOTEL  
DES MOINES, IA  
JULY 14-16, 2022

WISCONSIN STATE FAIR 4-H  
MEAT PRODUCT AUCTION  
STATE FAIR PARK  
WEST ALLIS, WI  
AUGUST 9, 2022

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INDUSTRY MID-YEAR  
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OCTOBER 13-14, 2022

2023 WAMP 84TH  
CONVENTION  
MARRIOTT HOTEL  
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APRIL 13-16, 2023

Continued on page 2

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## President's message cont.

Continued from page 1

as much value to our membership as we possibly can. If you have any ideas of things you want to see or want the board to do, please let a board member know or contact Kathy Vorpapel.

I would like to thank Kathy for being our interim executive secretary, and putting together a flawless convention! We are doing interviews with candidates to fill this position. Hopefully we will be making a decision within the upcoming months.

Another big event everyone should put on their radar is the Wisconsin Meat Industry Mid-Year Conference. This will be held on Oct. 13 and 14, and is something you will not want to miss!

If there is anything I can do for you, please ask.

Your WAMP President  
Jake Sailer

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# **Application Window Now Open For Meat and Poultry Supply Chain Resiliency Grant Program**

On May 23, Gov. Tony Evers announced the creation of the Meat and Poultry Supply Chain Resiliency Grant Program, investing up to \$10 million in the program to continue to grow Wisconsin's meat processing industry and improve the long-term viability of the state's livestock industry. Funded through the American Rescue Plan Act (ARPA), Wisconsin meat processors will have the ability to apply for grants of up to \$150,000.

The Meat and Poultry Supply Chain Resiliency Grant Program will be distributed by DATCP. Processors are required to provide a match of 100% of the grant amount, and grants will be awarded through a competitive selection process. The application period for the Meat and Poultry Supply Chain Resiliency Grant Program is now open.

With this announcement, Gov. Evers has committed more than \$15 million to Wisconsin's meat processors. Earlier this year, Gov. Evers announced up to \$5 million in the Meat Talent Development Program to help attract

students to meat careers, provide financial support to students in Wisconsin meat processing training programs, support program development, and connect the meat processing industry with potential employees.

Additionally, the 2021-23 biennial budget included \$200,000 in each year of the biennium for Meat Processor Infrastructure Grants. These grants enabled meat processors to invest in their facilities and install equipment to expand their production and gain efficiencies. In the first year of the Meat Processor Infrastructure Grants, DATCP received 100 applications requesting more than \$4.4 million in funding. The first recipients of these grants were announced on May 5.

More information about the Meat and Supply Chain Resiliency Grants, including the application and FAQs, is available at:

<https://datcp.wi.gov/Pages/AgDevelopment/MeatPoultrySupplyChainResiliencyGrants.aspx>



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# 2022 WAMP Convention



Best Butcher Awards, left to right, first place – Bob Gehring, second place – Jake Sailer, third place – Louis Muench.



Haen, Tasse, Franseen and Vold families having fun in the trade show hall.



Tim Haen, past AAMP president and Chris Young, AAMP executive director



Sam Sailer, Jake Sailer, Dr. Jeff Sindelar, Russ Krantz and Morgan Sailer.



Rick Reams, Phil Schmidt and John Haen



Friday fun time

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# 2022 WAMP Convention



Friday night bags tournament



Dr. Dewey Wacholz and Matt Bayer



Friday night family dance



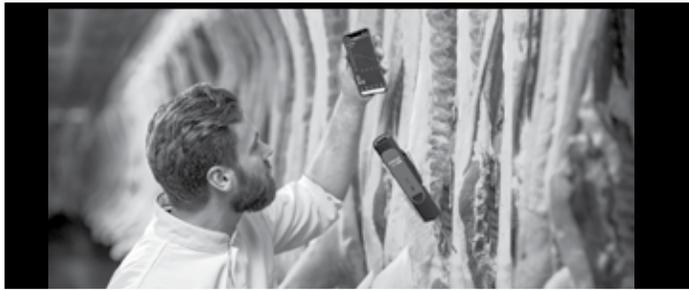
Tim Brueggen, Joe and Lori from Family Farms



Judge Jennifer Johnson and her tournament partner



Sausage sculpting with Scott and Kathy Vorpapel, Emilia, Eloise & Levi.



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## Sausage Sculpture Contest

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Ages 6-8



Ages 5 and younger

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# 2022 WAMP Product Show Winners



Class 1 - Fresh Breakfast Sausage Links. Grand Champion: Eden Meat Market, Eden; Reserve Grand: Nilssens Inc, Clear Lake; Champion: Fox Bros. Piggly Wiggly, Oconomowoc; Reserve: Gempler's Supermarket, Monticello.



Class 2 - Fresh Dinner Sausage. Grand Champion: Fox Bros. Piggly Wiggly, Oconomowoc; Reserve Grand: Prem Meats, Spring Green; Champion: Custom Meats of Marathon, Marathon; Reserve: Haen Meat Packing, Inc., Kaukauna.



Class 3 - Fresh Specialty Bratwurst. Grand Champion: Wilsons Farm Meats, Inc. Elkhorn; Reserve Grand: Le Roy Meats of Horicon, Horicon; Champion: Lodi Sausage Company, Lodi; Reserve: Gehrings Meat Market, Hartford.



Class 4 - Fresh Traditional Bratwurst. Grand Champion: Gempler's Supermarket, Monticello; Reserve Grand: Nilssens Inc, Clear Lake; Champion: Geiss Meat Service, Merrill; Reserve: Prem Meats, Spring Green.



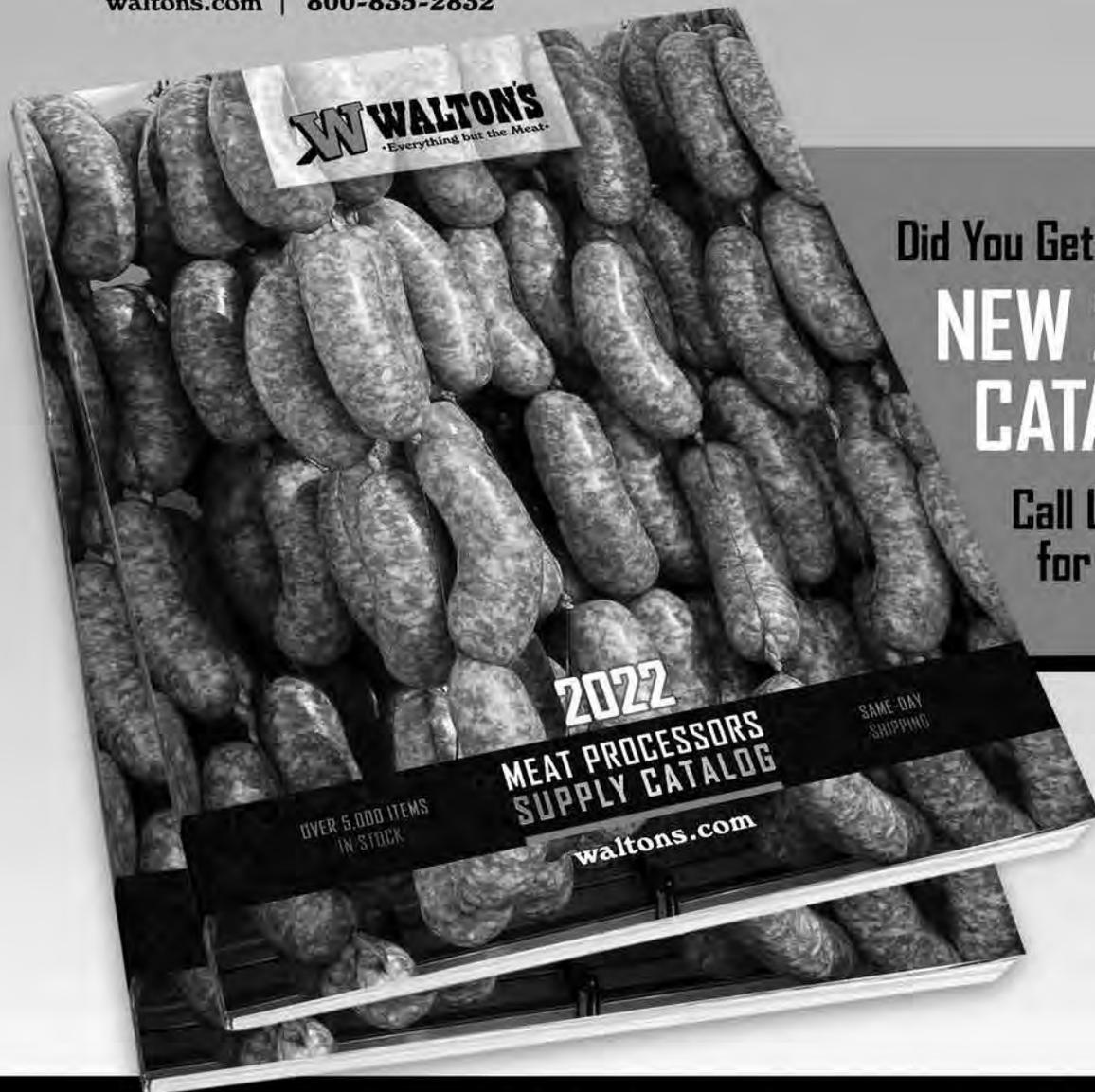
Class 5 - Fresh Specialty Poultry Sausage. Grand Champion: Leroy Meats of Horicon, Horicon; Reserve Grand: Louies Finer Meats, Inc, Cumberland; Champion: Old Germantown, Germantown; Reserve: Geiss Meat Service, Merrill.



Class 6 - Fresh Gourmet/Flavored Patty. Grand Champion: Custom Meats of Marathon, Marathon; Reserve Grand: Crescent Meats, Cadott; Champion: Louies Finer Meats, Inc, Cumberland; Reserve: Roskom Meats, Kaukauna.

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# 2022 WAMP Product Show Winners



Class 7 - Bacon. Grand Champion: Brandon Meats and Sausage, Inc, Brandon; Reserve Grand: Leroy Meats of Horicon, Horicon; Champion: Webers Processing Plant, Inc., Cuba City; Reserve: Wilsons Farm Meats, Inc., Elkhorn.



Class 8 - Flavored Bacon. Grand Champion: Brandon Meats and Sausage, Inc, Brandon; Reserve Grand: Gehrings Meat Market, Hartford; Champion: Geiss Meat Service, Merrill; Reserve: Crescent Meats, Cadott.



Class 9 - Boneless Poultry Product. Grand Champion: Louies Finer Meats, Inc, Cumberland; Reserve Grand: Leroy Meats of Horicon, Horicon; Champion: Fox Bros. Piggly Wiggly, Oconomowoc; Reserve: Northwoods Locker, LLC, Clayton.



Class 10 - Cooked & Uncured Traditional Bratwurst. Grand Champion: Falls Meat Service, Pigeon Falls; Reserve Grand: Louies Finer Meats, Inc, Cumberland; Champion: Leroy Meats of Horicon, Horicon; Reserve: Nilssens Inc, Clear Lake.



Class 11 - Cooked & Uncured Specialty Bratwurst. Grand Champion: Leroy Meats of Horicon, Horicon; Reserve Grand: Geiss Meat Service, Merrill; Champion: Louies Finer Meats, Inc, Cumberland; Reserve: Falls Meat Service, Pigeon Falls.



Class 12 - Smoked, Cooked & Cured Traditional Bratwurst. Grand Champion: Geiss Meat Service, Merrill; Reserve Grand: Louies Finer Meats, Inc, Cumberland; Champion: Crescent Meats, Cadott; Reserve: Leroy Meats of Horicon, Horicon.

# 2022 WAMP Product Show Winners



Class 13 - Smoked, Cooked & Cured Specialty Bratwurst. Grand Champion: Nilssens Inc, Clear Lake; Reserve Grand: Falls Meat Service, Pigeon Falls; Champion: Hoffs United Foods, Inc., Brownsville; Reserve: Geiss Meat Service, Merrill.



Class 14 - Braunschweiger Liver Sausage. Grand Champion: The Meat Market, Baraboo; Reserve Grand: Custom Meats of Marathon, Marathon; Champion: Lake Geneva Country Meats, Inc, Lake Geneva; Reserve: Sorg Farm Packing, Inc., Darien.



Class 15 - Cured and Smoked Poultry. Grand Champion: Geiss Meat Service, Merrill; Reserve Grand: Louies Finer Meats, Inc, Cumberland; Champion: The Durand Smokehouse, Durand; Reserve: The Meat Market, Baraboo.



Class 16 - Cured Specialty Meat Products. Grand Champion: Brandon Meats and Sausage, Inc, Brandon; Reserve Grand: Lake Geneva Country Meats, Inc, Lake Geneva; Champion: West Bend Sausage Plus, West Bend; Reserve: Wilsons Farm Meats, Inc., Elkhorn.



Class 17 - Dried or Smoked Beef. Grand Champion: Haen Meat Packing, Inc., Kaukauna; Reserve Grand: Webers Processing Plant, Inc., Cuba City; Champion: Geiss Meat Service, Merrill; Reserve: Louies Finer Meats, Inc, Cumberland.



Class 18 - Natural Casing Frankfurters/Wieners. Grand Champion: Northwoods Locker, LLC, Clayton; Reserve Grand: Almema Meat Company, Almema; Champion: Geiss Meat Service, Merrill; Reserve: Custom Meats of Marathon, Marathon.

# 2022 WAMP Product Show Winners



Class 19 - Skinless Frankfurter/Wieners. Grand Champion: Geiss Meat Service, Merrill; Reserve Grand: The Meat Market, Baraboo; Champion: Sorg Farm Packing, Inc., Darien; Reserve: Hewitts Meat Processing, Inc., Marshfield.



Class 20 - Bone-in Ham. Grand Champion: Geiss Meat Service, Merrill; Reserve Grand: Louies Finer Meats, Inc, Cumberland; Champion: Crescent Meats, Cadott; Reserve: Wilsons Farm Meats, Inc., Elkhorn.



Class 21 - Semi-Boneless Ham. Grand Champion: Brandon Meats and Sausage, Inc, Brandon; Reserve Grand: Falls Meat Service, Pigeon Falls; Champion: Haen Meat Packing, Inc., Kaukauna; Reserve: The Durand Smokehouse, Durand.



Class 22 - Boneless Ham (Commercial). Grand Champion: Haen Meat Packing, Inc., Kaukauna; Reserve Grand: Louies Finer Meats, Inc, Cumberland; Champion: Crescent Meats, Cadott; Reserve: The Durand Smokehouse, Durand.



Class 23 - Boneless Ham (Traditional). Grand Champion: Geiss Meat Service, Merrill; Reserve Grand: Falls Meat Service, Pigeon Falls; Champion: The Meat Market, Baraboo; Reserve: Lake Geneva Country Meats, Inc, Lake Geneva.



Class 24 - Specialty Meat Entrée. Grand Champion: Hoffs United Foods, Inc., Brownsville; Reserve Grand: West Bend Sausage Plus, West Bend; Champion: Fox Bros. Piggly Wiggly, Oconomowoc; Reserve: Louies Finer Meats, Inc, Cumberland.

# 2022 WAMP Product Show Winners



Class 25 - Restructured Jerky. Grand Champion: Haen Meat Packing, Inc., Kaukauna; Reserve Grand: Almema Meat Company, Almema; Champion: Geiss Meat Service, Merrill; Reserve: Gempler's Supermarket, Monticello.



Class 26 - Whole Muscle Jerky. Grand Champion: Gehrigs Meat Market, Hartford; Reserve Grand: Prem Meats, Spring Green; Champion: Lake Geneva Country Meats, Inc, Lake Geneva; Reserve: Nilssens Inc, Clear Lake.



Class 27 - Large Diameter Luncheon Meat. Grand Champion: Geiss Meat Service, Merrill; Reserve Grand: Northwoods Locker, LLC, Clayton; Champion: Louies Finer Meats, Inc, Cumberland; Reserve: Gempler's Supermarket, Monticello.



Class 28 - Luncheon or Jellied Loaf. Grand Champion: Geiss Meat Service, Merrill; Reserve Grand: The Meat Market, Baraboo; Champion: Crescent Meats, Cadott; Reserve: Louies Finer Meats, Inc, Cumberland.



Class 29 - Emulsified Ring Bologna. Grand Champion: Haen Meat Packing, Inc., Kaukauna; Reserve Grand: Geiss Meat Service, Merrill; Champion: Brandon Meats and Sausage, Inc, Brandon; Reserve: Sorg Farm Packing, Inc., Darien.



Class 30 - Coarse Ground Ring Bologna. Grand Champion: Falls Meat Service, Pigeon Falls; Reserve Grand: The Meat Market, Baraboo; Champion: Eden Meat Market, Eden; Reserve: Louies Finer Meats, Inc, Cumberland.

# 2022 WAMP Product Show Winners



Class 31 - Specialty Ring Sausage. Grand Champion: Louies Finer Meats, Inc, Cumberland; Reserve Grand: Crescent Meats, Cadott; Champion: Leroy Meats of Horicon, Horicon; Reserve: Gempler's Supermarket, Monticello.



Class 32 - Small Diameter Smoked and Cooked Sausage. Grand Champion: Prem Meats, Spring Green; Reserve Grand: Haen Meat Packing, Inc., Kaukauna; Champion: Louies Finer Meats, Inc, Cumberland; Reserve: Nilssens Inc, Clear Lake.



Class 33 - Smoked Kielbasa or Polish Sausage. Grand Champion: Geiss Meat Service, Merrill; Reserve Grand: Nilssens Inc, Clear Lake; Champion: West Bend Sausage Plus, West Bend; Reserve: Lake Geneva Country Meats, Inc, Lake Geneva.



Class 34 - Traditional Snack Sausages. Grand Champion: Leroy Meats of Horicon, Horicon; Reserve Grand: Roskom Meats, Kaukauna; Champion: Nilssens Inc, Clear Lake; Reserve: Geiss Meat Service, Merrill.



Class 35 - Flavored Snack Sausages. Grand Champion: Crescent Meats, Cadott; Reserve Grand: Geiss Meat Service, Merrill; Champion: Nilssens Inc, Clear Lake; Reserve: Gempler's Supermarket, Monticello.



Class 36 - Cooked Summer Sausage. Grand Champion: Almena Meat Company, Almena; Reserve Grand: Lodi Sausage Company, Lodi; Champion: Falls Meat Service, Pigeon Falls; Reserve: Roskom Meats, Kaukauna.

# 2022 WAMP Product Show Winners



Class 37 - Flavored Summer Sausage. Grand Champion: Louies Finer Meats, Inc, Cumberland; Reserve Grand: Lake Geneva Country Meats, Inc, Lake Geneva; Champion: Haen Meat Packing, Inc., Kaukauna; Reserve: Nilssens Inc, Clear Lake.

Class 38 - Old World Dry or Semi Dry Sausage. Grand Champion: Louies Finer Meats, Inc, Cumberland; Reserve Grand: Driftless Meats & More, Viroqua; Champion: Hoffs United Foods, Inc., Brownsville; Reserve: Lodi Sausage Company, Lodi.



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# 2022 Best of Show Winners



Of the 645 products from 38 plants entered in this year's product show, two were selected to receive the prestigious Best of Show awards. Randy Romanski, secretary of the Wisconsin Department of Agriculture, Trade and Consumer Protection, center, presented the Robert W. Bray Award of Excellence – Whole Muscle Product to Haen Meat Packing, Inc., Kaukauna, for their winning smoked beef. Tim Haen, left, and Phil Schmidt, right, accepted the award.



The Dr. Dennis R. Buege Award of Excellence – Sausage Product was awarded to Louies Finer Meats, Inc, Cumberland, for their dry cured Italian with wine in the Old World Dry or Semi Dry Sausage category. The award was presented by Dr. Dennis Burson, right, and accepted by, left to right, Louis Muench, Leif Arnes and Louie Muench.



Chris Young, AAMP executive director, left, presented Andy Geiss of Geiss Meat Service, Merrill, right, with the WAMP Product Show Excellence in Product Manufacture award. It was created to recognize consistency in manufacturing and the entering of high quality products.



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# Jeff Swenson Receives WAMP Person of the Year

This year, WAMP honored a special individual, who has had a huge impact on the State of Wisconsin livestock producers and meat processors.

The Wisconsin Department of Agriculture, Trade, and Consumer Protection could not be more proud or honored to present the award to Jeff Swenson.

Swenson's hometown is Cannon Falls, Minnesota. He graduated from Cannon Falls High School in 1985, and currently resides in Columbus, Wisconsin. He studied agriculture journalism at UW-Madison and graduated in 1999.

Swenson has been the livestock and meat specialist at the Wisconsin Department of Agriculture, Trade and Consumer protection for over 15 years in the Division of Agriculture Development. Early in his tenure, he helped another WAMP Person of the Year honoree Dr. Jeff Sindelar to develop and find federal funding support for the Master Meat Crafter program, which has provided both technical and business training for nearly 100 meat industry professionals who have gone on to become senior managers and owners of meat



Jeff Swenson

processing establishments in Wisconsin, the U.S. and outside our borders. The program began in 2010 and continues with a 2022-23 class.

Swenson has also served the industry through his hands-on and tireless efforts during the early months of the pandemic to help several pork producers find processing and ultimately a market for their pigs through the Passion for Pork Program. He led DATCP's efforts to work with the Wisconsin Pork Association to sell pork bundles at the state fair, for the food security initiative with the Hunger Task Force and Feeding Wisconsin and an FFA fundraising event in Waupun. These collaborative efforts helped to ensure that no pigs in Wisconsin were depopulated as a result of the pandemic supply chain disruptions. Well over 38 tons of pork were sold through the Passion for Pork initiative.

Swenson has served on the Wisconsin Meat Industry Hall of Fame Committee, and has been instrumental in identifying candidates, and coordinating the award ceremonies. He has been a judge many times for the product show at the WAMP annual convention as well as the Wisconsin State Fair. Swenson has been an approachable go-to person for our membership. He has been extremely helpful and supportive of WAMP. Because of his work and unending support, we are pleased and honored to award "Swenny" as the WAMP Person of the year.



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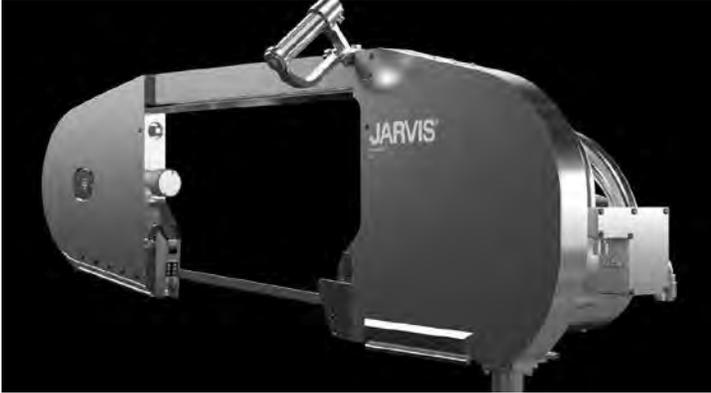
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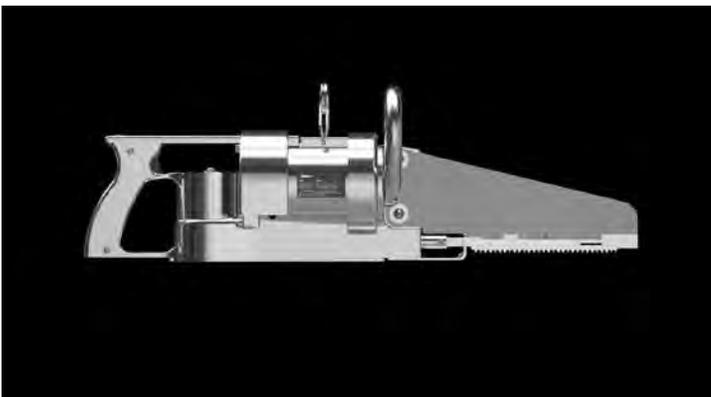
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# Scholarships Awarded to Deserving Students

## WAMP Scholarships



Shauna Mae Hoff

Shauna Mae Hoff, Lomira, is majoring in psychology at UW–Milwaukee. She plans to work in clinical psychology with a goal of researching dementia and assisting in that field. She has worked at Hoff’s Quality Meats since she was 10 years old and stayed until she left for college last year, while still helping out occasionally and during deer season. Her sponsor is Hoff’s Quality Meats.

Morgan Yahr (not pictured) attends Campbellsport High School. She plans to attend UW–Madison to major in mechanical engineering and Spanish. She is pursuing these degrees with a plan to design robots for cattle harvest and to be fluent in Spanish. She works at Loehr’s Meat Service helping with customer service and learning about sausage processing. Her sponsor is Loehr’s Meat Service.



Faith Franseen

Faith Franseen attended Marshfield High School and is currently a student at UW–Madison. She majors in biochemistry. She plans to become a medical researcher with an emphasis on pain management. Franseen works at Hewitt’s Meats while not at school and helps with

customer service, merchandising and marketing. Her sponsor is Hewitt’s Meats.

## Midwest Perishables Inc. Scholarship



Jordon Clare

Jordon Clare, Maiden Rock, is a senior at Plum City High School. He plans to major in business management and minor in animal science at Chippewa Valley Technical College. After graduation, he plans to work at his family’s meat locker, JM Watkins. He has worked for his parents since fifth grade and one day hopes to run the family business. His sponsor is The Durand Smokehouse.

## U.W. Provision Company Scholarship



Annabelle Gehring

Annabelle Gehring, Hartford, is a senior at Slinger High School. She plans to major in elementary education at Concordia College. After graduation, she plans to enter the field of education and provide for those in need of education and support in any other aspect of their life. She works at Gehring’s Meat Market as a general laborer and babysits after hours. Her sponsor is Gehring’s Meat Market.

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# Past Board Members Recognized For Years of Service

Several individuals were recognized for their years of service on the WAMP Board of Directors. The retiring board members included Rod Aspenson, Matt Bayer, John Benson (not pictured), Mike Flanigan, Wayne Lautsbaugh and Andy Pearson.



Rod Aspenson



Matt Bayer



Mike Flanigan

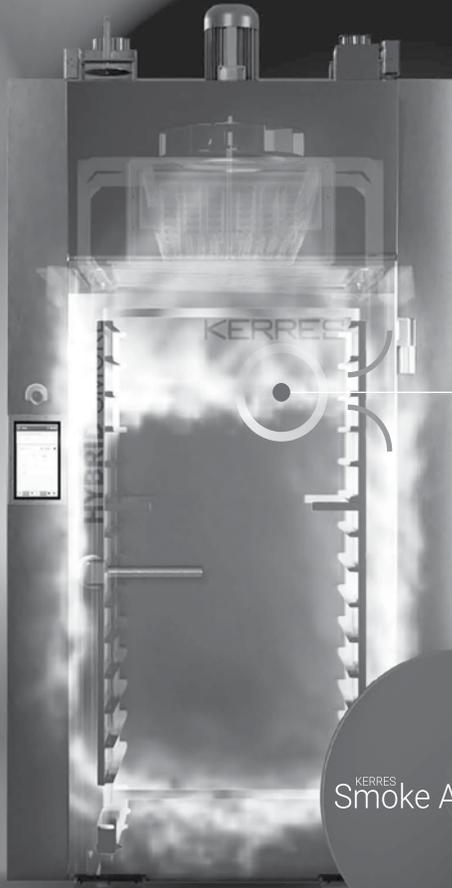


Wayne Lautsbaugh



Andy Pearson

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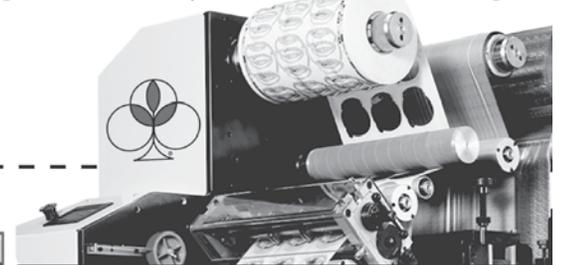
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## Meet the Newly Elected Members to the Board of Directors

Elections during the WAMP annual meeting in April welcomed three new members and one returning member to the WAMP Board of Directors. They are:

### **Drew Brinker, The Meat Market, Baraboo**

Brinker was born in Illinois and raised in Baraboo. He graduated from Baraboo High School in 2005 and joined the Marines, where he served for four years.

After serving in the military, he moved back to Baraboo and met his wife, Michelle. They married in 2013 and now have two children, a 7-year-old girl and a 5-year-old boy.

Brinker has been working for the Baraboo Meat Market, alongside his wife and her dad, Mike Vold, since 2013. He and his wife became part owners of the Meat Market in 2021 and are excited to continue to grow the business in the future.

Brinker really enjoys cutting meat, coming up with new products to make, and smoking meats. In his free time, he enjoys pheasant hunting and playing golf.

### **Brandon Clare, JM Watkins, LLC, Plum City**

Clare graduated from Plum City High School in 1993 and after a few years of “crappy jobs” decided that college was a good idea. In 2000, he graduated from UW–Stout with a business degree, his wife, Erin, graduated from UW–Madison as a veterinarian and they moved to Hartford. He worked as a project manager for a large commercial drywall company while she worked as a veterinarian. After having their two boys, Jordan, now 18, and Mason, now 16, they decided to move back to Plum City.

After two more years in construction, they decided to purchase Watkins Lockers, a family owned business for over 60 years that is comprised of custom slaughter, venison processing, retail and wholesale sales. Having no experience in the meat business there was a very steep learning curve. Clare says he was lucky to hire a meat cutter that had a ton of experience and was smart enough to keep some of the Watkins family that previously ran the business; one is still there today. Bob Watkins encouraged the Clares to visit other local lockers to see how they did things. He was amazed at how “open” and honest everyone was. Having come from the construction business where none of his fellow contractors would say

anything to a business where people were willing to help you was a huge surprise. He has always remember Rick Reams’ advice to join WAMP and not to just be a member but get involved.

### **Roy Elsenpeter, The Durand Smokehouse, Durand**

Elsenpeter has over 40 years of experience in the meat industry. He was born in Marine on St. Croix, Minnesota, and was raised on a farm alongside his three brothers and one sister. Growing up doing on-farm slaughter gave Elsenpeter a passion for cutting meat. He pursued a higher education of meat cutting at South St. Paul technical school to receive an associate’s degree. From here, he went to cutting meat in many retail sausage making facilities and competed in many sausage competitions.

In 2011, he decided to purchase Butch’s Country Market in Durand and call it The Durand Smokehouse. Elsenpeter’s passion for creating fresh sausages and custom processing brought great growth to the small community. In 2019, The Durand Smokehouse opened a second location in Woodville that serves as a retail shop, as well as a location for customer pick up of processing orders.

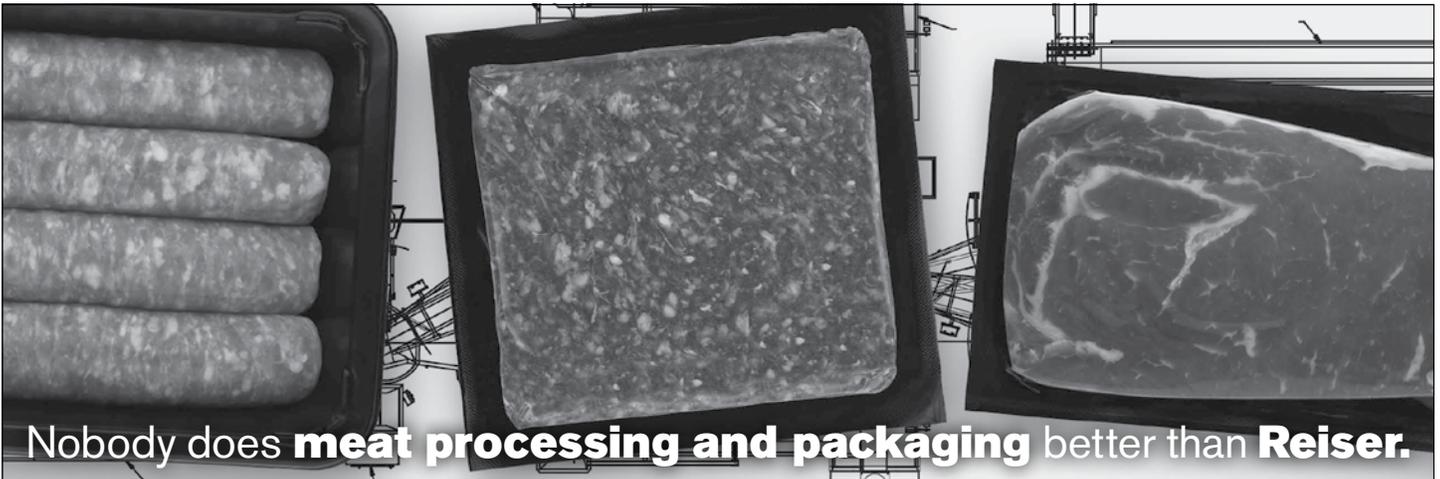
Elsenpeter has participated in the Wisconsin and American meat processing conventions for many years, competing, as well as serving as a chair member for the WAMP product show.

### **Scott Vorpapel, Lake Geneva Country Meats, Lake Geneva**

In 2002, Vorpapel became president of Lake Geneva Country Meats, the business founded by his wife’s parents in 1965. Vorpapel and his wife, Kathy, bought LGCM from her mother, Rita Leahy, in 2016 and have been busy running it with the help of their talented staff and son Nick.

Vorpapel says he enjoys the industry and is grateful for all the support that WAMP and the University system has given to processors. He has been a WAMP board member and past board president, and enjoys working with different plant owners and operators exchanging information and ideas. In his spare time, he enjoys golfing and traveling with Kathy to warmer places, especially to play golf in warmer places.

They have two married children and four wonderful grandchildren that keep them happy and busy almost every day.



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## **AAMP to Produce Video Series on Changes to Appendix A & B**

AAMP has announced a video series to discuss the upcoming proposed changes to Appendix A & B. The series, titled “Cooking & Cooling: Alternative Support for Appendix A & B,” will launch later this summer.

The videos will be developed and hosted by AAMP’s outreach specialists, Abbey Davidson and Nelson Gaydos. The series will cover many of the products that will be affected by the proposed regulatory changes. Topics to be included in the series include: bone-in hams; large diameter products; jerky products; fermented products; cured products; not fully cooked, heat-treated, not shelf-stable products; and poultry products

“These videos are created and published to aid meat processors and the industry in identifying cooking and cooling solutions to meet the new regulatory requirements of the 2021 version of Appendix A and Appendix B. These are intended to be short, to-the-point videos of how to meet the guidelines or alternate ways to stay in compliance,” Davidson explains.

The first video series will debut on AAMP’s YouTube video channel in June, and the remaining videos will be released throughout the summer and into the fall. AAMP processor members are invited to submit questions that they may have about the proposed legislative changes, and our outreach specialists will address them in the videos. Questions can be directed to [abbey@aamp.com](mailto:abbey@aamp.com).

FSIS announced the availability of the revisions of its cooking (lethality) and stabilization (cooling and hot-holding) guidance, referred to as Appendices A & B, in the December 14, 2021, Federal Register. Establishments that use previous versions of Appendix A as support have until December 14, 2022, to either update to the 2021 guidelines or identify alternative support.

Since these proposed changes have been announced, meat processors have had many questions and concerns regarding them. In a recent survey of AAMP members, processors are concerned that their products won’t cool quickly enough, that the products won’t hit lethality quickly enough, and that they can’t maintain relative humidity in their smokehouses. Processors are also worried about editing their HACCP plans to accommodate these changes. The “Cooking & Cooling” video series will address these concerns and more.

*W.A.M.P.*

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*To the Following*

*Families on the Recent Loss of*

*Loved ones.*

*Dorothy Hoff*

*Mother of Tim Hoff*

*Passed away May 6<sup>th</sup> 2022*

*Betty Krantz*

*Mother of Russ Krantz*

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Beginning on June 23, the North American Meat Institute (NAMI) will present a seven-part, on-demand webinar series on humane handling in small meat plants. This course is open to all meat industry professionals and stakeholders. The schedule is as follows:

- Part 1: A Regulatory Overview of Humane Handling
- Part 2: Developing and Maintaining a Robust Animal Welfare Program
- Part 3: The ABCs of Animal Handling
- Part 4: The Humane Handling of High Risk Animals
- Part 5: Stunning and Determining Insensibility and the Use of Firearms
- Part 6: Types of Stunning and Stunner Maintenance
- Part 7: What to Expect During a Humane Handling Audit

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The North American Meat Institute  
The Economic Impact of the Meat Industry  
2019 Data  
Wisconsin



<b>Direct Economic Impact</b>			
	<b>Jobs</b>	<b>Wages</b>	<b>Output</b>
Slaughter	3,395	\$201,431,900	\$2,374,188,500
Meat	9,432	\$645,100,800	\$5,056,234,600
Poultry	4,755	\$273,334,300	\$1,557,995,500
Hides, Skins and Offal	164	\$13,671,000	\$65,207,400
Wholesaling and Distribution	4,922	\$345,807,200	\$857,163,100
Retail Sales	21,103	\$534,903,900	\$1,388,887,900
<b>Total</b>	<b>43,771</b>	<b>\$2,014,249,100</b>	<b>\$11,299,677,000</b>

<b>Supplier Economic Impact</b>			
	<b>Jobs</b>	<b>Wages</b>	<b>Output</b>
Agriculture	43,622	\$652,896,800	\$3,885,117,400
Business and Personal Services	11,502	\$855,780,400	\$1,637,315,900
Construction	392	\$27,345,100	\$90,120,500
Finance Insurance and Real Estate	4,074	\$175,447,600	\$957,151,500
Manufacturing	5,494	\$427,671,800	\$3,339,623,900
Retail	727	\$28,574,800	\$84,854,900
Transportation & Communication	8,610	\$667,213,000	\$2,051,878,300
Travel and Entertainment	2,041	\$61,081,200	\$157,831,900
Wholesale	6,060	\$522,798,900	\$1,787,282,700
Government	686	\$63,760,300	\$139,515,400
Other	0	\$0	\$0
<b>Total</b>	<b>83,241</b>	<b>\$3,484,552,000</b>	<b>\$14,143,529,700</b>

<b>Induced Economic Impact</b>			
	<b>Jobs</b>	<b>Wages</b>	<b>Output</b>
Agriculture	998	\$25,096,600	\$126,872,800
Business and Personal Services	20,041	\$1,267,304,200	\$2,519,997,400
Construction	353	\$23,935,800	\$83,407,500
Finance Insurance and Real Estate	4,457	\$242,136,900	\$1,778,040,600
Manufacturing	2,613	\$186,630,300	\$1,196,115,900
Retail	6,363	\$230,014,800	\$628,589,200
Transportation & Communication	2,847	\$258,623,800	\$1,089,502,400
Travel and Entertainment	7,258	\$212,944,800	\$605,997,500
Wholesale	1,270	\$122,775,300	\$469,130,900
Government	527	\$49,744,600	\$142,543,900
Other	1,317	\$58,624,400	\$105,068,800
<b>Total</b>	<b>48,056</b>	<b>\$2,678,520,600</b>	<b>\$8,749,408,000</b>

	<b>Jobs</b>	<b>Wages</b>	<b>Output</b>
<b>Total Economic Impact</b>	<b>175,068</b>	<b>\$8,177,321,700</b>	<b>\$34,192,614,700</b>

<b>Tax Impact</b>	<b>Business Taxes</b>	<b>Sales Taxes</b>
Federal Taxes	\$1,790,904,500	
State Taxes	\$1,192,094,000	\$333,078,200
<b>Total</b>	<b>\$2,982,998,500</b>	<b>\$333,078,200</b>

## **Wisconsin Meat Industry Mid-Year Conference Planned For Oct. 13-14**

Plans are underway for the Wisconsin Meat Industry Mid-Year Conference to be held Oct. 13-14 at UW–Madison.

The purpose of the event is to find common interests among industries, develop a more unified industry voice and identify collaboration opportunities.

Topics to be addressed are talent recruitment and retention, and challenges and opportunities from different sectors of the animal and meat industries.

There will also be awards recognition, induction ceremony for the Wisconsin Meat Industry Hall of Fame, combined meetings with elected officials and meetings for a number of industry organizations.

Save the date and watch for more details to be announced.



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# Department Notes *by Randy Romanski*

Secretary, Wis. Dept. of Agriculture, Trade and Consumer Protection

Last month, I had the honor of attending and speaking at the WAMP annual conference, seeing first-hand the strength and resilience of Wisconsin's meat processors. As I said during the conference, we are fortunate to have hard-working, dedicated business people like you who help make Wisconsin a strong leader in meat processing. We recognize the challenges that the meat and livestock industry have faced and the importance of making strategic investments to support Wisconsin's agriculture industry.

Last summer, Gov. Tony Evers signed the 2021-23 biennial budget, which included several strategic investments in our state's agriculture industry, and our team has been hard at work to put those investments to good use. I am excited to share a few updates with you about the progress we have made in supporting our state's meat and livestock industries.

On May 5, Gov. Tony Evers announced the 2022 DATCP meat processor grant recipients. The five grant recipients and their planned projects include:

- Nordik Meats, Viroqua – Expanding frozen storage, purchase of a walk-in freezer unit and forklift, and increasing labor.
- Paulie's Chop Shop, Luxemburg – Construction of a new butcher shop, training, and purchasing numerous pieces of equipment.
- JM Watkins, Plum City – Construction of a new building and purchase of a new smoker.
- Crescent Meats, Cadott – Addition of more than 19,000 square feet to existing facility.
- Sorg Farm Packing, Darien – Reconstruction of an existing carcass cooler and freezer and expansion of processing and cutting room.

A total of \$200,000 was available for this year's meat processor grants with a maximum of \$50,000 allowed for each project. While there was only enough funding available to give out five grants, there were many high quality applications submitted that were not able to be funded this time. The need for our state to invest in helping Wisconsin's meat processors modernize and expand is evident, as DATCP received an impressive

100 applications that requested more than \$4.4 million in grant funds.

We will open the grant application period again for another \$200,000 in grant funds, and I encourage you to consider applying once applications are available. To receive notifications on these grants and other meat processor updates, sign up for "Meat Processor News & Updates" on DATCP's website.



Randy Romanski

As we work to increase processing infrastructure through grant opportunities, it is also important that we work to promote our state's meat products around the world. Earlier this month, DATCP and the Wisconsin Economic Development Corporation (WEDC) held the first Wisconsin Agricultural Export Advisory Council meeting. This council helps guide the state's export plan created through the Wisconsin Initiative for Agricultural Exports (WIAE), a collaborative project initiated in Gov. Evers' budget between DATCP and WEDC to promote the export of Wisconsin's agricultural products.

In order to ensure stakeholders and policymakers have a seat at the table as we develop this project over the next five years, the council was designed to include international trade experts from WEDC and DATCP, state legislators, and industry representatives that represent crop, dairy and meat products. Wisconsin's meat and livestock industries are represented on this council by Amy Radunz, Wisconsin Beef Council; Keith Heikes, URUS (GENEX); and Bob Fitzgerald, Johnsonville. To receive updates on the WIAE, visit DATCP's WIAE webpage and sign up for email updates.

May is Mental Health Awareness Month and a time

to recognize the importance of making mental health a priority. This month, I encourage you to learn more about mental health and the ways that you can support yourself and those you work with, including farmers.

Given that farming can be isolating, agricultural service providers like you are one of the first lines of defense for identifying a struggling farmer. The Farm Center recently released a free virtual course that helps agricultural service providers understand the unique stresses and challenges of farming, handle difficult conversations, and recognize signs and symptoms of stress with farmers. This self-paced course is available at no cost and is available on the Farm Center's website at [farmcenter.wi.gov](http://farmcenter.wi.gov).

DATCP's Farm Center is also able to connect farmers to mental health support at no cost through its Farmer Wellness Program. If a farmer you know is struggling, please encourage them to contact the 24/7 Wisconsin Farmer Wellness Helpline at (888) 901-

2558. Through this helpline, farmers and their families can obtain no-cost, confidential, immediate support and access tele-counseling appointments or counseling vouchers.

Last, but not least, I encourage you to make sure that you are taking care of your own mental health. While stress is a part of life, prolonged and increasing amounts can negatively impact overall wellness, even leading to depression or anxiety. To find mental health support in your area, visit <https://211wisconsin.communityos.org/> or just dial 2-1-1. If you think you may hurt yourself or attempt suicide, please contact 9-1-1 immediately.

Thank you for all of your contributions to Wisconsin's agriculture economy. Your contributions to our local and statewide economies are central to our Wisconsin heritage.

DATCP will continue to serve as a resource to you as you serve people across the nation.



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## Thank You For the Donation 2022 State Fair Meats Contest



The River Food Pantry in Madison would like to thank WAMP for the generous donation of 1,527 pounds of assorted quality meats in April. The gifts were shared with neighbors in need through the pantry's free services: groceries and freshly prepared meals for pickup or delivery, online grocery orders, and mobile meals. Because of WAMP's continued support, hundreds of food-insecure children, seniors, veterans, and families throughout Dane County received the nourishment they need to thrive.

Each year the Wisconsin State Fair Meats Contest is conducted in association with the Wisconsin State Fair. This is the 31st year the competitive meat product show will be held. Over the past 30 years a total of approximately 3,500 products have been entered, producing over 250 product show winners, and the auctioning of the winning products during the fair has raised approximately \$1,500,000 for the Wisconsin 4-H Foundation. This money is put to good use by supporting statewide Wisconsin 4-H programs in helping develop the future of Wisconsin.



This year, the judging will take place on June 17 at the Wisconsin State Fair Park and the auction and awards will occur on Tuesday, Aug. 9, during this year's Wisconsin State Fair. When available, information about the product show (including classes and associated rules) and entry procedures (including entry deadline and online registration) can be found at: <https://wistatefair.com/competitions/meat-products/>.

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# Fair Labor Standards Act

Info to know by Richard D. Alanis

Alaniz Law & Associates, PLLC



A major regulatory change is on the horizon. The Biden administration's plan to significantly increase the salary threshold for overtime exempt status under the Fair Labor Standards Act (FLSA), probably sometime in April. The current salary threshold is \$35,568 annually. While no specific amount has been approved, most of us are expecting an increase to the \$50,000+ rang, and probably even higher given the increasing inflation.

While salaries have increased somewhat to keep pace with the hourly increases implemented to attract workers, there may still be some meat operations where salaried supervisors and perhaps even some managers are not being paid \$50,000 or so per year. Hopefully we won't have too many affected. Where a currently exempt person is not making at least what the new threshold requires, employers will have to decide to either raise salaries to the required amount or switch the individuals to an hourly rate. Such a change can create morale problems since most would consider it a "demotion," even if they can earn more due to qualifying for overtime pay.

In addition, increasing the salary of some people at the lower end can create salary compression issues affecting those above them. For example, the production or department manager who was paid \$10,000 to \$15,000 more than the supervisors that report to them now only make perhaps \$5,000 more, but still have all the same responsibilities. He might feel that he is being unfairly treated. These are not easy issues to address, but I expect that at least a few IMPPA members will have to deal with them.

Another issue worth mentioning is the anticipated aggressive enforcement by OSHA. They have recently been conducting workplace audits with a focus on COVID prevention measures in the workplace. Until the recommended practices are no longer an issue, all employers, regardless of size, should ensure that all protective measures are being followed consistently.



Richard D. Alanis

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