



January 2023

# 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/Membership,

I hope everyone had a very Merry Christmas and was able to spend some time with family and friends. Bringing in the new year is a time to reflect on years past and concentrate on the years to come. This is going to be a great year!

Dianne has been working very diligently on getting the new website live. By the time you read this, you will be able to Google WAMP and check out the new website! Navigate around and if there's anything you see good or bad, let us know! We want to make sure everything is perfect heading towards convention. Suppliers will be able to sign up on the website. Dianne has also created a new Facebook page. It is no longer a private group, as now it is public.

Just a reminder that scholarship applications are due March 1. Plants that will be sponsoring said applicants must be a member of WAMP.

The upcoming WAMP convention is one you will not want to miss, as this is literally going to be part one and next year will be part two. The theme for the convention is "Strategies for Success, Growing With People, Automation, and Technology." This year, the pre-convention workshop will be held at the MSABD meat lab. We will be talking about harvest technologies, further processing technologies, and demonstrations. We will also have worker versus machine product cutting.

Educational sessions at the hotel will be amazing to say the least. Please plan to attend! We have a panel discussion on payroll, HACCP, security systems, benefits programs, third-party sanitation, social media and marketing. We will also have our AAMP President, Darla Kiesel, and her husband, Aaron, at the convention.

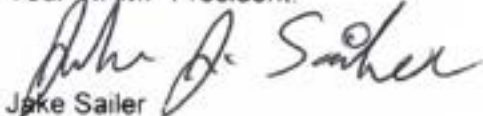
As part of our theme, man versus machine, automation and technology, we will have a linker contest at the trade show. This is where our members can go up against the machine and see who can twist links faster!

Get those products ready for the product show to win lots of awards. It is so good to see the new plants, who have joined WAMP, attending and entering the product show. I can't wait to see everyone.

Focus on the blessings of this new year and reach for the sky!

Think Spring!

Your WAMP President,

  
Jake Sailer

## UPCOMING EVENTS

### MEAT SNACKS SHORT COURSE

UW-Madison Animal Biologics  
Discovery Building  
Madison, WI  
February 7-9, 2023

### WAMP SCHOLARSHIP APPLICATION DEADLINE

March 1, 2023  
(see details inside this  
newsletter)

### 2023 WAMP CONVENTION

Marriott Hotel  
Middleton, WI  
April 13-16, 2023

### 2023 AAMP CONVENTION

Charleston Area Convention  
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Charleston Residence Inn  
Charleston, SC  
July 13-15, 2023



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or email: [jmeyer@epsbuildings.com](mailto:jmeyer@epsbuildings.com)



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## Meat Snacks Short Course

The University of Wisconsin-Madison Meat Science & Animal Biologics Discovery program is happy to announce our Meat Snacks Short Course!

The Meat Snacks Short Course will be held February 7-9, 2023, and 50 registration spots are now available at <https://meatsciences.cals.wisc.edu/>

### About the Meat Snacks Short Course:

This short course takes a comprehensive approach to understanding meat snacks, focusing on jerky, bars, and snack sticks. Participants will learn about the science, safety, and production behind this category of products from a group of nationally and internationally recognized authorities in their fields.

To facilitate a stronger understanding of topics discussed, laboratory demonstrations will be held in the state-of-the-art Meat Science & Animal Biologics Discovery building to reinforce important concepts discussed in the classroom. Processors from every level of experience can benefit from this program with content focused on those interested in, or currently involved in, the meat snack industry.

### Topics Covered:

- Basic Meat Science
- Non-Meat Ingredients
- Raw Material Selection
- Meat Microbiology
- Jerky & Whole Muscle Manufacturing Procedures
- Jerky & Whole Muscle Food Safety & Labeling
- Meat Snack (Stick & Bar) Manufacturing Procedures
- Jerky Manufacturing (Demonstration)
- Stick & Bar Manufacturing Equipment Technologies
- Starter Cultures & Acidulants
- Casings
- Stick and Bar Labeling & Food Safety
- Thermal Processing
- Drying Technologies
- Meat Snack Nutrition, Marketing & Shelf-Life
- Classification of Meat Snacks

The registration fee is \$1200 per person and includes course materials & handouts, breaks & lunches, refreshments, Tuesday evening reception, and local transportation between the Double Tree by Hilton Madison and the MSABD building. *Lodging, parking, and other meals are not included.*

Enrollment in this short course is limited to 50 registration spots to ensure every participant has an excellent opportunity to learn and have their questions answered.

For more information and questions regarding the Meat Snacks Short Course, please visit <https://meatsciences.cals.wisc.edu/> or contact Colleen Crummy at 608-279-7669 or [colleen.crummy@wisc.edu](mailto:colleen.crummy@wisc.edu)

### Additional MSABD Classes

Beyond the Meat Snacks Short Course, we also offer a number of other MSABD short courses and workshops throughout the year.

Please click <https://meatsciences.cals.wisc.edu/> to see our current lineup of classes, and stay tuned for more events as the months move along!



January 2023



**Wisconsin Association of Meat Processors**  
PO Box 25, Pearl City, IL 61062

## 2023 WAMP Scholarship Application

### Deadline: March 1, 2023

**ELIGIBILITY & PURPOSE:** To promote, through scholarship, the post-secondary education of students whose parents/guardians, grandparents or themselves are employees of plants who are members of the Wisconsin Association of Meat Processors. Previous recipients of a scholarship will not be eligible, but previous applicants are welcome to reapply.

**CRITERIA:** Selection of recipient will be based upon the student's scholarship ability, leadership and community service.

**SELECTION:** Applications must be mailed by March 1, 2023, to the WAMP office and will be forwarded to an independent scholarship committee who will select the top applicants as recipients.

**AMOUNT:** One - \$2000 scholarship and four - \$2500 will be awarded this year. The scholarship payment will be made upon proof of enrollment, tuition payment receipt, and completion of one semester of post-secondary education. If a recipient is already in college and has completed at least one semester and enrolled for a second semester, they are eligible for the scholarship payment right away.

### Initial qualifying criteria includes:

- 1) *Student must intend on continuing their education following high school graduation at an accredited college, technical college, business college, nursing school or junior college.*
- 2) *Attach a resume.*
- 3) *Attach transcripts of their classes taken in high school or college.*
- 4) *Attach two letters of recommendation.*
- 5) *Recipients have to be present at the Annual Conference Banquet, or have a plant representative present to receive this award.*

**If the following criteria are not included in your resume, you must address them on a separate sheet of paper to be eligible for the Wisconsin Association of Meat Processors Scholarship.**

- 1) *List the school you are attending or plan to attend.*
- 2) *Briefly explain your career objectives or goals.*
- 3) *List and discuss all school and community leadership positions and years of participation.*
- 4) *List and discuss all extra curricular activities and the number of years of participation.*
- 5) *List and discuss all honors and awards.*
- 6) *List and discuss all work experiences.*
- 7) *Explain what you feel is the importance of post-secondary education in the your chosen field.*
- 8) *Explain how you feel the Wisconsin Association of Meat Processors is important to the meat industry.*

**Please include a cover page to include: Applicant's first, middle, and last name with date of birth, applicant's permanent address and phone number, father's full name and occupation, mother's full name and occupation, WAMP plant sponsor name and address, signature of applicant, signature of parent/guardian, WAMP plant owner signature.**

No applications postmarked after March 1, 2023, will be considered.

Send completed applications to:  
Wisconsin Association of Meat Processors  
PO Box 25  
Pearl City, IL 61062  
(608) 636-0639



[wi-amp.com](http://wi-amp.com)

608-636-0639

[dianne@wi-amp.com](mailto:dianne@wi-amp.com)



WAMP News & Views

# Updates from WAMP Lobbyists: MK Lobby

If you’re reading this, you’ve heard the good news... WAMP now has lobbyists representing the interests of the meat industry at the State Capitol. MK Lobby and principals Matt and Michelle Kussow will be the boots on the ground in the state capitol monitoring legislative activity for bills that are of interest and also proactively shepherding legislation that will benefit the industry and our members.

Michelle Kussow will serve as the primary contact for the association, and has more than 25 years of experience lobbying in Wisconsin on retail food issues while serving as the Executive Vice President for the Wisconsin Grocers Association. Her husband, Matt, has an equal amount of experience but his expertise comes from working as the Chief of Staff for the State’s Budget Committee and numerous years representing UW-Madison.

In the past few years, the meat processing industry has experienced pandemic-related highs and lows. On the low end, the supply and workforce issues which plagued our industry were felt by all WAMP members. However, these difficult times led to a significant amount of state and federal assistance, and a new awareness by all of the critical role that meat processors play in the food supply chain. For these reasons, it’s important that WAMP is represented at the Wisconsin State Capitol and that our members are informed and engaged.

While the 2023-2024 Legislative Session has just begun, legislative activity at the Capitol and within our association has already been busy. In December, WAMP President Jake Sailer, Executive Secretary Dianne Handsaker, Dr. Jeff Sindelar and Michelle Kussow met with representatives of Governor Tony Evers to discuss the needs of the meat industry. The WAMP Board met in the New Year and worked through numerous legislative issues, approving a Legislative Agenda which will serve as the framework for our lobbying team and WAMP members during the two-year legislative session.

## 2023-2024 LEGISLATIVE AGENDA

- Meat Processing Grants: WAMP **SUPPORTS** state funding to help meat processors survive and grow in today’s economy by continuing the Meat Processor Infrastructure Grants providing \$10 million annually to approved processors (capped at \$150,000 with 100% matching funds required). In addition, WAMP **SUPPORTS** \$1 million annually for a Meat Product Development Grant that would allow meat processors to work with a consultant and/or academia to develop new products or improve existing products.
- Workforce Training Grants: The ability to attract and retain qualified workers to the meat industry is critical to our long-term success. WAMP **SUPPORTS** continuation of the \$5 million annual funding for the Meat Talent Development Grant, which includes grants to partially fund meat processor internships and tuition reimbursement for approved classes and workshops including courses on HACCP, Meat Curing and Processing and Humane Handling.
- Immigration: Foreign-born employees using seasonal visas are critical to the meat industry. WAMP **SUPPORTS** expansion of temporary work visas, including a state sponsored path for undocumented individuals to work in Wisconsin. In addition, WAMP supports incentivizing these individuals to move to Wisconsin by offering resident tuition for undocumented students and a method to obtain state-issued drivers licenses.

# Updates from WAMP Lobbyists: MK Lobby

- Labeling Bills: WAMP **SUPPORTS** efforts to limit labeling of “meat” products to only those derived from an animal. The meat industry is subject to numerous labeling requirements that clearly spell out country of origin, nutrition and other information intended to benefit the consumer. Limiting the labeling of meat to animal-based products is also beneficial to the consumer and should be required.
- Cottage Foods: WAMP understands the need for the Legislature to address the licensing and regulation of cottage foods in Wisconsin. However, WAMP does not consider meat processing a cottage food and would **OPPOSE** efforts to allow unregulated meat processing.
- Personal Property Tax: WAMP **SUPPORTS** full repeal of Wisconsin’s personal property tax (PPT). The personal property tax, after decades of exemptions, has become an unfair and difficult tax for small businesses. It is time for Wisconsin to fully repeal this archaic tax.
- Interchange on Sales Tax: Wisconsin meat processors, like all small businesses, have been hit hard by the continually increasing cost of interchange fees. WAMP **SUPPORTS** efforts that would prohibit interchange fees on taxes or other ways of making the retailer whole such as increasing the retailers discount for sales tax collection.
- Workers Compensation: The cost of workers compensation in the meat industry is extremely costly and ever-increasing. WAMP **SUPPORTS** efforts to reform and lower the costs of medical procedures covered under workers compensation.

*This list is not an all-inclusive list of issues of concern to the Wisconsin Association of Meat Processors, but represents the guiding principles for major issues as well as key issues of importance to the industry that will be discussed during the legislative session.*



DEPARTMENT OF AGRICULTURE, TRADE AND CONSUMER PROTECTION

## Division of Food and Recreational Safety

### DATCP Meat and Poultry Staff to Host Virtual Office Hours in February

The Wisconsin Department of Agriculture, Trade and Consumer Protection (DATCP) Bureau of Meat and Poultry Businesses (BMPB) will begin hosting virtual “office hours” in 2023. These events will directly connect industry with DATCP staff to hear regulatory updates and address questions related to meat and poultry operations.

The first virtual office hours will be held via Zoom from 2-3 p.m. on Friday, Feb. 3. DATCP’s Division of Food and Recreational Safety management will be available to share industry-related updates and opportunities. Attendees are encouraged to submit questions or topics for discussion in advance of the office hours.

Earlier this year, DATCP emailed several industry reminders and resources to help operators find information on regulatory requirements, grant opportunities and upcoming changes. DATCP encourages anyone not receiving these messages to contact the BMPB with their establishment name or number and preferred email address.

In December, DATCP began sending invitations to the “office hours” event electronically and by mail. If you did not receive a letter and wish to attend – and if you would like to update your contact information or submit questions in advance of the event – contact the BMPB at (608) 224-4694 or by email at [DATCPmeatpoultrylicensing@wisconsin.gov](mailto:DATCPmeatpoultrylicensing@wisconsin.gov).





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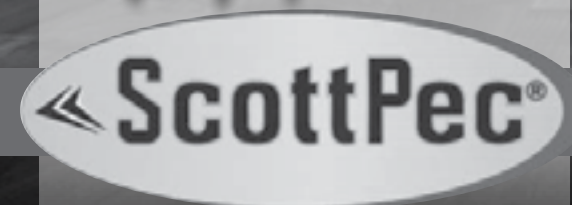
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## Volunteers Needed for the WAMP Specialty Meat Championships

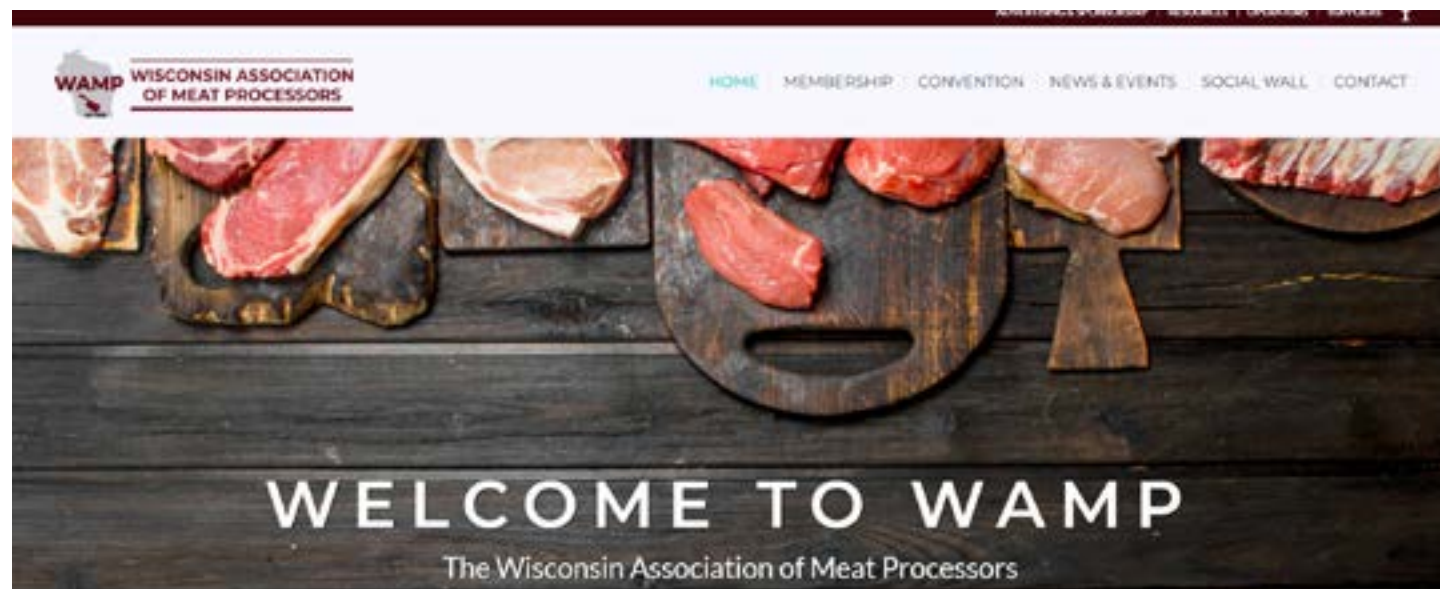


The WAMP Product Show is certainly one of the largest in the country. We need your help to continue to make it a successful event. The committee is looking for help with entering product and assistance during the judging on April 14 or 15, 2023, during the WAMP Convention.

Please contact Ben Gehring, Product Show Chairman, to volunteer today!

cell: 262-224-0559 or email: [gehringbenjamin@yahoo.com](mailto:gehringbenjamin@yahoo.com)

## The all-new WAMP Website is now LIVE!



We are so excited to share the news about the website and all of its functions.

1. Check out all the news and upcoming events on the News & Events page.
2. See all the membership opportunities and JOIN ONLINE!
3. The Convention Registration is as easy as click, click, click. You can do it all online. Need to add another attendee? You can do it online.
4. Suppliers: You may now remit your dues, select advertising, include sponsorship and reserve your trade show booth all ONLINE!!!
5. Check out your membership listing on the Operator and Supplier directories. Not listed? Join today!
6. Check out all the information for the convention on the Convention page. More information will be posted as it becomes available.
7. Check out the new Advocacy page to meet the WAMP lobbyist at MK Lobby.
8. There's more-go check it out at [www.wi-amp.com](http://www.wi-amp.com)!

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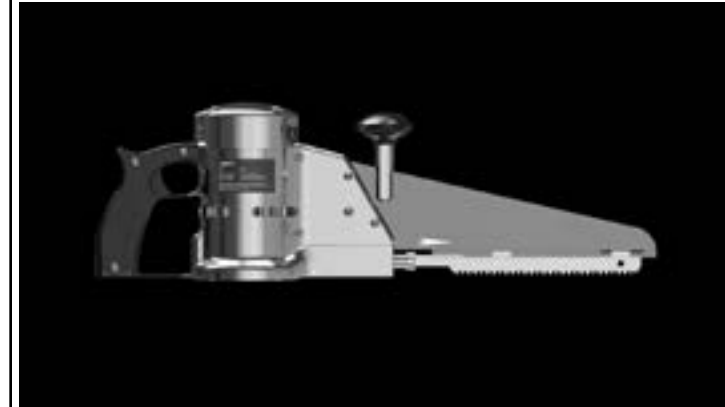
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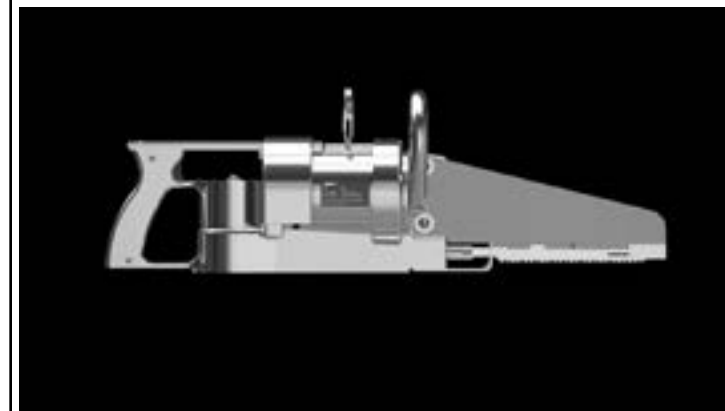
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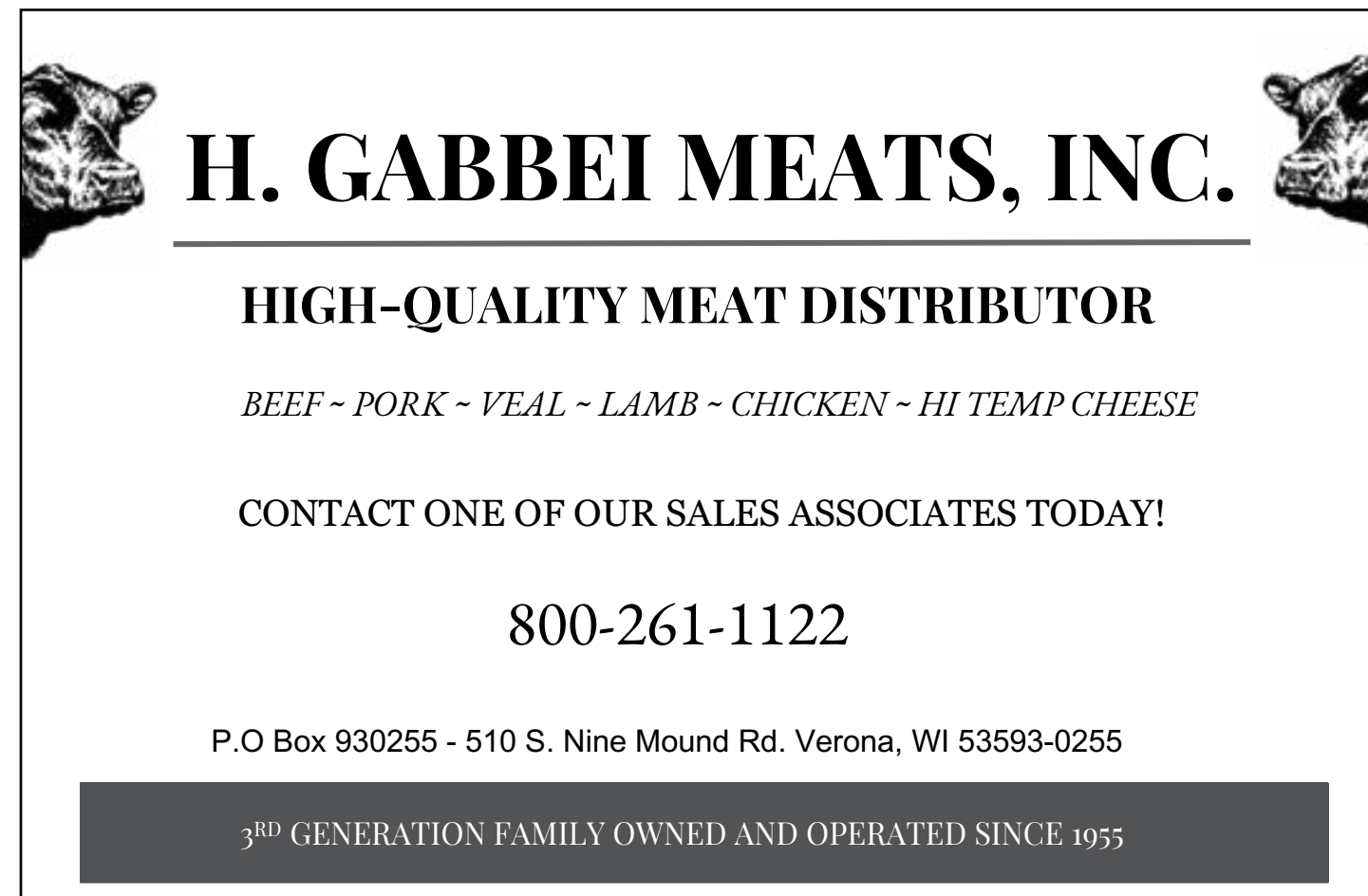


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## Champlin's Sugar Creek Farm LLC Awarded USDA Rural Development Grant

Champlin's Sugar Creek Farm LLC, LaCrosse, will receive a Value-Added Producer Grant in the amount of \$49,999. The grant is to provide working capital to Champlin's Sugar Creek Farm LLC, an independent rancher, to process cattle into packaged beef. Funds will also be used for marketing and distribution. This project will increase customer base by 72 customers, increase revenue by almost \$200,000 and create one new job.

Official Press Release:

**Biden-Harris Administration Invests in Projects to Promote Competition and Strengthen the Nation's Meat Supply Chain**  
WASHINGTON, Jan. 5, 2023 – U.S. Department of Agriculture (USDA) Secretary Tom Vilsack today announced the Biden-Harris Administration is investing \$9.6 million across the country and taking several other steps to help farmers, ranchers, processors and rural businesses diversify the nation's meat supply.

"USDA is putting the needs of farmers, ranchers and consumers at the forefront of the Biden-Harris Administration's work to strengthen the resiliency of America's food supply chain while

promoting competition," Vilsack said. "USDA has undertaken a Department-wide approach to coordinate ways to deliver more opportunities and fairer prices for producers, to give people access to healthier foods, eliminate bottlenecks in the food supply chain and ultimately lower prices for consumers."

Secretary Vilsack announced 25 new investments to increase independent meat processing capacity.

The Department is awarding 23 Value Added Producer Grant program grants totaling \$3.9 million to help producer-owned companies process and market new products. USDA is also providing guarantees for a total of \$5.7 million in loans to two companies through the Food Supply Chain Guaranteed Loan Program using American Rescue Plan funding. This program supports new investments in infrastructure for food aggregation, processing, manufacturing, storage, transportation, wholesaling and distribution.

Through these two programs, USDA is investing in 25 projects in California, Illinois, Iowa, Kansas, Kentucky, Maine, Montana, Nebraska, New York, Ohio, Oklahoma, Texas, Virginia, Washington and Wisconsin.

## WAMP's Facebook Page Goes Public Follow Us Today!



The Wisconsin Association of Meat Processors is a live-wire trade organization, which has the sole purpose of working for the benefit of meat processing firms throughout Wisconsin, as well as, the businesses that provide goods or services to the meat processing sector.

www.wi-amp.com

**Wisconsin Association of Meat Processors**  
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WAMP continues to promote our events, industry events, educational opportunities, and applicable member and meat news on Facebook.

Please follow our new WAMP Facebook page. This page is public as opposed to the previous, private group. Follow WAMP on Facebook!

FYI: If you were in the private group, please search for the new public page and follow it!



## 2023 WAMP Convention and Trade Show Preview

*“Strategies for Success: Growing with People, Automation and Technology”*

### Tentative Schedule

#### Thursday, April 13, 2023

8 am - 5 pm: **Pre-Convention Workshop**  
(UW MSABD)

- \* Transitioning from Manual to Automation
- \* Harvest Technologies Available to Meat Processors
- \* MSABD Building Tour & Lunch
- \* Further Processing Technologies Available to Meat Processors
- \* Further Processing Demonstrations
- \* Worker vs Machine Product Cutting

7-10 pm: **10th Floor Hospitality Room** (Marriott)

#### Friday, April 14, 2023

7-8 am: **Director and Product Show Committee Meeting**

8 am - Noon: **Educational Sessions**

- \* Using Outside Services to Improve Your Business Efficiency
- \* DATCP Update
- \* Ag Marketing Update

Noon - 5 pm: **Trade Show Open**

- \* Linker Contest at the Trade Show
- \* Free Hot Dogs and Brats

12:15 pm: **Product Show Registration**

2:30 pm: **Meat Product Show Judging**

5 pm: **Social Hour-Cash Bar/Free Beer**

6 pm: **Buffet Dinner**

7 pm: **AAMP Update, Scholarship Auction followed by Corn Hole Tournament, Kids' Entertainment, and the Myles Wangerin Band**

#### Saturday, April 15, 2023

7:30-8:15 am: **Supplier Meeting & Breakfast**

8 am: **Meat Product Show Judging Resumes**

8:15-9 am: **Operator Breakfast at the Trade Show**

8:30 am - 1 pm: **Trade Show Open**

- \* Free Hot Dogs and Brats

10 am: **Children's Program**

1 pm - 3:30 pm: **Educational Sessions**

- \* Changing Employee Work Environment
- \* Making Financial Decisions: When to Purchase or Lease Equipment
- \* Retail Marketing and Creating Efficiencies

3:50 pm: **WAMP Business Meeting, Children's Awards, and Meat Product Show Awards Ceremony**

6 pm: **WAMP Cocktail Party**

7 pm: **WAMP Annual Banquet**

Prime Rib and Stuffed Chicken Breast Buffet Dinner, Scholarship Awards, WAMP Person of the Year Recognition, Best of Show Awards

**Product Show** open for viewing after Banquet

**10th Floor Hospitality Room** open after Banquet

#### Sunday, April 16, 2023

7 am: **Release of Product Show Products**

9 am: **Directors Organizational Meeting**

**Register Today for the WAMP Convention online at [www.wi-amp.com](http://www.wi-amp.com).**

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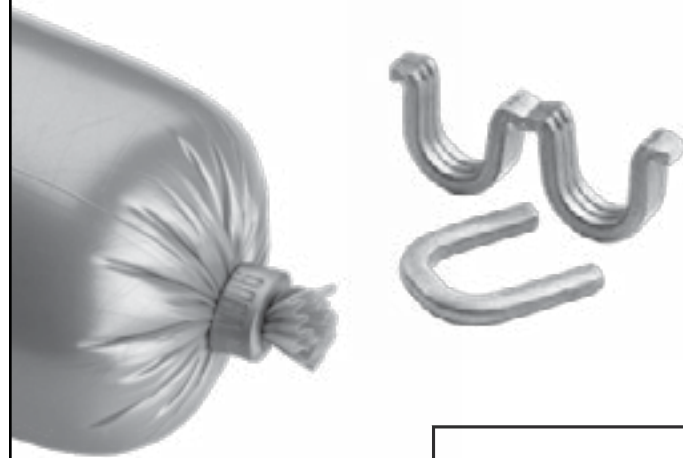
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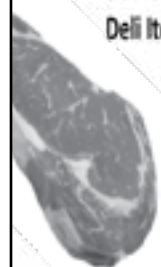
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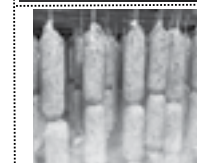
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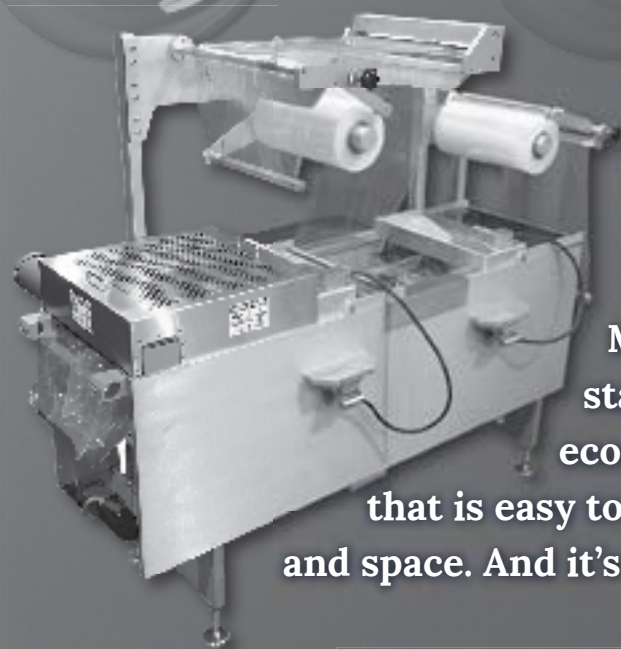
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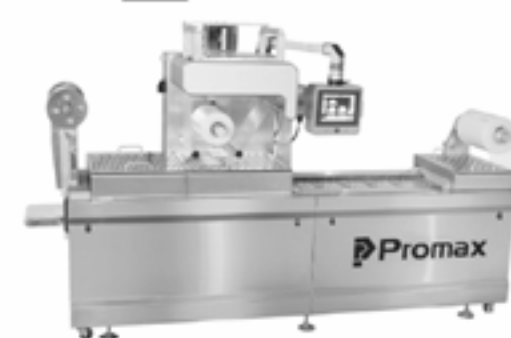
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## WAMP Board Meeting Minutes

Wisconsin Association of Meat Processors  
Board Meeting Minutes; January 6, 2023  
Holiday Inn, Stevens Point, WI

Board Members in Attendance: Scott Vorpapel, Russ Krantz, Mike Bills, Drew Brinker, Tim Bruegggen, Chris Hermann, Lee Falkavage, Kathy Vorpapel, Andy Geiss, Rick Reams, Jessica Brown, Andy Pearson, Louis Muench, John Franseen, Jake Sailer, Roy Elsenpeter, Brandon Clare, Dr. Jeff Sindelar, and Dianne Handsaker. Absent: Phil Schmidt and Jeff Swenson.

The meeting was called to order by President, Jake Sailer, at 8:37 am.

**Secretary's Update:** The minutes of WAMP Board meetings on October 14, 2022, November 11, 2022, and November 22, 2022 were emailed in advanced and presented in writing at the meeting. Scott Vorpapel moved to approve all three sets of minutes. John Franseen seconded. Motion passed. Dianne reported that 44 Operator Membership renewals have been received and Kathy had received a few. Will continue to work on membership promotion. Positive feedback was received on the WI Beef Council recipes sent in December. May is Beef Month packets will be available at the WAMP Convention. A professor at a Technical College has requested membership. Dianne was unsure what membership category to put them in and asked for the board to revisit the Associate memberships. The list of 2022 Associate Memberships was reviewed. A lifetime membership for the current 6 of the Associate Memberships was discussed. Also discussed a membership level for faculty and another level for students. Discussed charging out-of-state plants the same as in-state plants. John Franseen moved to charge \$100 Lifetime for Associate Members, \$75 for faculty, and \$25 for students to become members. Rick Reams seconded. Motion passed. Out-of-state plants will be the same as in state plants, but won't vote or participate in the Product Show.

**Treasurer's Report.** Kathy Vorpapel presented the Balance Sheet (1/4/23) and the Profit and Loss Statement (7/1/22 to 1/4/23). Kathy highlighted various expenses and income. Kathy noted that a budget should be created. Dianne volunteered to help Kathy with a budget. Discussed the value of the Massachusetts Investment Fund. Rick Reams suggested an Investment Fund Policy be considered for WAMP. Chris Hermann moved to approve the Treasurer's report. Brandon Clare seconded. Motion passed and the Treasurer's Report was approved.

**Product Show Committee Report:** The committee met in early December and reviewed the duties and discussed potential classes. (see New Business for additional discussion). Jake noted that he had the spreadsheet of those who donated to the judges' gift boxes and would be sending that out again. 55 boxes are needed for this year.

**Website Committee Report:** Dianne Handsaker reported that the new website is nearly ready to launch. She was able to show those in attendance the website on the developmental side. The forms need to be tested and members need to be added to the Operator and Supplier Directories. Discussed that the site was not built with a Members Only Section where the newsletters would be held and password protected. The board asked for a cost to create a members only section. Discussed moving the newsletters to a members only section about May 1, 2023. The Facebook page is currently a private group and will not feed through the social media feed of the website. Dianne requested to be able to create a public Facebook page for WAMP. Permission was granted and the private group will be shut down.

### Old Business:

1. FFA Meats Judging: Ken Engelke gave Dianne the dates that are still needed. March 16 in Janesville area, March 21 in the Marshfield area, and March 31 in the Appleton area. Lee Falkavage volunteered for March 21. Dianne will ask Phil Schmidt for the Appleton area and Sorg's or Country Pride Meats for the Janesville area.
2. 2023 Convention Planning

a. Pre-Convention Workshop and Educational Sessions: Dr. Sindelar presented the tentative schedule and asked for additional ideas or suggestions. The special guest that was asked is unavailable. No additions were made to the workshop. WI Beef Council has asked for one hour to present a workshop on Exporting Meats. Different options were discussed. Members asked that Governor Evers be invited. Various time slots were discussed. It was decided to invite the Governor to speak at the program on Friday or Saturday evening. If the Governor was not available, discussed asking Tommy Thompson.

b. Trade Show Updates: The contract has been signed with Valley. The electricity requests will be streamlined and requested through the online registration through WAMP.

c. Friday Night Social: Discussed options for the corn hole boards. Rick Reams found an online provider and has ordered a set of WAMP boards to see the quality, etc. The cost on those boards will be just under \$300 and will include weather safe bags. They will be offered to the suppliers at \$300/board set. The bracket is for 16 teams. Plan is to put the WAMP boards in the scholarship auction. The Myles Wangerin Band is confirmed/contract signed. Kathy has the kids' activities reserved. Kathy asked the board to consider having a bounce house at the estimated cost of \$400. The board approved that expense.

d. Butcher Contest: The contest was discussed at length. Discussed timing the "machine" during the Pre-convention workshop. Then suggested having 20-30' sections of unlinked sausage for participants "to link" at the trade show and compete against the machine and others. Discussed paying for the opportunity to compete and then do a 50/50 with 50% going to the winner and 50% going to the scholarship fund. Discussed even having the top ten back for a competition again with Linker machine company technicians or company representatives. Also noted that wheat fiber could be used instead of a meat product to link. Jessica volunteered to coordinate the event. Dianne and Kathy also offered to help. Kathy suggested including Darla Kiesel. The committee will meet to finalize the competition.

e. Meats for the Convention that WAMP Provides: Andy Pearson will contact Wenzel's for the Hot Dogs and Brats, Tim Bruegggen will contact Family Farms for the Chicken Breast. Phil Schmidt to ask MPI for Prime Rib, Rick Reams will provide the Breakfast Sausage, Louis Muench to provide the Meat Sticks for the Bloody Mary drinks on Saturday morning and Kathy and Scott Vorpapel to provide the meats for the Kids' Sculpting Contest.

3. Massachusetts Fund Advisory Group: Tim Haen will chair the group. Doug Downs, Rick McLimans, Mike Wiegand, and Steve Kelschuer were all discussed for committee members.

4. Nominating Committee: There are two board operator vacancies to fill this year. The committee will be made up of Jake Sailer, Scott Vorpapel, Andy Pearson and John Franseen.

5. No other old business.

### New Business

1. Scholarship Application: The scholarship application information was presented in writing. MPI and UW Provisions have been confirmed to donate their scholarships. The application date was changed to March 1, 2023, and the scholarships will be sent to the WAMP office. The committee will be Jessica Brown, Louis Muench, Roy Elsenpeter, Andy Geiss and Jake Sailer.

2. WAMP Legislative Agenda: Michelle Kussow joined the meeting and presented her ideas for a WAMP Legislative Agenda (attached with the meeting reports). Each item was discussed. Michelle noted that nearly 2000 bills are presented for each legislative session and she will review them. Through the legislative agenda, she will understand what issues that WAMP will support and others that we will oppose. Michelle did present a few additional items 1) Food Code and issues with enforcement in retail





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## WAMP Board Meeting Minutes Cont.

areas of state inspected plants. Dianne will send Michelle information from our meeting with DATCP in early October. Michelle will reach out to DATCP about the issue and report back to the Board on options, if any, that may be pursued regarding the inspections. 2. OSHA allowing minors to handle knives. Michelle has looked into this issue and it is a federal level. She encouraged members to talk to AAMP about this issue. Michelle will provide information on the WAMP Legislative Agenda in the upcoming newsletter.

3. Governor Evers Budget Request from WAMP: Michelle Kussow discussed the items that were in WAMP's request for the Governor's Executive Budget. The Governor is very supportive of Earn to Learn and Learn to Earn programs and our requests were in line with that program. We can expect to hear in February if our requests were included in the initial budget request. The budget process will go on through July. The State Budget is supposed to be approved by July 1, but it rarely is.

4. Proposed Changes to the Product Show: Dr. Sindelar presented the number of entries per class for past years of the Product Show. The numbers have drastically decreased since Covid for various reasons. The Product Show Committee asked Dr. Sindelar to present rules on a Wild Game class to be implemented. The board didn't feel a new class should be added without removing another class. Dr. Sindelar recommended leaving the classes the same for 2023 and reevaluate after the 2023 convention. The board concurred. However, it was asked to poll participants in the Product Show or place on the Annual Meeting ballot to ask if members would participate in a Wild Game Class.

5. Newsletter Ad Cost for Non-members: The current advertising rates were given out to the board members. Dianne recommended that non-members be charged an additional \$200 per ad year. That suggestion was approved.

6. Facebook/Email WI Tourism: A member asked Dianne to look into placing ads for the WAMP membership on Trave Wisconsin Emails and Facebook posts. The costs were discussed, as well as, the likes and interaction that their Facebook receives. Drew Brinker noted that he has a contact with Discover Wisconsin and will ask to meet with them for opportunities for WAMP to promote our membership.

7. Wisconsin Livestock and Meat Council Scholarship and Board Requests: The board will continue their \$1000 annual donation to their scholarship fund. Chris Hermann and Jake Sailer volunteered to serve on the WLMC board. Dianne will contact WLMC.

8. Financial Audit Committee: The Audit Committee will meet on Thursday, April 13 at 6 pm at the hotel to review the financial books of the association. Andy Geiss, Jake Sailer, and Andy Pearson volunteered to serve on the Audit Committee.

9. No other new business.

**UW Madison Extension Report:** Dr. Sindelar asked if there had been a campaign to ask larger processors in WI to join WAMP. There has not. Dr. Sindelar offered to assist with contacting the larger processors. The WI Meat Industry Coalition Conference Committee has met and is planning a conference on October 11-13, 2023. Dr. Sindelar presented a tentative schedule with board meetings on Wednesday afternoon and the conference kicking off on Wednesday evening and concluding Friday afternoon. The conference will focus on bringing every sector of the meat industry together, as well as, faculty and students. The Master Meat Crafter program is in full swing with 35 participants that will graduate in 2023. The next program will start in 2024 and go through 2026. The UW has received \$100,000 in Meat Talent Development program dollars for tuition reimbursement for educational events such as HACCP training. A total of 3 HACCP programs will be offered, but that includes the program already held in the fall of 2022. The WI Processing School will be increased to a three-day event from a two-day event. Tuition reimbursement will be offered. A new Harvest & Fabrication Short Course is also being planned. The UW is receiving funds for the Master Meat Crafter Program. They are also considering having a reunion of prior participants. The UW MSABD is now at seven full time staff

members and planning to hire another staff member, microbiologist, soon.

**UWM Student Board Report:** Jessica Brown reported that there has been some student changeover with the new semester. They are working to increase student involvement in activities and the club. Would the board consider comping registration costs for students who help at the Product Show at the convention, etc. or volunteer in other areas of the convention? An idea to incorporate students into the educational sessions or have a time to display their study/research with a poster and an opportunity to discuss with processors, etc. Discussed in the future having concurrent educational sessions that may give students the opportunity to present their study/ research area.

**WI DATCP Report:** No report.

**AAMP Update:** The AAMP Convention will be held in Charleston, SC, on July 13-16, 2023. The hotel rooms will be available early February. The trade show is sold out with 262 booths. AAMP finished the year strong with 1700 members. AAMP continues to have strong relationships with USDA, FSIS and the House and Senate AG Committees.

The next meeting will be at 7:30 am on February 10, 2023, via Zoom. An additional meeting was planned for March 10, 2023, at 7:30 am via Zoom. Jake Sailer asked Jeff Sindelar to contact the board if help is needed with the Pre-Convention Workshop.

Jake Sailer thanked Michelle Kussow for attending the meeting. Michelle would like to speak at the WAMP Annual Meeting. Michelle will be included in all WAMP Board meetings.

Jake Sailer thanked Dianne for her work on the WAMP Website.

Jake Sailer declared the meeting adjourned due to lack of business.

Respectfully submitted,

Dianne Handsaker, Executive Secretary



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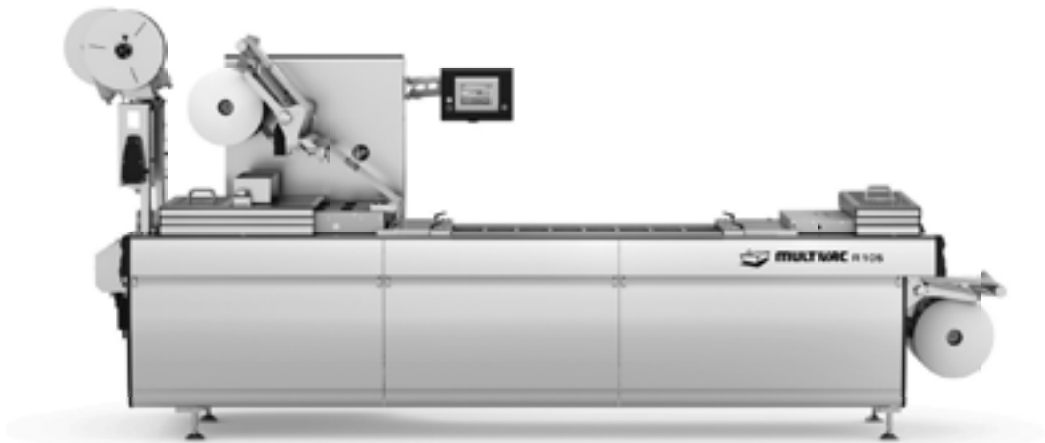
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