



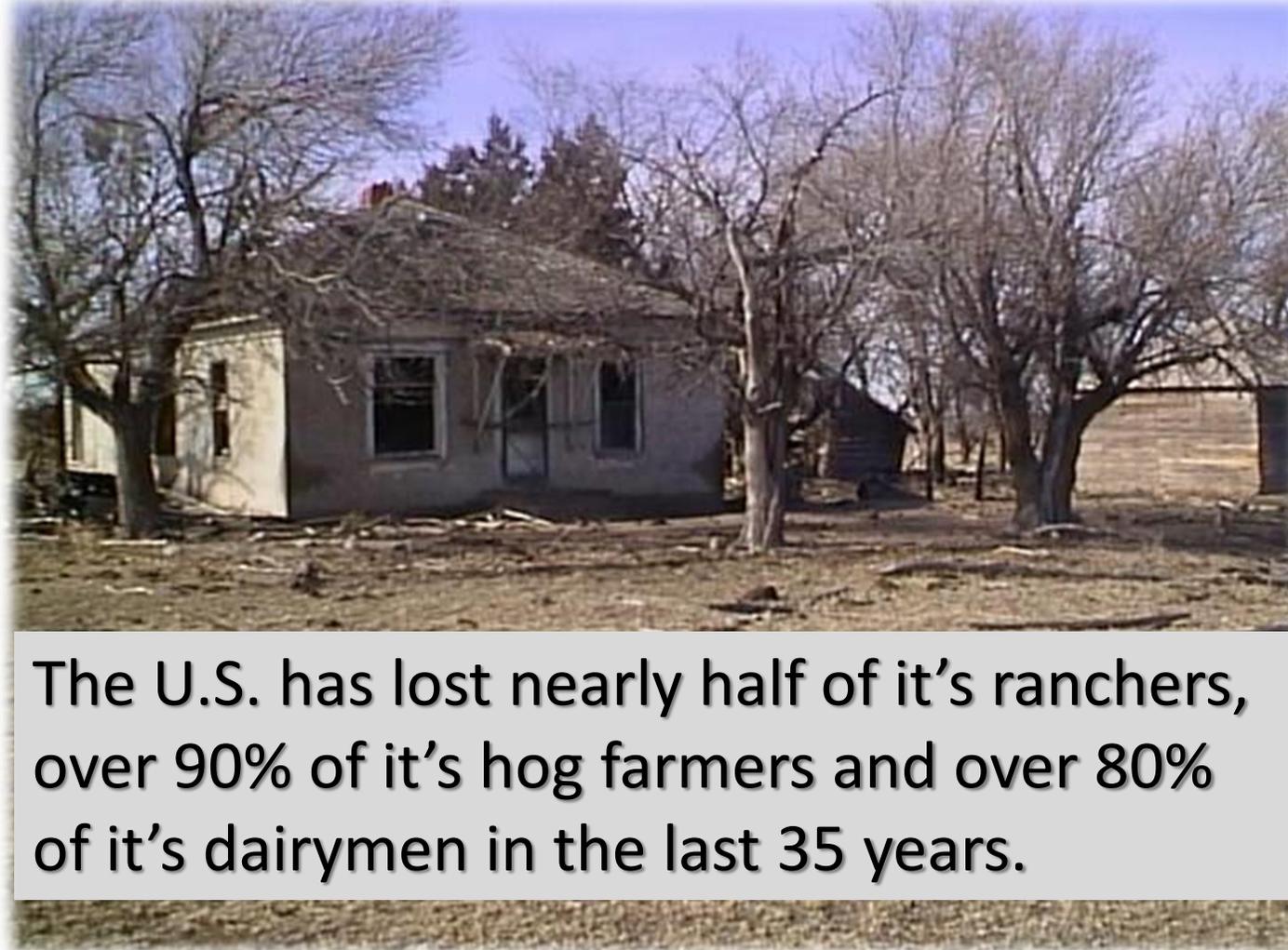
**University of Colorado, Colorado Springs**

**"Building a Healthy, Humane, and Fair Food System"**

**September 2019**

**[MikeCallicrate.com](http://MikeCallicrate.com)**

# **So this is where you grew up... What happened Grandpa?**



The U.S. has lost nearly half of its ranchers, over 90% of its hog farmers and over 80% of its dairymen in the last 35 years.



## The Last Cowboy at Pine Creek Ranch

3/30/2018 11:24AM

Wayne Hage may be the last cowboy in his family, ending a tradition of cattle ranching that started during the Civil War. The Hages have been fighting with the federal government over grazing rights on Nevada public lands.



**Without markets, we lose our land.**

**Without markets, we lose our land stewards and husbandmen.**

**When we lose our markets, we lose our freedom!**

# Partners in Crime

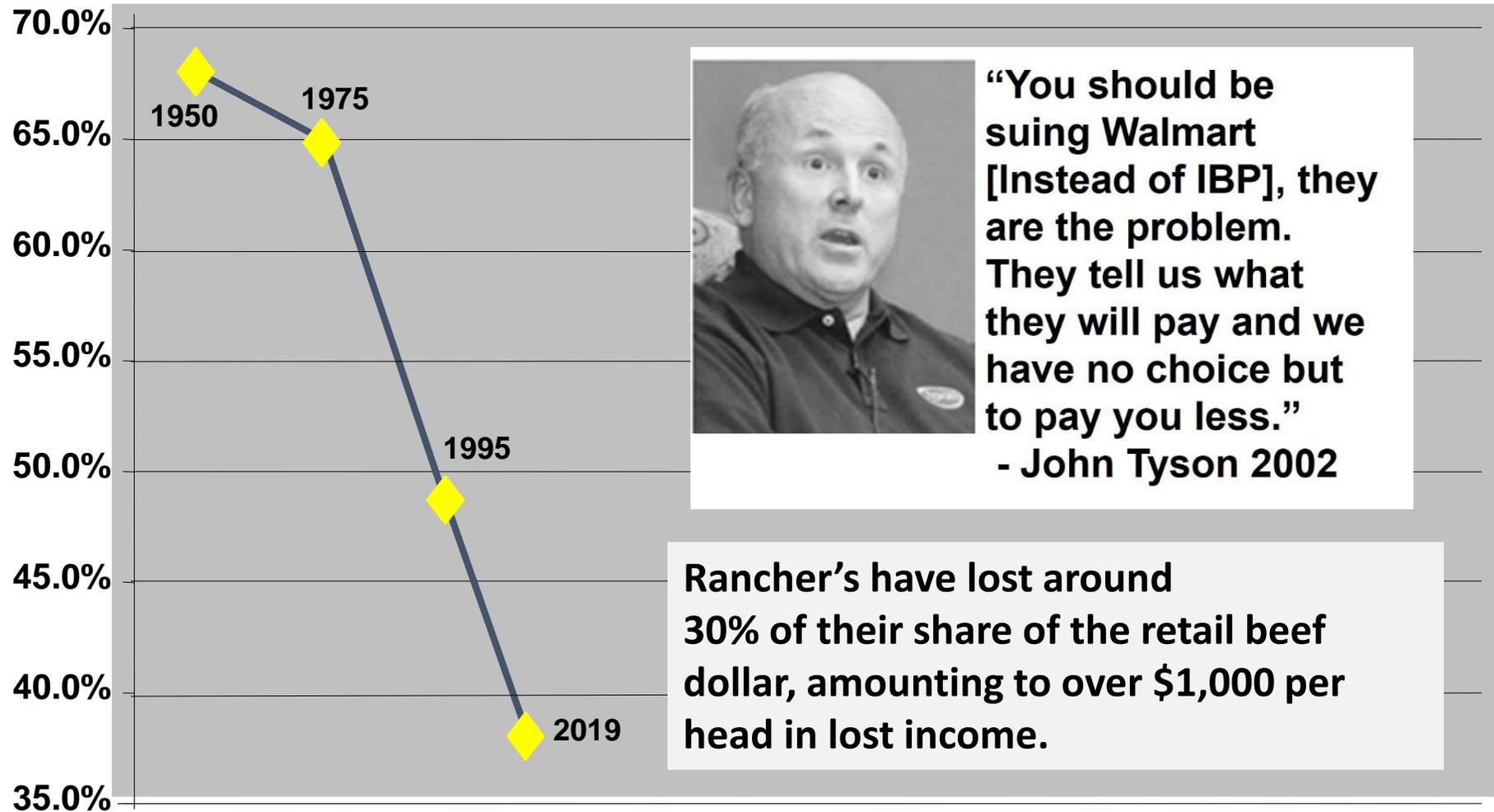
The big retailers are robbing the bank.



The big packers are driving the getaway car.

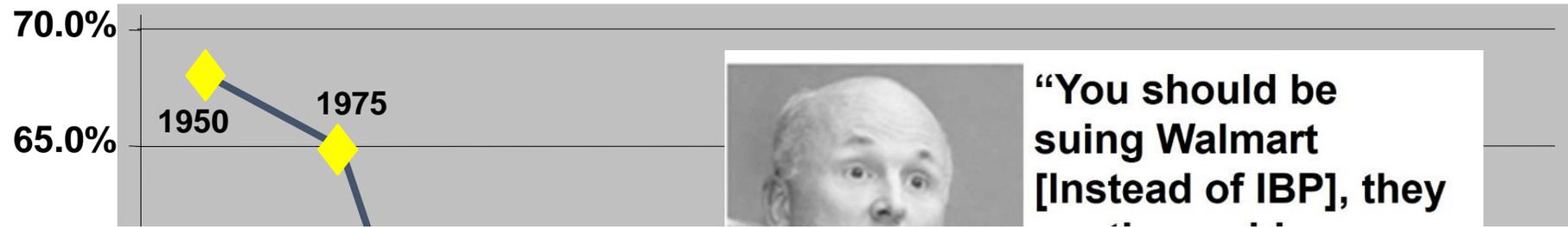


# Producer share of the consumer retail beef dollar

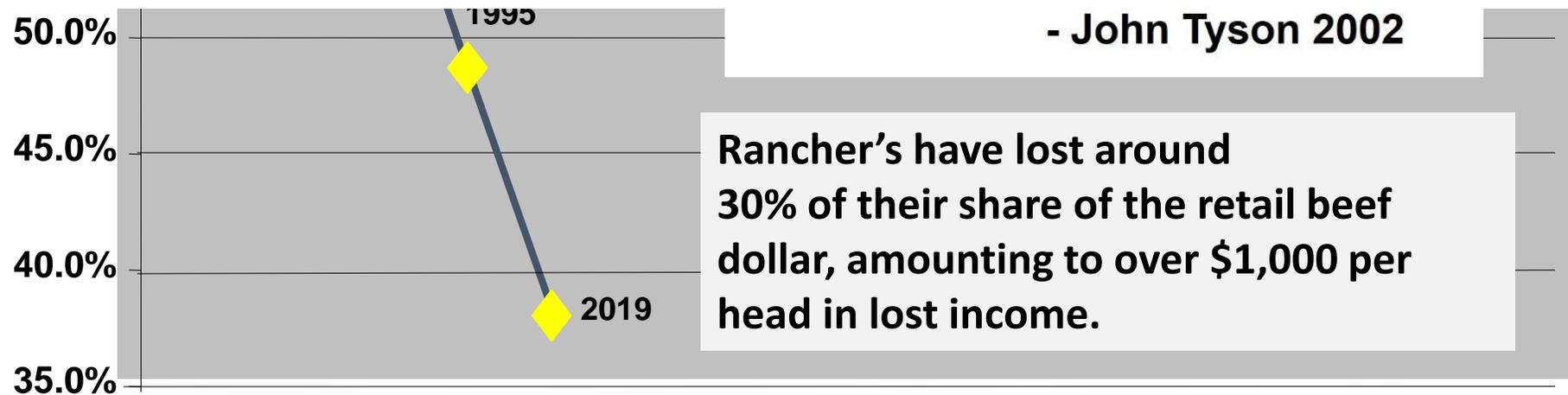


\*All Fresh Choice Beef – USDA-ERS Data

## Producer share of the consumer retail beef dollar



# It's called Stealin'!



\*All Fresh Choice Beef – USDA-ERS Data



**Why farmers only get 7.8  
cents of every dollar  
Americans spend on food**

By [Caitlin Dewey](#), Washington Post

# Middlemen: “Drones of the national beehive.”



**“They live and are dependent upon the honey that others collect. Like the unemployed, they are supported at the cost of the nation.”**

- Vincent C. Vickers, Governor of the Bank of England in 1910





**Mike Callicrate**

12 hrs · 🌐 ▼



This excellent in-depth article tells a way too common story about the power of Big Food over people on the land.

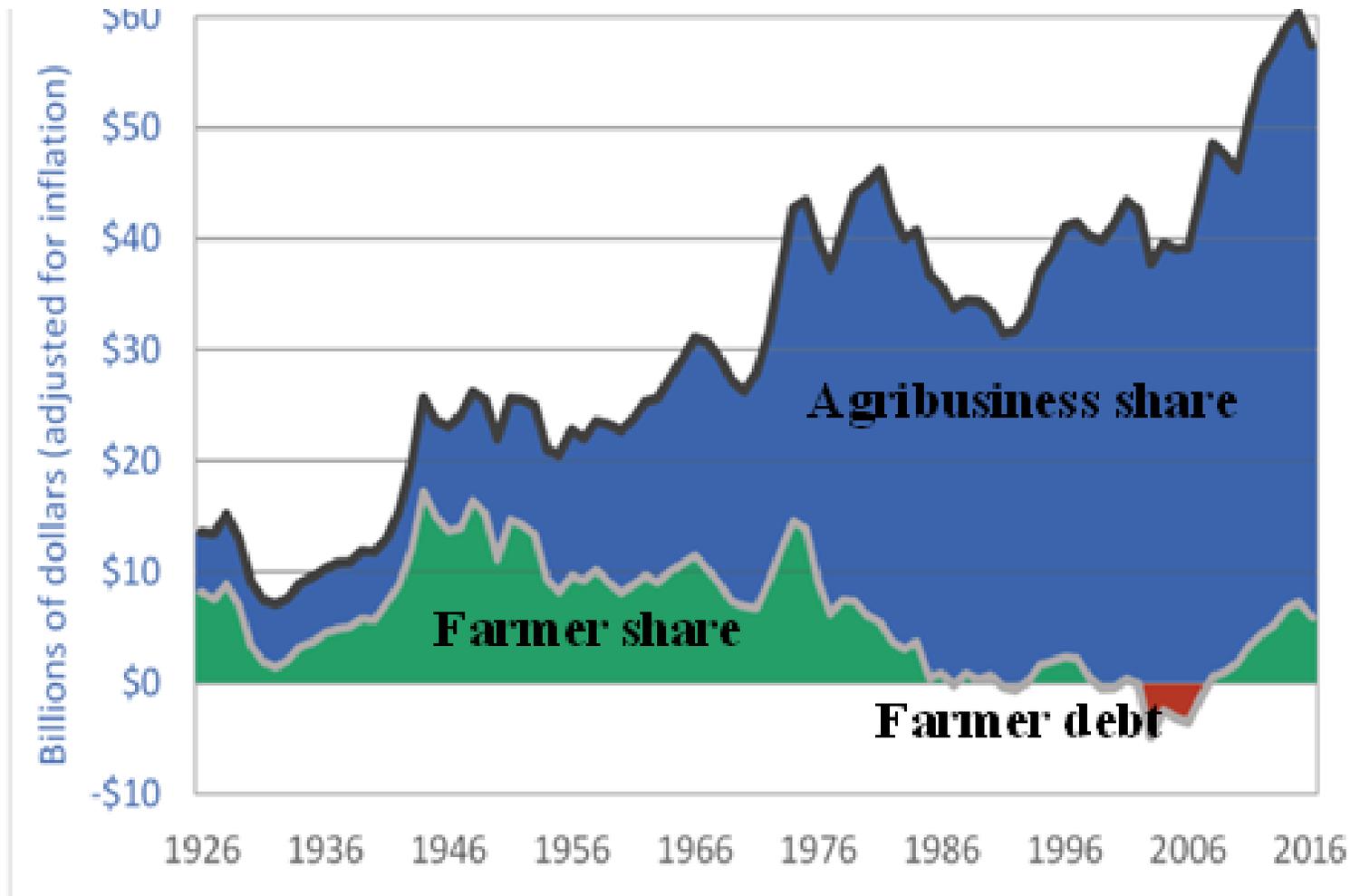


NEWFOODECONOMY.ORG

**Bison bars were supposed to restore Native communities and grass-fed ranches. Then came Epic Provisions | The New...**

"What we support prospers, what we feed grows." - MikeCallicrate.com

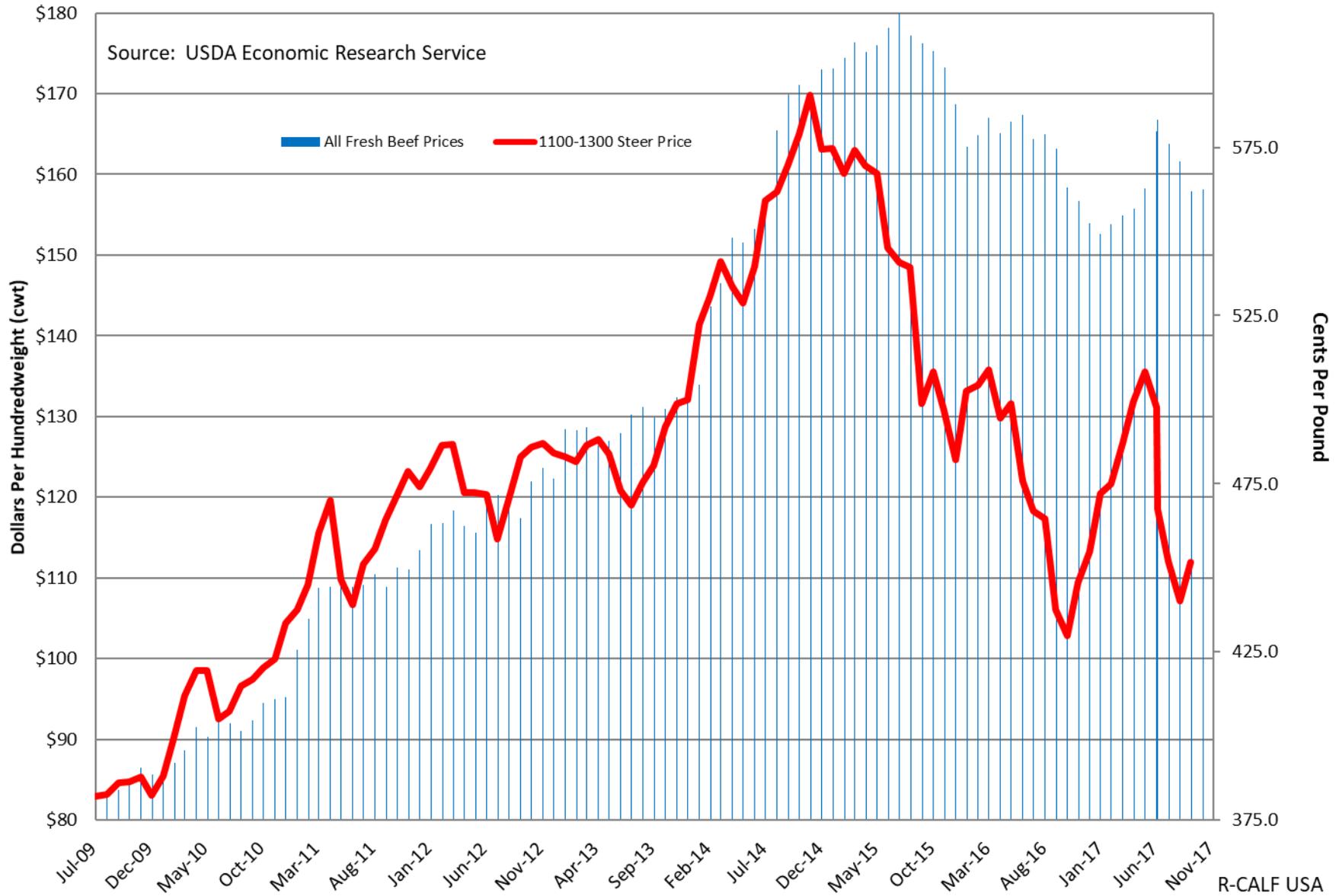
## Powerful farm input suppliers continue to increase their share of farm income.



**THE GREEN REVOLUTION CAN NO LONGER BE AFFORDED.**

\*Canadian data

# Cattle Prices Crash While Consumers Continue Paying Record Beef Prices



## Return on Equity (ROE)

Last 5 years average pre-tax ROE based on SEC reports:

Tyson 30.7% ROE

Monsanto 39.8% ROE

Bayer AG 21.8% ROE

Deere & Co. 32.7% ROE

1996 to 2016 farm income according to ERS/USDA:

**The farmers ROE was negative 6.9%**

**“THE HUSBANDMAN THAT LABORETH MUST BE  
THE FIRST PARTAKER OF THE FRUITS.” - SAINT PAUL**

**How many farmers does it take to match  
the top five executives salaries?**

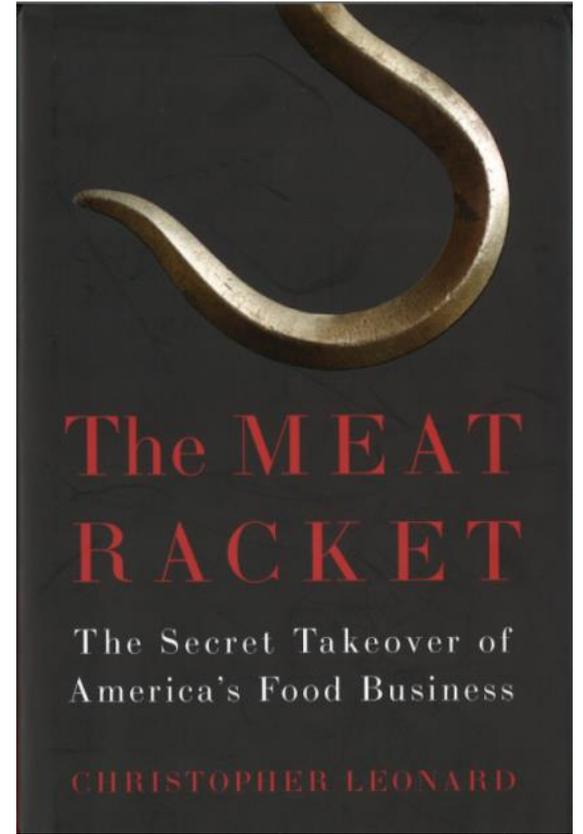
**Walmart - 1,725 farmers**

**Deere - 2,025 farmers**

**Smithfield - 2,147 farmers**

**(Financials no longer available after 2014!)**

**Farmer income is based on net farm income for 2017**



# An American Crime Family

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# A Brazilian Crime Family

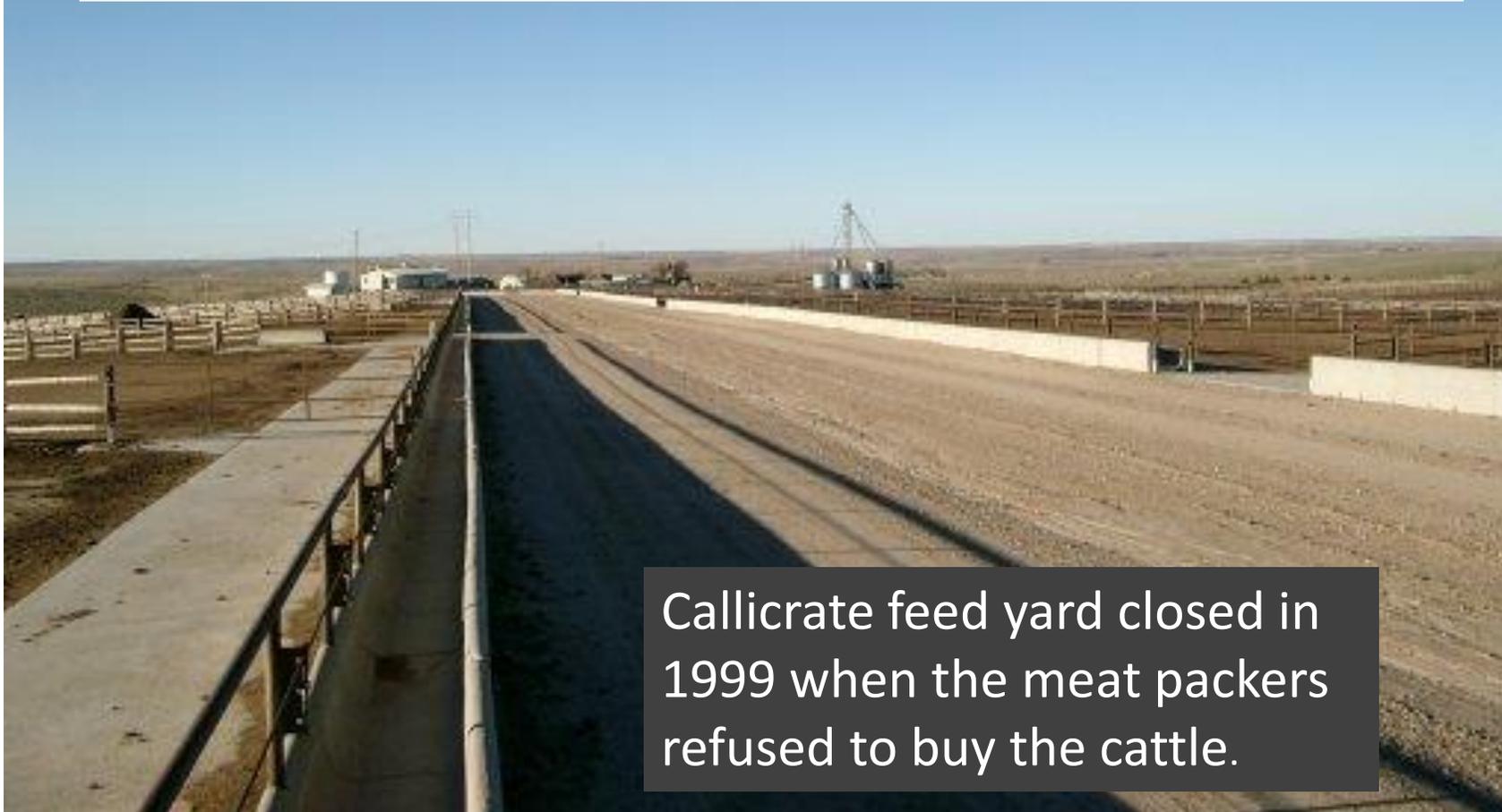


**JBS's Batista Brothers Arrested as  
Brazil Corruption Probes Spiral**

**In 2017 Brazilian owned, and Greeley CO based JBS, bribed inspectors to keep rotten meat on the market ...**

**... and then hired the USDA Administrator that allowed it into the U.S.**

Emptiness: A picture of big meat packer retaliation – Why cattle feeders won't speak out against meat packer abuses...



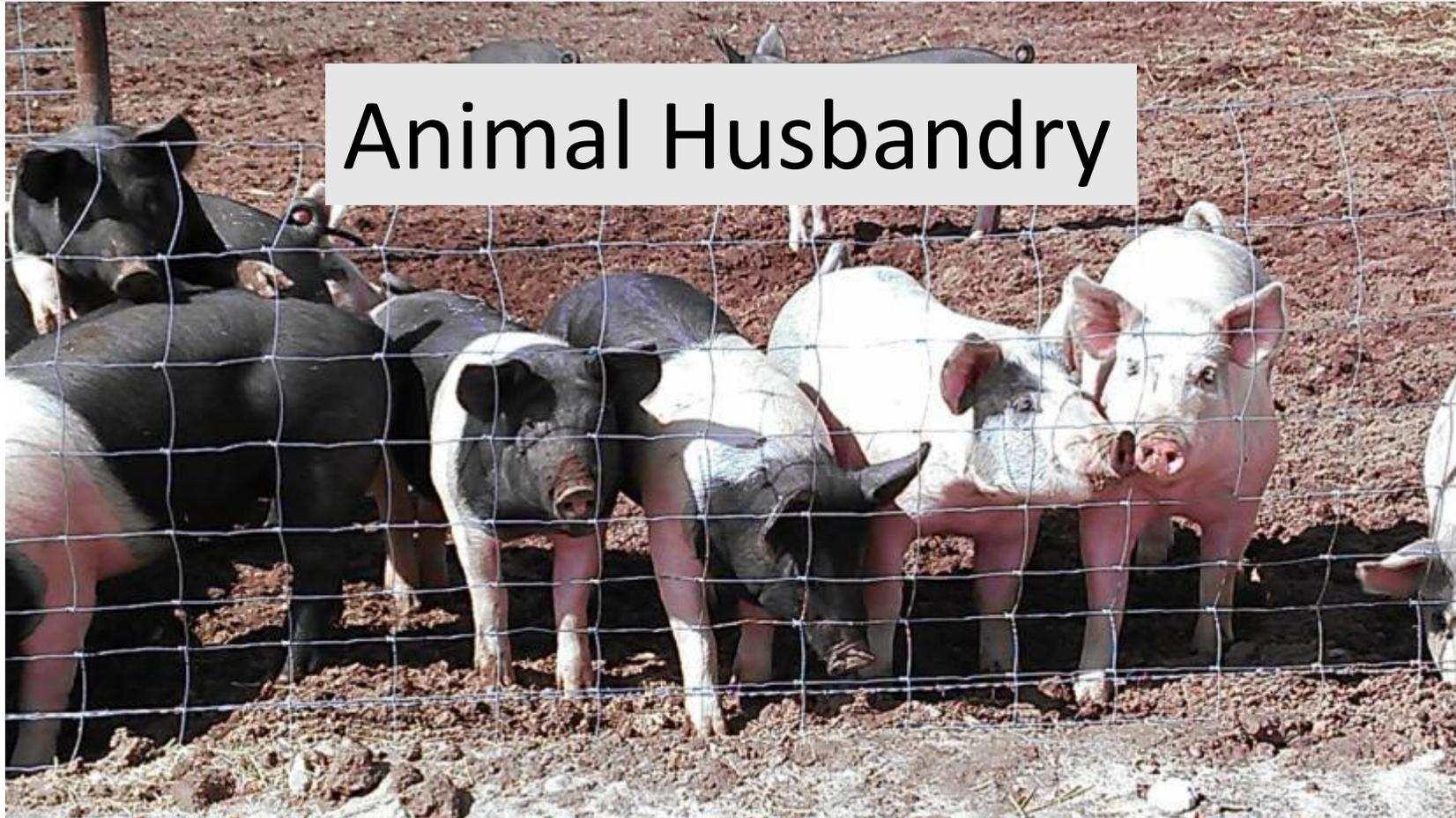
Callicrate feed yard closed in 1999 when the meat packers refused to buy the cattle.



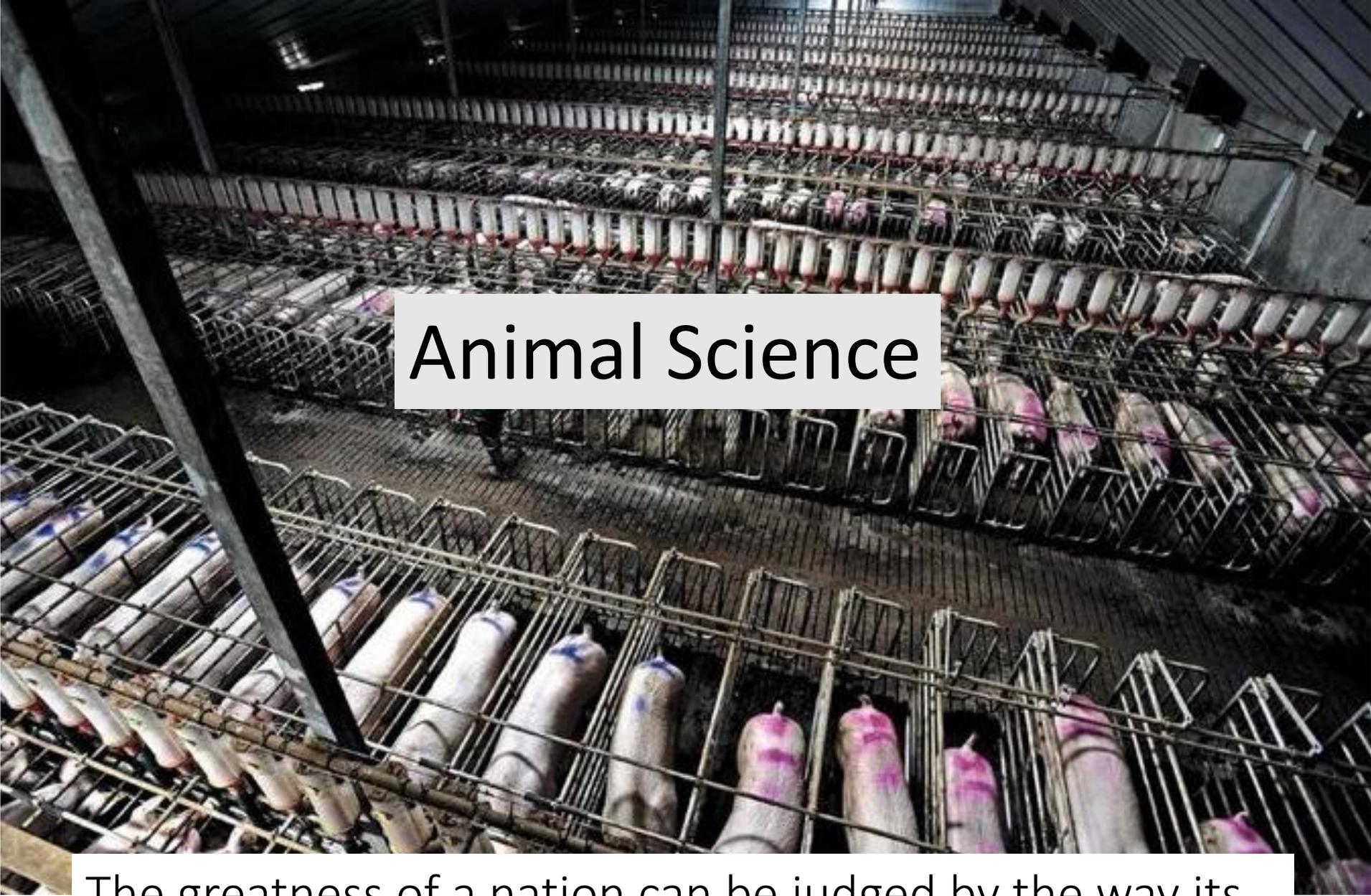
Animal Husbandry has been replaced  
with Animal Science

"If you have men who will exclude any of God's creatures from the shelter of compassion and pity, you will have men who will deal likewise with their fellow men."

- St. Francis of Assisi, Roman Catholic friar, founder of the Franciscans Order



"What we support prospers, what we feed grows." - MikeCallicrate.com



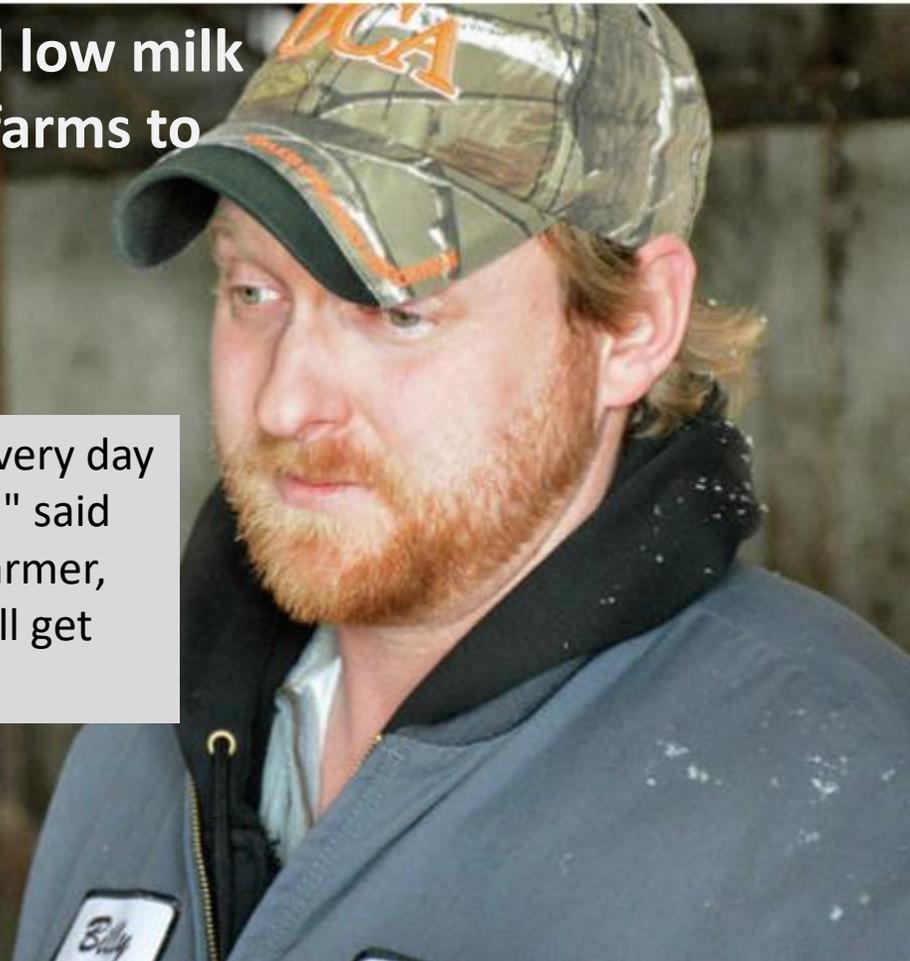
# Animal Science

The greatness of a nation can be judged by the way its animals are treated. - Mahatma Gandhi

## Empty barns: Prolonged low milk prices pressuring dairy farms to fold

Jan 31, 2018

"You just had to fool yourself every day that you were going to make it," said Euerle, a father of four. "As a farmer, your mentality is that things will get better, but it didn't."



[ALEXANDRIA, Minn.](#)—There wasn't really a last straw that made Billy Euerle walk away from his Garfield dairy farm last year.

# Dairy Co-op Sends Farmers Suicide Hotline Numbers After Milk Prices Plummet



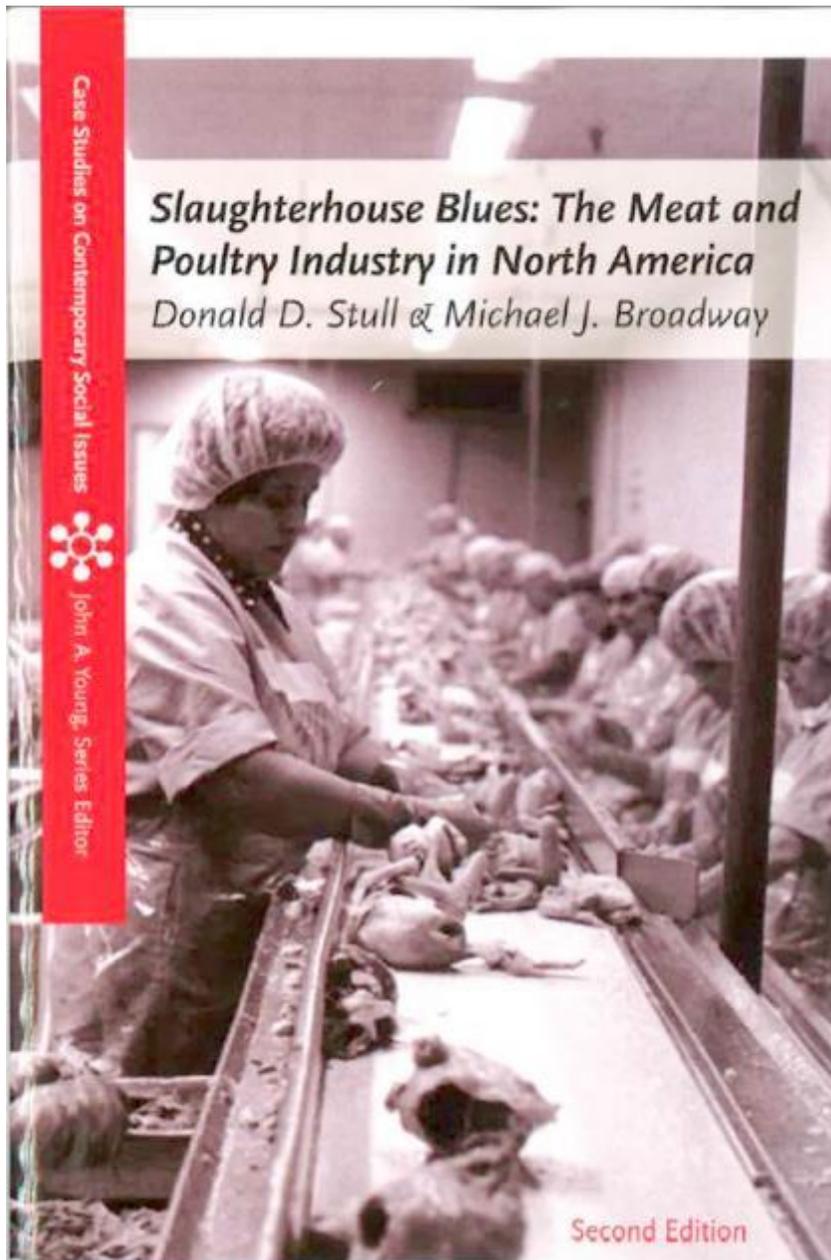
Paul Doton urges his holsteins into the milking parlor on his farm in Barnard, Vt., Wednesday, Feb. 7, 2018. The price of milk is expected to fall below \$16 per hundredweight this winter, down from an average of \$25.49 in 2014. (Valley News - James M. Patterson)

# America's Worst Graveyard Shift Is Grinding Up Workers

Bloomberg - December 29, 2017



Cleanup at the slaughterhouse is as dangerous as it is repulsive, and the immigrants who do the work are under pressure to complete it faster than ever.



“Despite the intervening century, with its dizzying array of technological advances and dramatic social reforms, meat and poultry processing early in the twenty-first century is regrettably reminiscent of what Sinclair (*The Jungle* 1906) described early in the twentieth.”

## Meathooked & End of Water



**Mike Callicrate asks, "Are we going to be so foolish as to let this precious resource run out?"**

**“A nation that destroys its soils destroys itself.”**

**– Franklin D. Roosevelt**



December 24, 2013 – The dirt cloud extended from Colorado Springs to the Colorado/Kansas border north of Lamar. It was over a mile high (12,500 ft. above sea level), 4 miles across, moving south at 50 mph – See The [Dust Bowl](#)

Much of Eastern Colorado's top soil is already gone.



# Hurricane Florence 2018

**Why are factory farms located in flood prone areas?**



“Your pork, bacon, eggs and poultry aren’t as cheap as you think. Even before Florence, the neighbors of these industrial animal operations, who are disproportionately poor and people of color, suffered toxic air pollution, tainted well water, and the unbearable stench of hog manure. They’ll continue to suffer after the floodwaters recede.”

A swine "concentrated animal feeding operation" and lagoon surrounded by Hurricane Florence floodwaters. Each of these facilities contains more than 2,500 pigs. (Rick Dove)





Hurricane Floyd 1999

# STATE JOURNAL-REGISTER: BEARDSTOWN SLAUGHTERHOUSE BIGGEST NITROGEN POLLUTER OF WATERWAYS IN U.S., STUDY FINDS

by [Tony Briscoe](#) – Chicago Tribune | October 12, 2018



Waste from the JBS pig slaughterhouse in Beardstown, IL, courses through a series of drainage ditches and canals and eventually into a tributary of the Illinois River. No other U.S. slaughterhouse discharged more nitrogen from animal waste last year, a study found. (E. Jason Wambsgans, Chicago Tribune/TNS)

# The industrial food pantry is filled with...



- Human exploitation
- Animal suffering
- Environmental degradation
- Community destruction
- Family farm & rural decline
- Degenerative diseases

**“They sell things from somewhere else and take the money away ... everyday.”**

- Francisco Chavez, Ranch Foods Direct delivery driver

Brought to you by **Sysco** and **(JBS)**



**Introducing**  
**The PEAK Burger**  
*It doesn't get higher than this!*  
**Exclusively at Clydes for the Fall Semester**  
*Vote for Us in the Blended Burger Project!*  
*#BlendedBurgerProject*

**UCCS** Dining and Hospitality Services  
UNIVERSITY OF COLORADO  
COLORADO SPRINGS

*Made with Local Ingredients*  
Aspen Ridge Beef • Crimini Mushrooms • Concho Corn • Pueblo Jack Cheese

"What we support prospers, what we feed grows."  
MikeCallicrate.com

Brought to you by **Sysco** and **JBS**



**“Aspen Ridge Beef” is a JBS brand**



"What we support prospers, what we feed grows."  
MikeCallicrate.com



**October 4, 2018 - 6.9 million pounds of beef recalled after 57 sickened from possible antibiotic resistant salmonella contamination**

**December 4, 2018 - 5 million pounds of beef recalled possible antibiotic resistant salmonella contamination**

**The fight for producer  
protections continues  
after USDA Ag  
Secretary, Sonny  
Perdue, caves to  
corporate interests,  
vacating century old  
producer protection  
law.**



“The world’s largest beef processing corporation, JBS, is underpaying family farmers and ranchers for their cattle. Even worse, our government is letting them get away with it.”



COMPETITIVEMARKETS.COM

**Voice from the Ranch: Nebraska Cattle Producer Screwed by JBS Speaks the Truth**

**“We have more to fear from USDA  
than any foreign power.”**

- Allan Savory, January 2018

# **The Solution**

# THE RANCH FOODS DIRECT SOLUTION





"What we support prospers, what we feed grows." - MikeCallicrate.com

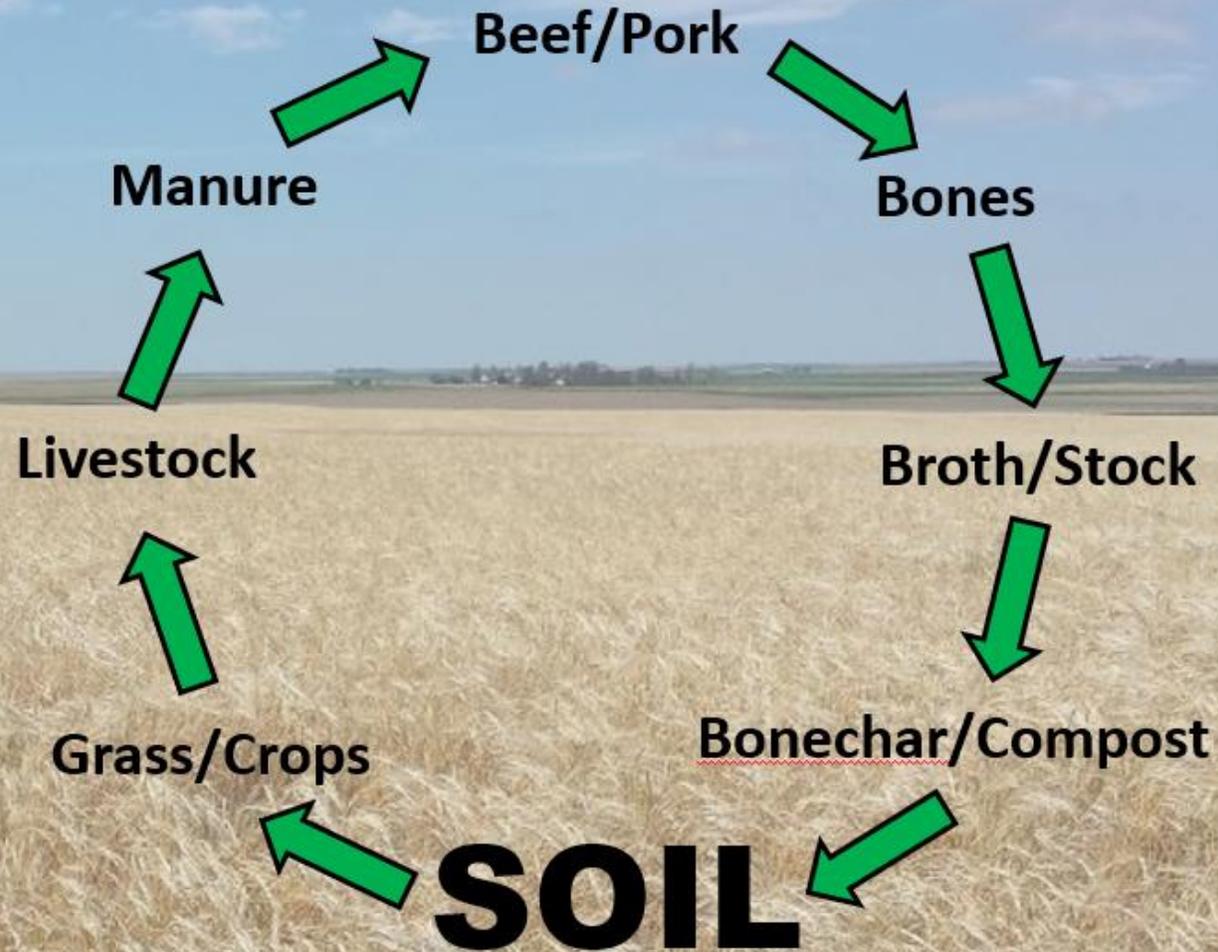
# Callicrate Cattle Co. St. Francis, KS



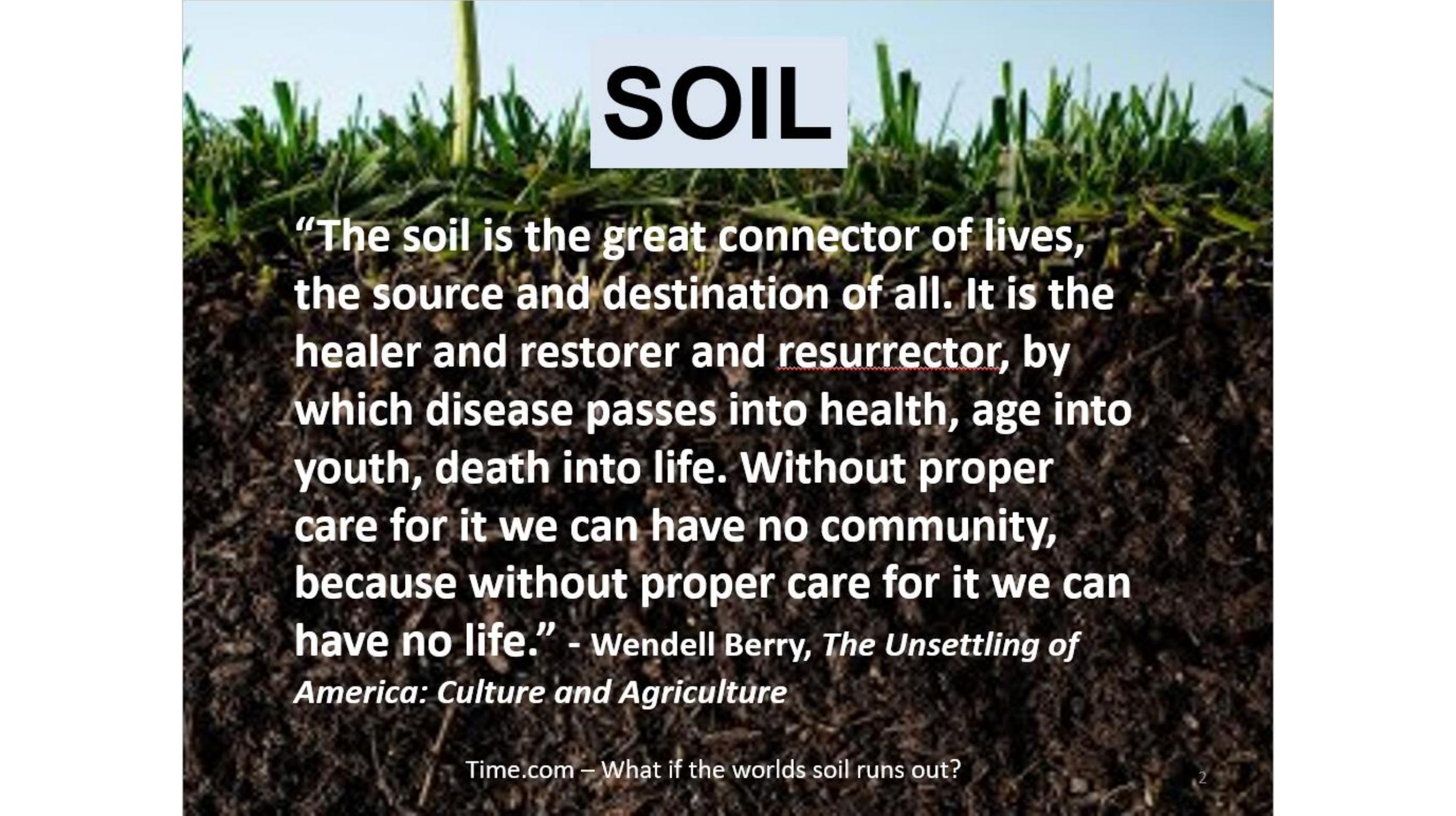
Image by Harry Greene

**How do we move from the destructive industrial model of agriculture to one that regenerates our soils, restores our health, and rebuilds our communities?**

# Regenerative Farming and Ranching Callicrate Cattle Co.



**Healthy Soils – Healthy Communities!**



# SOIL

**“The soil is the great connector of lives, the source and destination of all. It is the healer and restorer and resurrector, by which disease passes into health, age into youth, death into life. Without proper care for it we can have no community, because without proper care for it we can have no life.” - Wendell Berry, *The Unsettling of America: Culture and Agriculture***

**Their grazing helps our dehydrating planet retain moisture in the earth, contributing to global water supplies.**

Vandana Shiva – Winner of [Monsanto's "Bullshit" award](#)





**“Our cow dung is worth more than your Wall Street stocks.”**

**-Vandana Shiva speaking to Hillary Clinton in India**



**A better more direct route for producers and consumers wanting to know where their food comes from...**









## **Slaughtering animals where they are raised means:**

- More humane treatment**
- Less stress means better quality meat**
- 37% less weight transported to market**
- Slaughter waste becomes valuable soil nutrients**
- Increased rural employment**

**Refrigerated trailer transports carcasses from rural mobile unit to urban cut plant**



"What we support prospers, what we feed grows." -  
MikeCallicrate.com



Carcasses from mobile unit are cut into primals and retail cuts.



**The Colorado Springs food hub provides space for meat processing, local fruit and vegetable distribution and value-added food production.**

# Peak to Plains Food Hub in Colorado Springs



**Building Community Around Local Food!**

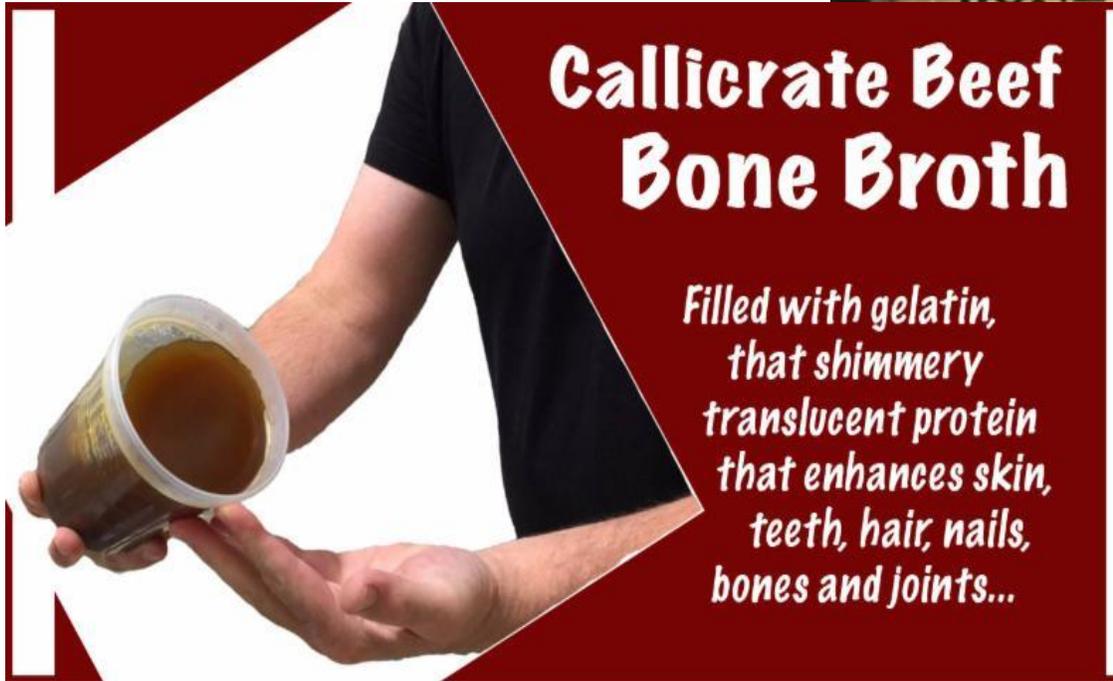
“What we support prospers, what we feed grows.” MikeCallicrate.com



"What we support prospers, what we feed grows." - MikeCallicrate.com



# Making Healthy People

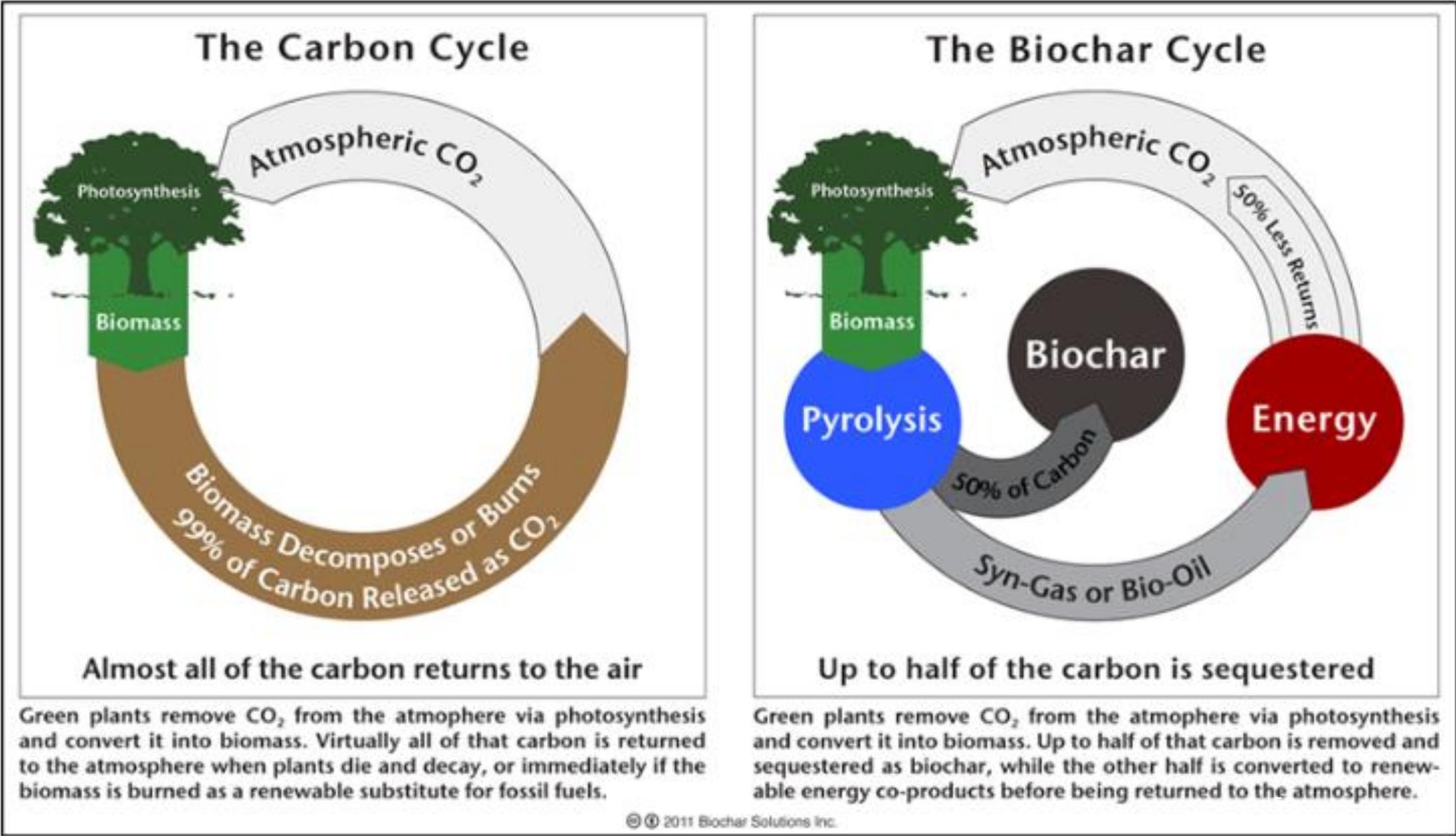


## Retort for making charcoal (Biochar)



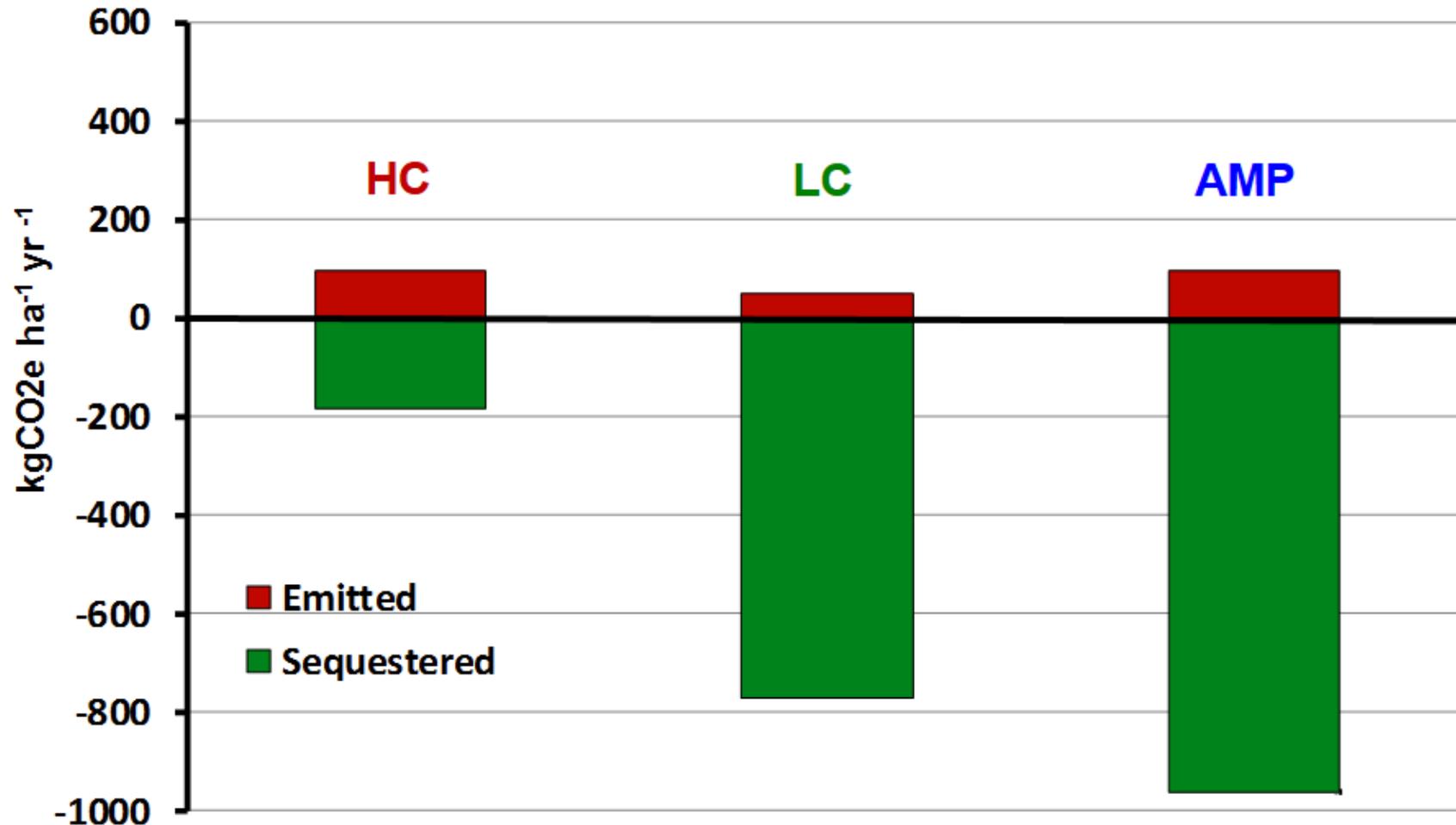
Bones are charred after making bone broth and stocks

# How the biochar can improve the Carbon Cycle



# Life Cycle Analysis of Change in Management

## Net C Emissions on rangeland grazing-only Cow-calf Operations



HC – High Density Continuous Grazing

LC – Low Density Continuous Grazing

AMP – Adaptive Multi-Paddock Grazing

Wang et al. 2015

# Biochar comparison at West TN Ag Research Center

## With and without biochar

July 19, 2018



# Making Healthy Soil

Bones, including skulls and feet

Biochar retort

Finished manure, slaughter waste compost



# New Campaign Launches to Reform Unjust Business Practices of Foodservice Giants



This coalition is imploring Compass Group, Sodexo, and Aramark to leverage their purchasing power to become a force for good within the food system.

Sept 4, 2018

"What we support prospers, what we feed grows." -  
MikeCallicrate.com

The **Community Coalition for Real Meals** is calling on the three foodservice companies to:

- buy at least 25 percent of their food from sources that are ecologically sustainable, fair, local and community-based, and humane;
- reduce their carbon emissions and factory-farmed animal product purchases by 25 percent; and
- increase racial justice and equity in their supply chains by increasing purchasing from and investing in infrastructure to support disenfranchised producers.

These changes are not only demanded by our collective conscience; they are demanded by these companies' customers.

bytable

THE FUTURE OF FOOD IS TRANSPARENT

**Scalability for Regenerative  
Food Businesses**

## **The Food Systems We Want to Create**

**Diverse competitive markets  
fueled by consumer  
demand.**

**Meaningful employment  
opportunities and rural economic  
growth.**

**Fair regulations that enable  
growth of small and mid-sized  
businesses.**

**Fair market access, greater market  
power for better businesses.**

**Traceability for better supply chain  
efficiency, safety.**

**Transparency of data for consumer  
access.**

**Easy consumer access to  
information on where their food is  
coming from.**

**bytable**

[contact@bytablefoods.com](mailto:contact@bytablefoods.com)

# How We're Taking Steps Towards a Better System

## Smart Sensor Network Inputs Data to Blockchain

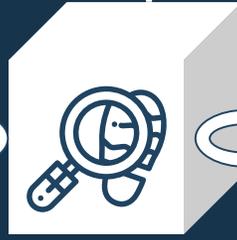
Automated compliance + quality and asset monitoring. Live alerts for things like temperature and safety issues.

## Traceability Data Used for Consumer Transparency

Consumers can easily make informed decisions about products they buy and companies they support.

Automation, Traceability,  
Transparency, & Increased Market  
Access =

**Autonomous, Fair Food Market**



## Bytable Blockchain Creates Shared Collaborative Network

Fair and free information exchange between parties in supply chain. This can be used for fairer electronic contracts, collaboration and new cooperative structures. Companies own their own data.

## Bytable Marketplace for Online Market Access

Diverse, distributed, regional marketplaces with fair processes, margins and accessible points of aggregation. Blockchain creates high barriers for fraudulent products and claims.

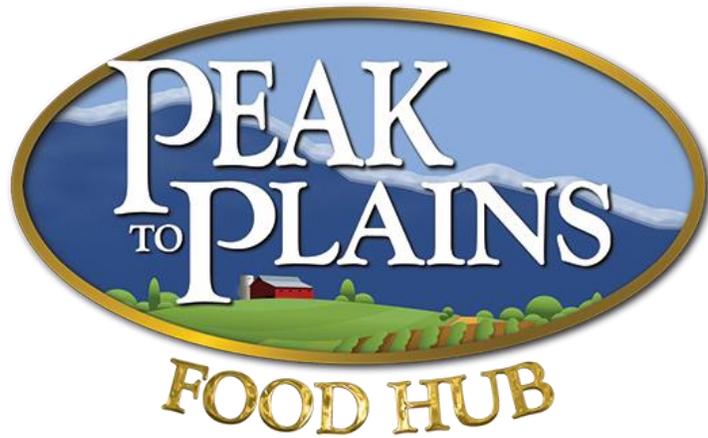
**Scalability &  
Success for  
Regenerative  
Food Businesses**

**bytable**

contact@bytablefoods.com



**Creating new community spaces for eaters, growers, family farmers, ranchers and local businesses, separate and safe from Big Food and Wall Street -- Local Food Utilities?**



*Building Community Around Local Food*



**Connecting consumers with family farmers and ranchers**