



March 2023

News & Views

"There is nothing more frightening than ignorance in action" - Goethe

Wisconsin Association of Meat Processors, Inc.

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www.wi-amp.com

From the President's Desk

Jake Sailer, Sailer's Food Market and Meat Processing

Hello Everyone/Membership,

Embrace that the sun as it is getting warmer and the days are getting longer!!! Summer is coming as it is one of my most favorite times of the year.

There is an awful lot to talk about, so I will try and touch on a few of the most important things going on in Wamp now. First off, I would like to invite everyone to come together at the yearly convention in Madison. The theme is "Strategies for Success: Growing with People, Automation and Technology." We will be kicking it off with the pre-convention workshop at the MSABD building on Thursday morning for those coming in on Wednesday evening, Dianne has extended the block of rooms for Wednesday night. Dr. Jeff has an awesome lineup of speakers and companies to showcase equipment and technologies.

We will have our AAMP President, Darla Kiesel, and her husband, Aaron, at this year's convention. Darla will be doing a couple of talks and Aaron will be judging. Please make them feel welcome and get to know them if you do not. They are awesome people with a wealth of knowledge in the meat industry.

You will definitely want to check out the trade show this year as we have new suppliers signed up for the convention. This is an awesome time to look at new equipment, make new friends, and learn new technologies in the meat industry. Friday, on the trade show floor there will also be a linking contest. This is where you will be able to go up against the machine as to who can twist links the fastest. You won't want to miss this!

Hopefully you have started or thinking about making products for the product show. We hope to bring those numbers back up to where they were a few years ago. Everything should be the same as last year as there were no changes in the products or in the rules. The rules are posted on the website. Always take the time to read the rules as nothing hurts more than having a quality product disqualified because of weight, casing color, or something very simple.

We will be giving you updates this year at our annual business meeting. Michelle Kussow, our lobbyist, will also introduce herself and give a little update. There are a lot of things going on within Wamp that you will want to be there to listen, and then pick up those awesome awards!

I hope to see everyone at convention, making those connections with other processors, the fellowship is like none other. For Friday night, we will be having bean bags and a live band to help set the stage for networking with each other. We do have a couple very distinguished guests invited, but we have not got confirmation of them showing up yet. Fingers crossed!

Don't forget that the applications for the next grant are due March 17. Wamp now has a member on the Wisconsin Retail Food Safety Advisory Committee. If you have any questions, you can always reach out to Dianne at the Wamp office, or you can always reach out to any of your board members with thoughts, comments or concerns. I would like to take this time to thank the board for everything we have done in this last year. It has been a busy one!

Until we meet in Madison, get those products ready, be ready to link against a stuffer, and be open to learn what Wamp has lined up for you this year.

UPCOMING EVENTS

WI Meat Processing School

UW Madison MSABD

Madison, WI

March 21-23, 2023

2023 WAMP CONVENTION

Marriott Hotel

Middleton, WI

April 13-16, 2023

2023 AAMP CONVENTION

Charleston Area Convention
Center

Charleston Embassy Suites/
Charleston Residence Inn

Charleston, SC

July 13-15, 2023

2023 WI State Fair

State Fair Park

Milwaukee, WI

August 3-13, 2023

Your WAMP President.

Jake Sailer
Jake Sailer



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2023 WAMP Convention and Trade Show Schedule of Events

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

Thursday, April 13, 2023

- Pre-Convention Workshop:**
“Technology & Automation Working For You”
(Held at the UW MSABD building)
(Pre-registration required.)
- 8:00 am Depart Marriott Madison West (shuttle provided)
- 8:30 am **Introduction and Welcome**
Jeff Sindelar, University of Wisconsin
Jake Sailer, Sailer’s Meat Processing
Steve Ricke, University of Wisconsin
- 9:00 am **Transitioning From Manual to Automation**
Doug Reinemann, University of Wisconsin
- 10:00 am **Harvest and Fresh Meat Processing Technologies Available for Meat Processors**
Noah Hall, UltraSource
- 10:45 am **Further Processing Technologies Available for Meat Processors**
Jay Wenther, Handtmann Inc.
- 11:30 am Lunch
- 12:30 pm Breaking in Groups/Transition to USDA Plant
- 1:00 pm Six-**30 minute rotations** featuring hands-on and interactive technology & automation demonstrations led by equipment manufacturing leaders representing harvest, fabrication, and further processing (including ready-to-eat)
Group 1: Harvest Floor Technology & Automation
Group 2: Fabrication Technology & Automation
Group 3: Processing Technology & Automation -1
Group 4: Processing Technology & Automation-2
Group 5: Thermal Processing Technology & Automation
Group 6: Ready-to-eat Technology & Automation
- 4:15 pm **Putting Numbers to Automation**
Jon Frohling, ScottPec
- 5:15 pm Workshop Concludes
- 5:30 pm Depart UW-MSABD (shuttle provided)

(Held at the Marriott Madison West-Middleton)
7:00 pm **10th Floor Hospitality Room** (until 10 pm)

Friday, April 14, 2023

- (Held at the Marriott Madison West-Middleton)
- 7:00 am **Director and Product Show Committee Meeting** • Greenway Room
- 8:00 am **Registration Desk Open** (until 5:00 pm)
• Conference Center Coat Room
- (All Educational Sessions • Salons F, G & H)
- 8:00 am **Exporting Your Meat Products: How, Who and What?**
Courtney Heller, U.S. Meat Export Federation
Mark Rhoda-Reis, WI DATCP Export
Tammy Vaassen, WI Beef Council
- 9:00 am **DATCP Update**
Paul Humphrey, WI DATCP
- 9:30 am **Ag Marketing Update**
Jeff Swenson, WI DATCP
- 10:00 am Break
- 10:15 am **Improve Your Business Efficiency with Outside Services**
(payroll, HACCP, security system, benefits, social media/marketing, sanitation)
Darla Kiesel, Dewig Meats
Leif Erickson, HUB
Brian Bennett, STIR
Raul Cobian, Contract Cleaning Specialist
- 12:00 pm **Ribbon Cutting** - Supplier Showcase Opens
Lunch: Free Hot dogs and Brats (until 5 pm)
• Wisconsin/Michigan/Superior Rooms
- 12:15 pm **Product Show Registration** (until 2 pm)
• Mendota & Geneva Rooms
- 1:00 pm **Linker Contest** (until 3 pm) (all welcome)
• UW MSABD Booth at the Trade Show
- 2:30 pm **Meat Product Judging** - Fresh Sausages
• Mendota & Geneva Rooms
- 5:00 pm **Social Hour** - Cash Bar/Free Beer & Soda
• Salons A, B, C, D & E
- 6:00 pm **Buffet** • Salons A, B, C, D & E
- 6:45 pm **AAMP Update** • Salons A, B, C, D & E
Darla Kiesel, AAMP President

2023 WAMP Convention and Trade Show Schedule of Events

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

Friday, April 14, 2023 Cont.

- 7:00 pm **Scholarship Auction, linker contest results followed by corn hole competition, kids entertainment and the Myles Wangerin Band** • Salons A, B, C, D & E

Saturday, April 15, 2023

- (Held at the Marriott Madison West-Middleton)
- 7:30 am **Supplier Meeting followed by Breakfast**
• Concession Area, Exhibit Hall, (WI/MI, Superior Rooms) (until 8:15 am)
- 8:00 am **Meat Product Show Judging**
• Mendota & Geneva Rooms
- 8:15 am **Processor Breakfast** (until 9:00 am)
• Concession Area, Exhibit Hall, (WI/MI, Superior Rooms)
- 8:30 am **Registration Desk Opens** (until 1:00 pm)
• Conference Center Coat Room
- 8:30 am **Supplier Showcase Opens** (until 1:00 pm)
• Wisconsin/Michigan/Superior
- 10:00 am **Children’s Program** (until 11:00 am)
• Wisconsin Room (Exhibit Hall)
- 11:00 pm **Lunch** - Free Hot Dogs & Brats (until 1:00 pm)
• Wisconsin/Michigan/Superior
- 12:00 pm **Judges Lunch** • LaCrosse Room
(All Educational Sessions • Salons F, G & H)
- 1:00 pm **Changing the Culture of a Business**
Marc Martin, C12 Group
- 1:45 pm **Retail Marketing and Creating Efficiencies**
Darla Kiesel, Dewig Meats
- 2:30 pm **Financial Decisions:**
When to Buy, When to Lease
Mike Rausch, Kinetic Leasing
Fred Bubolz, The Workers
- 3:30 pm **WAMP Business Meeting** (annual election), **Children’s Awards and Meat Product Show Awards Ceremony** • Salons E, F, G & H
- 6:00 pm **WAMP Cocktail Party** • Atrium

Saturday, April 15, 2023 Cont.

- 7:00 pm **Dinner Buffet** (featuring prime rib and stuffed chicken breast) **Top Product Show Awards, Person of the Year Recognition, Scholarship Recipient Recognition**
• Salons A, B, C, D & E
- Product Show Open for Viewing After Banquet** • Mendota & Geneva Rooms
- 10th Floor Hospitality Open** after Banquet

Sunday, April 15, 2023

- (Held at the Marriott Madison West-Middleton)
- 7:00 am **Release of Product Show Products** (until 7:30 am) • Mendota & Geneva Rooms
- 9:00 am **Directors Organizational Meeting**
• Middleton Room

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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*

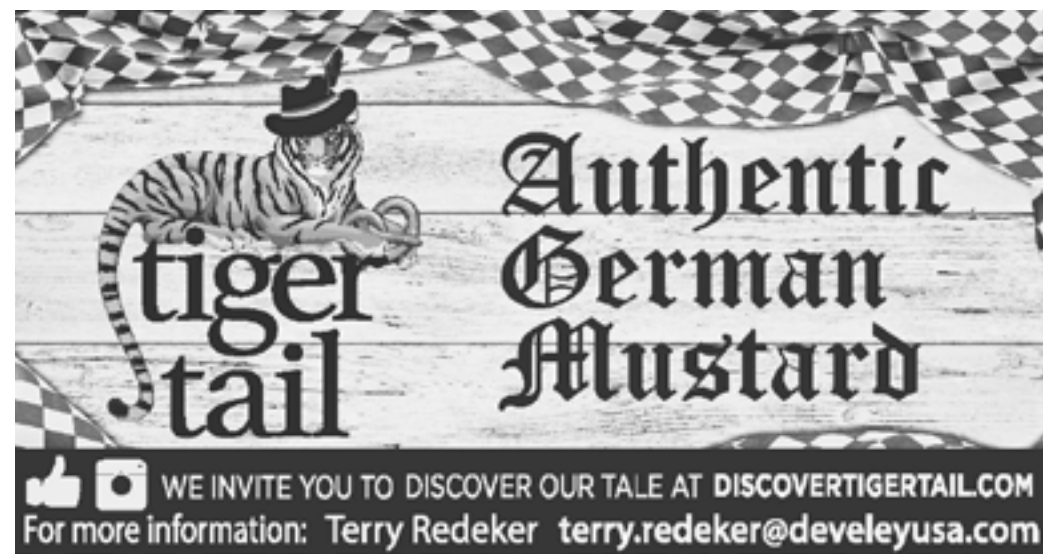
State Budget Update: MK Lobby

Governor Tony Evers recently released his two-year spending plan for the State of Wisconsin. The \$100 billion proposal includes a myriad of issues of interest to all businesses and taxpayers: a middle class tax cut, repealing the personal property tax, an increase in the minimum wage and a mandatory 12 weeks of family and medical sick leave. However, more importantly, the 2023-2025 State Budget included numerous items of specific interest to the meat processing industry.

As stated in the Budget in Brief, the Governor's budget prioritizes developing and promoting Wisconsin's meat industry. In the 2021-23 biennial budget, the Governor proposed the creation of a \$1 million annual meat processor grant program designed to help meat processors expand and modernize their operations. While the Legislature agreed to create the program, it only funded it at \$200,000 annually, creating a backlog of applicants seeking these critical funds. The Governor's 2023-25 budget proposes an \$800,000 increase to get the program back to his original \$1 million funding level. The Governor also recommends extending the meat talent development grant program by investing \$1,237,500 GPR in fiscal year 2024-25. The grant program supports the meat industry workforce by providing tuition assistance to individuals pursuing meat processing programming at Wisconsin universities, colleges, and technical schools, and can also be used for curriculum development."

From here the Governor's budget goes to the Legislature's Joint Finance Committee who will spend several months crafting their own spending proposal. Once the Joint Committee on Finance has completed their work, the budget will go through the State Senate and State Assembly before landing back on the Governor's desk for a veto review period and ultimately his signature. This description, of course, oversimplifies the process. Republican lawmakers control both chambers of the Legislature and will completely rewrite major portions of the budget.

While the state budget process is complicated, the goal for meat processors is not. Between now and June, it will be up to WAMP members and those in the meat processing industry to tell your stories and share the importance of the additional funding for the meat processor grant program and the meat talent development grant program. Every meat processor in Wisconsin needs to connect with their state representative and state senator. Maybe you were one of the lucky ones to already receive a grant--call or email your legislator and let them know how appreciative you were to receiving the funding and let them know how the grant was spent. Perhaps you have a great employee that would benefit from tuition assistance to go through HACCP training at UW-Madison. Contact your elected official and let them know how important this assistance would be for the employee and your business. Call your state representative, e-mail your senator, invite them for a tour, attend one of their listening sessions in your area, chat with them after church, it's not important how you connect, just that you do.



DEPARTMENT OF AGRICULTURE, TRADE AND CONSUMER PROTECTION

Division of Food and Recreational Safety

DATCP Meat Processor Grant Applications due March 17, 2023

The Wisconsin Department of Agriculture, Trade and Consumer Protection (DATCP) invites Wisconsin meat processors to apply for meat processor grants through March 17, 2023. The program aims to grow Wisconsin's meat industry and improve the long-term viability of the state's livestock industry. These grants were included in Gov. Tony Evers' 2021-23 biennial budget. Eligible applicants must operate or intend to operate a DATCP or U.S. Department of Agriculture (USDA) licensed meat processing establishment in Wisconsin and be engaged in livestock harvest or processing. Projects must increase harvest capacity or production. Funding from these grants can be used for operating expenses directly related to the grant project, including expenses for engineering, architectural design, construction, food safety consultation, equipment, and equipment installation. DATCP will award grants for up to \$50,000 for projects that are up to two years in duration and help expand capacity or increase throughput. Processors are required to provide a 100% match of the grant amount. Recipients will be chosen through a competitive selection process.

Applications are due by 5 p.m. on Friday, March 17, 2023. Completed applications and questions can be sent to DATCP Grants Manager Ryan Dunn at ryand.dunn@wisconsin.gov. Grant recipients will be announced in May 2023.

A recorded webinar to address frequently asked questions and assist in completing applications can be found at the DATCP website. The grant application and materials are available at https://datcp.wi.gov/Pages/Growing_WI/MeatAndLivestockDevelopment.aspx.

DATCP to Provide Tuition Reimbursement for Wisconsin Meat Processing School

UW-Madison Contact: Colleen Crummy, Outreach Program Manager, (608) 279-7669, colleen.crummy@wisc.edu

DATCP Contact: Kevin Hoffman, Public Information Officer, (608) 224-5005, kevin.hoffman@wisconsin.gov

MADISON, Wis. — The University of Wisconsin-Madison is hosting a Wisconsin Meat Processing School from March 21- 23, 2023. The Wisconsin Department of Agriculture, Trade and Consumer Protection (DATCP) is offering tuition reimbursement

for qualifying participants who reside in Wisconsin through the Meat Talent Development Program, a \$5 million program created by Gov. Tony Evers to connect the meat processing industry with potential employees.

Participants will learn the practical science and art of sausage-making and meat curing from a team of instructors, supplier specialists, and award-winning "wurstmakers." Instructors will teach the principles of meat processing at a basic, applied level, and information is aimed at operators who have small to moderate amounts of meat curing and sausage-making experience. However, processors from every level of experience can benefit from this program. Instruction will include several processing demonstrations and product evaluation.

Registration for the course is \$500 per person through Tuesday, Feb. 28, after which the cost will increase to \$550 per person. Registration will close Tuesday, March 7, but may close earlier if the course is filled. The fee includes course materials, handouts, lunch, and transportation between the hotel and UW-Madison Meat Science and Animal Biologics Discover building, where the training will be held.

To register, please use this link: <https://charge.wisc.edu/animalscience/workshops.aspx>. Eligible participants can request tuition reimbursement through DATCP's Meat Talent Development Program at event check-in. Tuition reimbursement is limited to two participants per meat establishment, however, if space allows, a third participant from the same establishment may qualify for reimbursement.

Find additional course information at <https://meatsciences.cals.wisc.edu/event/wisconsin-meat-processing-school-2/>. DATCP is also providing tuition reimbursement for qualifying participants who attend the Basic Hazard Analysis Critical Control Points (HACCP) for Meat and Poultry Establishments Short Course at UW-Madison on Aug. 16-17, 2023.

Information on how to register for the course will be released soon at <https://meatsciences.cals.wisc.edu/event/basichaccp-short-course>.

Questions about the either training should be directed to UW-Madison Meat Science and Animal Biologics Outreach Program Manager Colleen Crummy at (608) 279-7669 or colleen.crummy@wisc.edu.



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Annual Butcher Contest - The Linker Contest

How fast can you link sausage? This year's Butcher Contest at the WAMP Convention will feature a Linker Contest. Stop by the UW MSABD booth at the trade show on Friday, April 14th from 1-3 pm (or until supplies last) and see how fast you can link a pre-stuffed casing.

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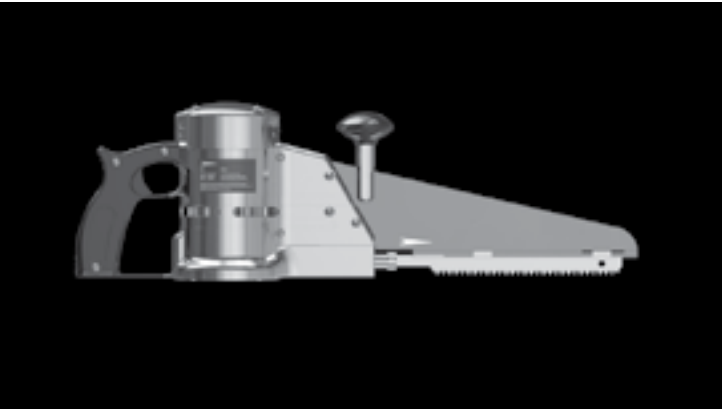
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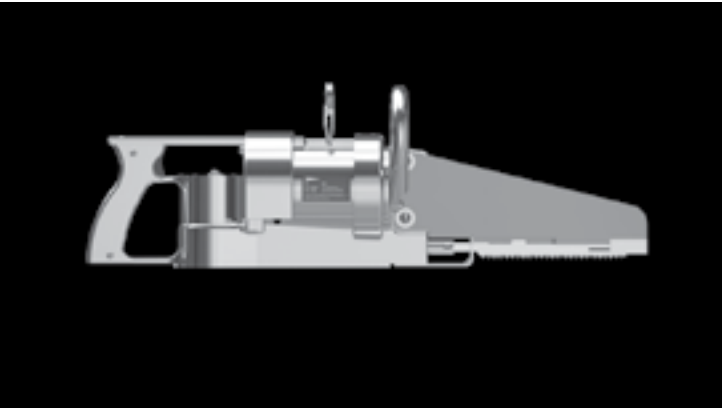
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"Technology & Automation Working for You" Seminar Planned for 2023 WAMP Convention

Back by popular demand, the Wisconsin Association of Meat Processors' pre-convention workshop will be offered and is planned to take place at the University of Wisconsin Meat Science & Animal Biologics Discovery building. This workshop is a great opportunity to gain new knowledge about meat processing, honing your present skills, and networking with fellow meat processors. This year's workshop topic is technology and automation in meat processing. Join us as we learn about this timely and import topic. We will learn from a group of experts about what types of technology exist in different facets of your operation (harvest thru ready-to-eat processing), how these technologies can offer some level of automation, and how to successfully incorporate technology into your existing operations. A team of academic and industry experts will discuss, highlight, and demonstrate an array of technologies that can lead to improved efficiencies while improving throughout and product quality. A blend of classroom presentations (am) and hands-on demonstrations (pm) will provide and full encompassing learning experience. As usual, plenty of opportunity and time for questions and dialogue will exist. If you are in need of improving your operational efficiencies, are looking to increase your throughput, or are interested in improving product quality and consistency....this is must attend workshop for you. As with past workshops, interaction is highly encouraged so this would be a great opportunity to learn from and with presenters and attendees.

Following the same format as in the past, the WAMP pre-convention workshop will be held at the University of Wisconsin MSABD building on Thursday, April 13 from 8:30 am to 5:15 pm. Additional educational sessions will occur at the Marriot hotel on Friday morning, April 14 and Saturday afternoon, April 15. Anyone with questions or concerns should contact Jeff Sindelar (jsindelar@wisc.edu; 608-262-0555) to discuss. All schedules are not finalized and are subject to change as necessary.



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WAMP 2023 Product Show Registration Form

Plant Name _____ Note: **ONLY CASH OR CHECK ALLOWED FOR PAYMENT.**

FRESH PRODUCTS	# Entries Allowed	PRODUCT NAME
Class 1: Fresh Breakfast Sausage Links *	1	
Class 2: Fresh Dinner Sausage *	1	
Class 3: Fresh Specialty Bratwurst*	1	
Class 4: Fresh Traditional Bratwurst	1	
Class 5: Fresh Specialty Poultry Sausage	1	
Class 6: Fresh Gourmet/Flavored Patty	1	
COOKED PRODUCTS		
Class 7: Bacon	1	
Class 8: Flavored Bacon*	1	
Class 9: Boneless Poultry Product*	2	
Class 10: Cooked Traditional Bratwurst (uncured)	1	
Class 11: Cooked Specialty Bratwurst (uncured)*	1	
Class 12: Smoked Cooked & Cured Traditional Bratwurst	1	
Class 13: Smoked Cooked & Cured Specialty Bratwurst *	1	
Class 14: Braunschweiger Liver Sausage	1	
Class 15: Cured and Smoked Poultry (1 Turkey & 1 Chicken)	2	
Class 16: Cured Specialty Meat Products*	2	
Class 17: Dried or Smoked Beef*	1	
Class 18: Natural Casino Frankfurter/Wieners	1	
Class 19: Skinless Frankfurter/Wieners	1	
Class 20: Bone-In Ham	1	
Class 21: Semi-Boneless Ham	1	
Class 22: Boneless Ham (Commercial)	1	
Class 23: Boneless Ham (Traditional)	1	
Class 24: Specialty Meat Entrée **	2	
Class 25: Restructured Jerky	1	
Class 26: Whole Muscle Jerky	1	
Class 27: Large Diameter Luncheon Meat*	2	
Class 28: Luncheon or Jellied Loaf* (1 Luncheon Loaf & 1 Jellied Loaf)	2	
Class 29: Emulsified Ring Bologna	1	
Class 30: Coarse Ground Ring Bologna	1	
Class 31: Specialty Ring Sausage*	2	
Class 32: Small Diameter Smoked and Cooked Sausage *	2	
Class 33: Smoked Kielbasa or Polish Sausage *	1	
Class 34: Traditional Snack Sausages	1	
Class 35: Flavored Snack Sausages *	1	
Class 36: Cooked Summer Sausage	1	
Class 37: Flavored Summer Sausage *	1	
Class 38: Old World Dry or Semi-Dry Sausage	2	

Note: ONLY Cash or Check allowed for payment.
 ** Entries must be accompanied by a full description of the product(s) (e.g. name, ingredients, any specific information outlined in the product show rules, etc) upon entry during the onsite product show registration.

Product Show Rules are available online at www.wi-amp.com or by contacting Dr. Jeff Sindelar or the WAMP office (email: dianne@wi-amp.com or call/text 608-636-0639). No rule changes for the 2023 competition.

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Marriott Madison West-Middleton, WI

April 13-16, 2023

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Business Name _____

Mailing Street Address _____

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List All Attendees (name badges will be printed as listed below)

- | | |
|-----------|-----------|
| 1. _____ | 2. _____ |
| 3. _____ | 4. _____ |
| 5. _____ | 6. _____ |
| 7. _____ | 8. _____ |
| 9. _____ | 10. _____ |
| 11. _____ | 12. _____ |

Plant Fee (must include). \$50.00

Additional Attendees (17 yrs and older) No. _____ @ \$35.00 each = \$ _____

Friday Night Buffet Adult No. _____ @ \$27.00 each = \$ _____

Friday Night Buffet Child (Ages 5-12). No. _____ @ \$13.50 each = \$ _____

Saturday Morning Breakfast Adult No. _____ @ \$12.00 each = \$ _____

Saturday Morning Breakfast Child (Ages 5-12) . No. _____ @ \$ 6.00 each = .. \$ _____

Saturday Night Banquet Adult No. _____ @ 42.00 each = \$ _____

Saturday Night Banquet Child (Ages 5-12). No. _____ @ \$21.00 each = \$ _____

Pre-Convention Workshop (limit 2) No. _____ @ \$100.00 each = \$ _____

WAMP Scholarship Fund Donation \$ _____

_____ Additional people wishing to participate in the Pre-Convention to be placed on a stand-by list.

Indicate number of additional people. Do not include payment for stand-by.

(The workshop is non-refundable.)

Total Due \$ _____

Check Here _____ If you are willing to sponsor a Meat Science Student and their chaperone to attend the WAMP Convention. The WAMP office will contact you directly if the need arises. (ticket cost only)

Please remit with payment made payable to WAMP and mail to WAMP, PO Box 25, Pearl City, IL 61062.

Registration must be received at the WAMP Office by April 1, 2023.

(This registration form is only for Meat Establishment Operator Plants.

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Suppliers: *Not listed above? Register today either online at www.wi-amp.com or contact the WAMP office for a "paper" copy.*

Operators: *Not Registered for the WAMP Convention? Do it today either online at www.wi-amp.com or mail in the registration form in this newsletter.*



For more information contact:

Sam Gazdziak, Communications Manager
sam@aamp.com/847-721-2247

AAMP Launches Youth Ambassador Program

(Wednesday, January 18, 2023) Elizabethtown, Pa. – The American Association of Meat Processors (AAMP) has introduced the Youth Ambassador Program. The Youth Ambassador Program is designed to provide opportunities to youth of all ages (up to their 19th birthday) to get involved in the meat and poultry industry. This program allots the space for them to learn, ask questions, and dive into the industry. The goal of the program is to empower youth to find passion in a unique industry and encourage them to become successful ambassadors in the meat and poultry trade.

During the annual American Convention of Meat Processors and Suppliers' Exhibition, the program will offer activities and events for youth of all ages (up to their 19th birthday) that mirror AAMP events but geared toward the younger generation. The competition portion of the program is specifically for ages 14 to 18 (eligible until their 19th birthday). Youth involved in the competition portion will be responsible to help with specific duties at the annual American Convention of Meat Processors and Suppliers' Exhibition, as well as have opportunities for fun with their peers.


The Youth Ambassador competition is open for youth ages 14 to 18. It will entail a judged application, an interview with judges, and judged events at the 2023 American Convention of Meat Processors and Suppliers' Exhibition. This competition is designed to allow applicants to become a part of the meat and poultry industry and support and engage with their peers. The winner of the contest will participate in AAMP events, including the 2024 American Convention of Meat Processors and Suppliers' Exhibition, where they will relinquish their title to the 2024 Youth Ambassador winner. They will also receive a customized frock, a belt buckle, and a \$500 scholarship award.

For more information about the Program, visit <https://www.aamp.com/youth-program>, or contact Lisa Filbrandt-Cowles at bobsmeat1980@gmail.com.

The American Association of Meat Processors (AAMP), is North America's largest meat trade organization. Membership includes more than 1,600 medium-sized and smaller meat, poultry, and food businesses: slaughterers, packers, processors, wholesalers, in-home food service business, retailers, deli and catering operators, and industry suppliers.

For more information, visit www.aamp.com.

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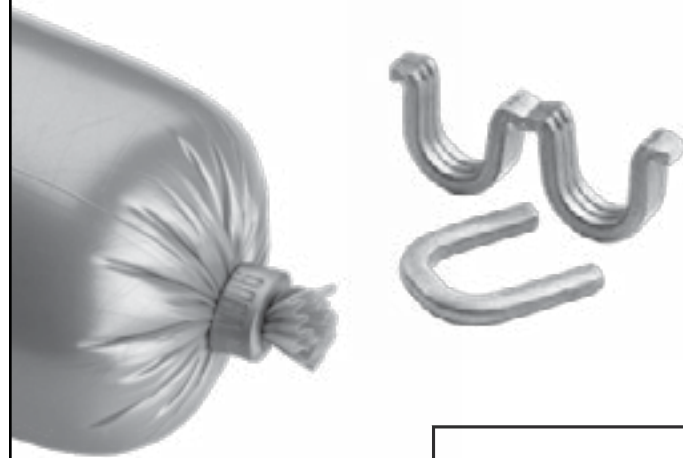
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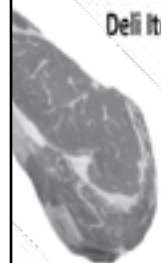
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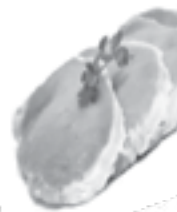


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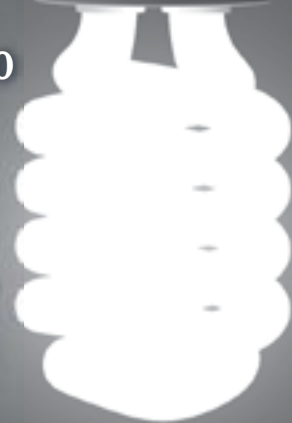


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WAMP Board Meeting Minutes

Wisconsin Association of Meat Processors

Board Meeting Minutes; February 10, 2023 via Zoom

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

The meeting was called to order by President, Jake Sailer, at 7:35 am.

Secretary's Update: The minutes of WAMP Board meeting on January 6, 2023, will be held til the next in-person meeting for approval. Dianne Handsaker discussed the current membership status and renewal process. 79 Operators and 27 Supplier members have paid. Dianne has sent 280-300 renewal letter/dues invoices to WAMP members who have not renewed and to the state plant list. An additional 130 dues letters were sent to USDA plants in WI. Now she is working on the Supplier Member list. Dianne will be asking the board to help with missing email addresses.

Treasurer's Report: Kathy Vorpapel presented the Balance Sheet (2/8/23) and the Profit and Loss Statement (7/1/22 to 2/8/23). Kathy noted that income was received since our last meeting with the supplier, dues, booths, etc. Kathy noted that the Operator dues were coming in nicely.

Product Show Committee Report: Ben Gehring reported that the plans were going well and he has received some volunteers for the show. Jeff Sindelar discussed that the cost of plaques have continued to rise. The same plaques have been ordered for 2023, but the board may want to consider a different plaque for next year. Dr. Sindelar also noted the number of plaques is high in regards to the number of products entered in comparison to years ago.

Website Committee Report: The website is going well, but Dianne has reached out to VisualRush for help with posts. She is having issues with getting the members on the site. Dianne is meeting with VisualRush after the meeting for help and to see what is wrong with the Operator Directory. Jessica offered to help Dianne with the Facebook page and getting more interaction.

Scholarship: The Scholarships are due March 1. After they are received, Dianne will scan and distribute them to the committee.

Nomination: The Person of the Year is set, so the committee may focus on board candidates. They will email potential candidates among the committee. Need two board members this year.

Old Business:

1. FFA Meats Judging: Dianne have given all the contact information of the plants to Ken Engelke.

2. Legislative Agenda/Budget: Michelle Kussow noted there has been some legislative activity since the last board meeting. The Personal Property Tax Bill (repealing the tax) has been introduced in both the House and Senate. The repealing of the tax may also be in Governor Evers budget. Discussed the Flat Tax and Sales Tax. A coalition group may be formed. The WAMP Board did not take action on joining this coalition at this time, but will revisit at the next meeting. Michelle noted that Governor Evers will introduce his proposed budget on February 15. There has already been some release of what will be in it. It is likely we may hear before February 15 about the requests made for the WI Meat Industry. Dual Inspection (Retail & Plant DATCP): Michelle noted that USDA is no longer funding retail inspection. DATCP had to take on retail inspection also. Michelle talked about various scenarios to work on the issues the plants have been having. For the meantime, we are gathering information and issues with the dual inspections for our plants.

3. Retail Food Safety Advisory Committee: Michelle Kussow coordinated with DATCP and members of the committee to ask for

a position added for a representative from WAMP. The meetings are in person and/or virtual. Meetings are about 2-3 hours and meet quarterly. RJ Reams will ask Anthony to see if he's interested. Dianne, Michelle and Jake will be alternates. The meetings are open to the public for listening.

4. 2023 Convention Planning

a. Pre-Convention Workshop: Dr. Sindelar is finalizing the schedule for the workshop.

b. Educational Session: The speakers have all been confirmed. Will be adding more names to the Export Session. Dianne noted that the speaker presenting on benefits for the panel discussion wants to meet with the board to discuss the possibility of offering health/vision/dental to our members as an association/group plan. Dianne will keep in touch with them and hopefully they will present at our next meeting.

c. Trade Show Updates: The trade show booths are being reserved. At meeting time about 50 had already been registered through the website. Have 2-3 new vendors already. May need to consider adding 5-6 more booths. Discussed having a WAMP booth manned by board members to answer questions, etc. Dianne needs additional help locating email addresses for suppliers.

d. Friday Night Social: Kathy has been told no by the hotel for the Bounce House. She is going to revisit with them again for a different location. The sponsors of the Corn Hole Boards have been secured. RJ Reams will order the corn hole boards.

e. Butcher (Linker) Contest: Jessica, Kathy and Dianne met to plan the contest. Jessica provided the information on the contest. The contest will happen at the Trade Show on Friday from 1-3 pm.

f. Meats for the Convention: These were confirmed. Dianne will check with Phil Schmidt for the Prime Rib.

g. Sponsorships: Currently have \$7250 in monetary convention sponsorships.

h. Hotel Sleeping Rooms: Dianne added 10 rooms to the block for Wednesday night for those coming in for the workshop.

i. Invited Guests: Governor Evers, Secretary Romanski and Alice in Dairyland have all been invited to attend the convention.

j. Promotion/Student Pass: Will be working on this soon. Need to reach out to WI Media. Also discussed a contacting Meat & Poultry Magazine and Daniel Higgins.

k. Judges Boxes: Jake Sailer is coordinating the boxes this year.

5. Massachusetts Fund Advisory Group: Tim Haen is considering chairing the group. Dave Downs and Rick McLimans will serve as committee members. Committee needs two more members.

6. No other old business.

New Business

1. Discover WI/Maddog and Merrill: Jake Sailer and Drew Brinker met with Discover Wisconsin. Discussed the costs of a show and that it would not include all our members. Other opportunities are available to promote our membership through Discover Wisconsin. This could be a great avenue to promote our plant members and the Coalition Conference. Dianne met with Maddog and Merrill about their TV Show. It would be a cost to WAMP to have them produce a show at the convention. At this time, Dianne doesn't recommend having the show produced as the target audience for the show may not align with our plant members' target customer.

2. No other new business.

UW Madison Extension Report: Dr. Sindelar noted the Meat Snack Short Course had just finished with 55 attendees from across the US. The HACCP Short Course is the next class and it is full. Many of the attendees will receive tuition reimbursement through the Meat Talent Development program. Dr. Sindelar is also working with DATCP to



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WAMP Board Meeting Minutes Cont.

provide additional training for inspectors. Sarah Gragg will be joining the faculty at the UW MSABD as a microbiologist in August of 2023. Jordan Nuells is now full time at UW MSABD

UWM Student Board Report: Will be doing the Corn Hole Tournament and the Linker Contest. Jessica has been encouraging other students to attend the convention , etc.

WI DATCP Report: Jeff Swenson reported that the Agriculture Committee for the WI State Fair will be discussing all auctions at the State Fair including the Meats Action. DATCP has released the next round of grants that total \$200,000 with a March 17th deadline. Please encourage plants to apply. UW-RF will start their Humane Handling Educational Sessions this spring. DATCP organized a tour at American Foods Group for DATCP Food Safety staff. Jeff Swenson thanked members who helped with content for a new pathways program in Wisconsin. Jeff Swenson also discussed the program/class they had at UW Platteville that was on the history of the meat industry and jobs in the meat industry. The program was aimed at youth and young adults and lasted about 2 hours. The program can be done in other areas. Contact Jeff Swenson if you are interested in having this program in your area.

AAMP Update: The AAMP Convention will be held in Charleston, SC, on July 13-16, 2023. Rooms at the Embassy Suites are sold out, but the Residence Inn has rooms available. Looking to be a great show.

The next meeting will be at 7:30 am on March 10, 2023, via Zoom.

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

Thank you to all those who attended today!

Respectfully submitted,

Dianne Handsaker, Executive Secretary

2023 WAMP Convention Meals and Entertainment

Thursday Night

7:00 pm 'til 10:00 pm

10th Floor Hospitality Room open for social gathering

Friday Night - Family Night

5:00 pm 'til 6:00 pm

Cash bar with free beer and soda

6:00 pm 'til 7:00 pm

Beef BBQ Buffet

6:45 pm

AAMP Update

Darla Kiesel, AAMP President

7:00 pm

Scholarship Auction and Butchery/Linker Contest Awards followed by fun kids activities and a corn hole toss competition for adults. The Myles Wangerin Band until 11:00 pm.

Saturday Morning

8:15 am 'til 9:00 am

Breakfast buffet in the Convention Hall
Eggs, sausage, potatoes, fruit, danish and beverages

Saturday Night

6:00 pm 'til 7:00 pm

Cash bar with free beer and soda

7:00 pm

Dinner Buffet includes prime rib and chicken breast

Following the Banquet

10th Floor Hospitality Room open for social gathering

Not Registered for the WAMP Convention? Do it today either online at www.wi-amp.com or mail in the registration form in this newsletter.



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WAMP News & Views

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*Check out all the details of the 84th Annual
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See you April 13-16, 2023 in Middleton!