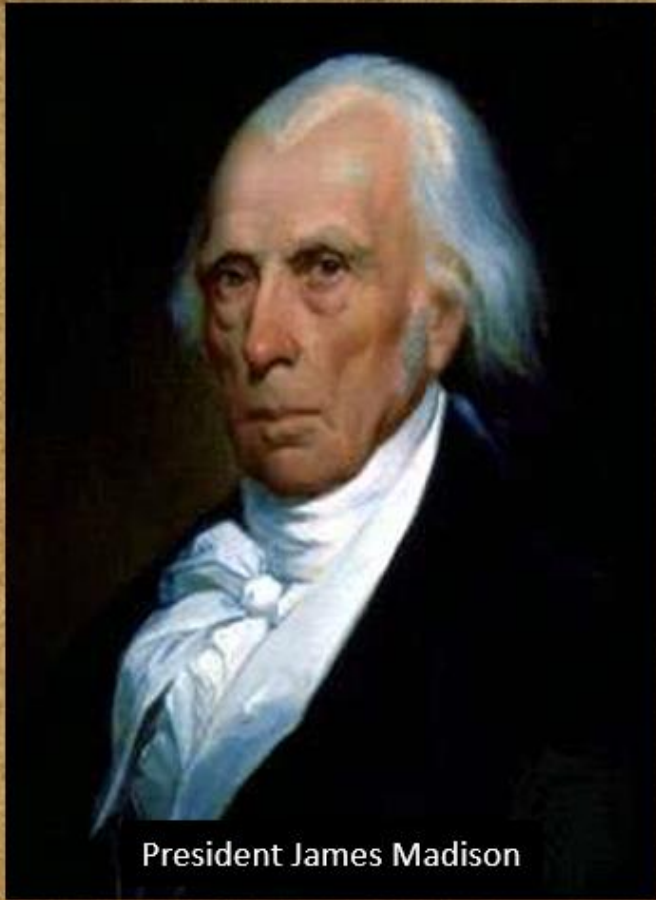


Building a Safe, Resilient, Decentralized, Cartel-Free Food System

April 9, 2022

By Mike Callicrate

MikeCallicrate.com



President James Madison

“Concentrated wealth will destroy our nation, unless the laws change.”

President James Madison 1809-1817

“The day will come when our Republic will be an impossibility because wealth will be concentrated in the hands of a few. When that day comes, we must rely upon the wisdom of the best elements in the country to readjust the laws of the nation.”

UNITED STATES DEPARTMENT OF AGRICULTURE



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

None of the USDA employees we questioned in the main USDA building knew about the quote inscribed above the main entrance to the building. Only the young security person knew, but asked, “What is a husbandman?”

We're in the de-reg business!



“Government IS the problem!”

What President Reagan did to antitrust law enforcement in the 1980's was the equivalent of

referees declaring no-rules and leaving the field in a football game. Cheating was not only allowed, it was required to win - and it still is.



U.S. News & WORLD REPORT

SEPTEMBER 23, 1996 / \$2.95

Illegal in Iowa

American
firms recruit
thousands of
Mexicans
to do the nation's
dirtiest, most
dangerous work

THE NEW JUNGLE

Ninety years after Upton Sinclair published his groundbreaking exposé of the nation's meatpacking industry, illegal immigrants are flocking to the United States to take the dangerous, low-paying jobs most Americans won't. The difference between now and then:

Now there's a system that keeps the illegals coming and the industry humming—and the plants have come to rely on it.



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Whether looking at food safety, working conditions, animal welfare, the environment, producers of livestock, or concentration, conditions are worse today than during the time of Upton Sinclair's, *The Jungle* 1906.



“...there is no stopping it (concentration). This is an evolution that’s going to take place in spite of whoever is in the way.”

Robert Peterson, IBP Chairman and CEO, July 1996
\$20 Billion by 2001 article, in *Meat and Poultry*

**Why have laws failed to protect us
from abusive market practices and
monopoly power?**



**“Well you know Mike,
in this modern day of
globalization, we need
big companies that can
do business globally.”**

- January 1999

Dan Glickman, Secretary of Agriculture 1995-2001



Reagan appointee - Lyle E. Strom
District of Nebraska - United States District Court

A captured judiciary reverses intent of 1921 Packers and Stockyards Act to protect producers from abusive meatpacking power.

Judge Strom reversed the 2004 jury decision finding Tyson/IBP in violation of the Packers and Stockyards Act. The Supreme Court refused to hear the case.

JBS gives top job to senior US politician



Former House Speaker John Boehner

SAO PAULO, Brazil – Former US Rep. John Boehner, the 53rd Speaker of the US House of Representatives, was appointed to the board of JBS Foods International (JBSFI), a subsidiary of Sao Paulo, Brazil-based JBS SA.

September 25, 2015

Boehner led the repeal of Country of Origin Labeling (COOL) in the House of Representatives.

meatingplace

08.17meetingplace.com



AFTER PAYING \$3 BILLION
TO SETTLE BRIBERY
AND CORRUPTION CHARGES,
THE BATISTAS ARE
STILL IN THE DRIVER'S
SEAT AT JBS S.A.

BUSINESS AS USUAL

August 2017

JBS hires former USDA food safety chief



After allowing rotten meat into the U.S., Almanza goes to work for JBS.

The biggest meatpackers received preference over smaller local/regional meatpackers during Almanza's time at USDA

August 2017

FARMERS

BEWARE!



‘Big Four’ Meatpackers Are Crushing Small Ranchers

The JBS cyber attack caused only a hiccup in meatpacking operations. But for legislators, the security scare was a sign that it might be time to break up the industry.

BY AMELIA POLLARD JUNE 9, 2021

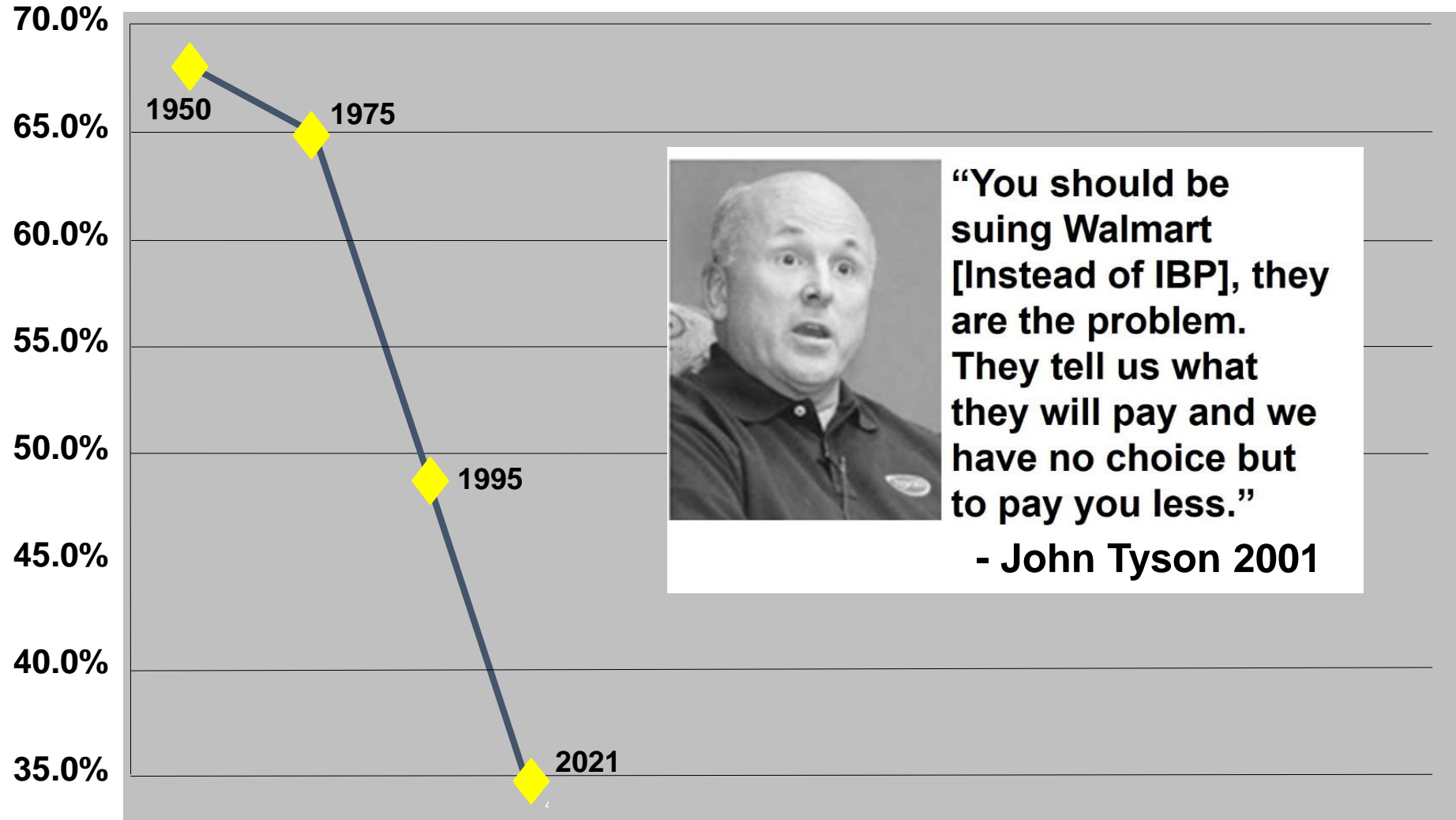


THE AMERICAN PROSPECT

IDEAS, POLITICS & POWER

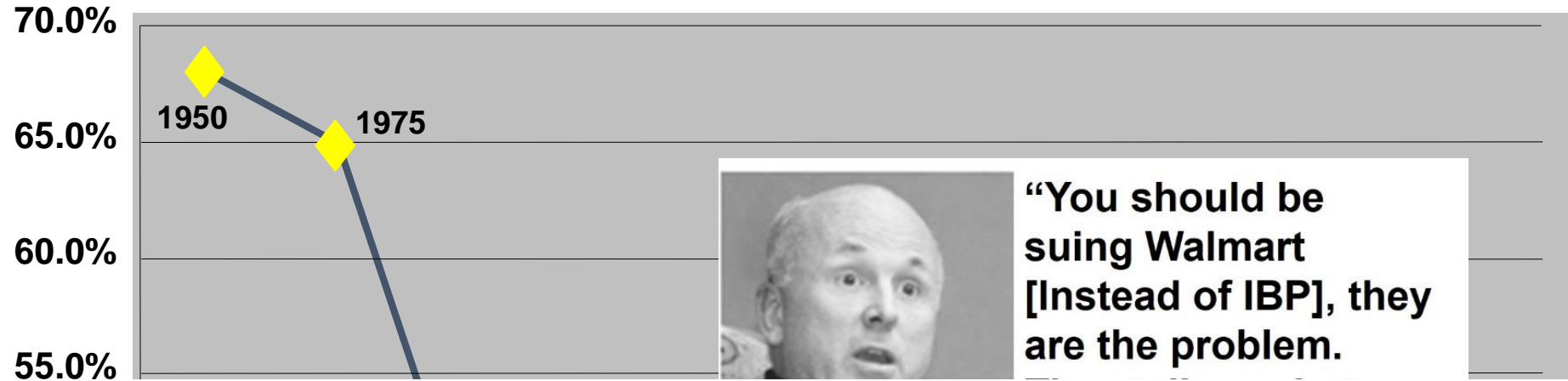
EDDIE MOORE/THE ALBUQUERQUE JOURNAL VIA AP

Producer share of the consumer retail beef dollar

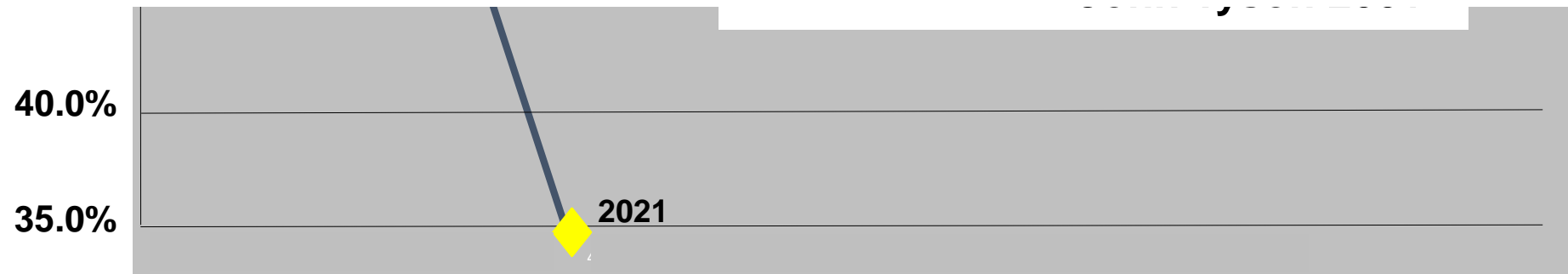


*All Fresh Choice Beef – USDA-ERS Data

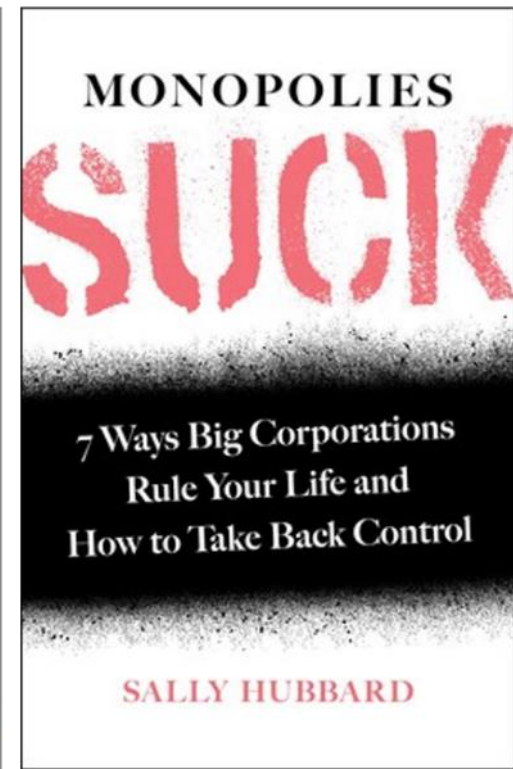
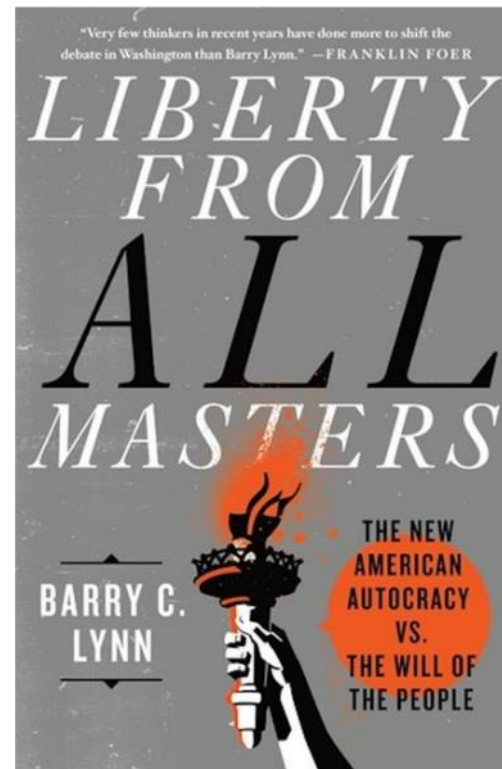
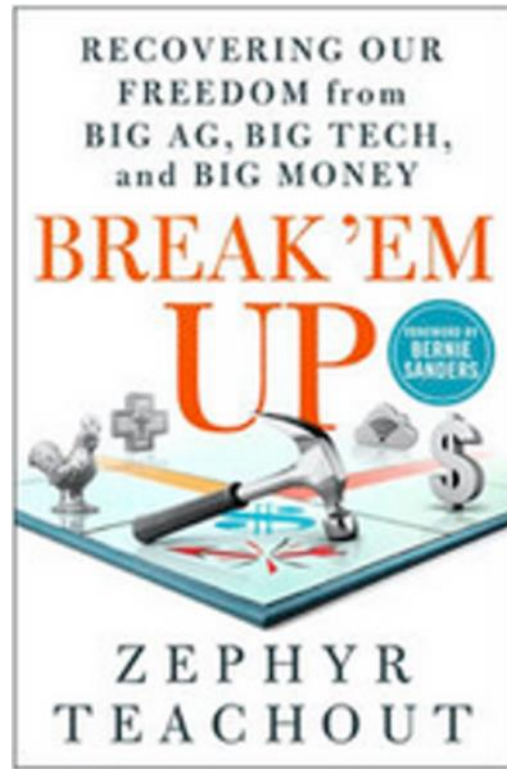
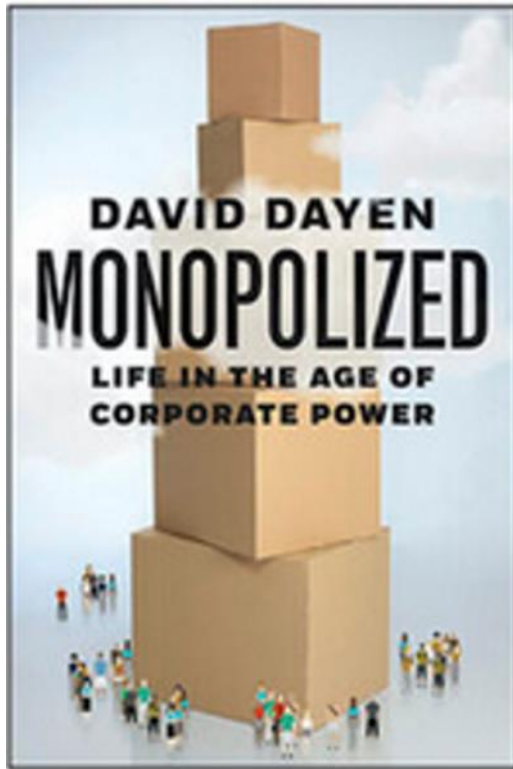
Producer share of the consumer retail beef dollar



It's called Stealin'!



*All Fresh Choice Beef – USDA-ERS Data



Fight what's bad while building something better.

- Barry Lynn, Open Markets Institute



“... we must adopt the measures needed for bringing together the producers and consumers of food and wool, and thus augmenting their power to have commerce among themselves.”

– Henry C. Carey 1853, advisor to President Lincoln

The Lincoln administration established the United States Department of Agriculture along with Land-Grant Colleges to develop agriculture and assure our ability to feed ourselves.



THE RANCH FOODS DIRECT SOLUTION



Family farmers and ranchers are looking for a safe pathway to reach consumers.

We believe the ideal farm is family owned and operated, diversified and livestock-centered, responsibly grazing and feeding the farm's production, with animal manure going back to the land.

CALLICRATE
CATTLE CO.



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



CALLICRATE
CATTLE CO



In 2021 the mobile slaughter unit was replaced with a purpose built slaughter floor.

April 25, 2021 – Final transition to a 30 head per day beef, and other species, slaughter facility with a cooler capacity of 70 head of beef carcasses





200 miles and 3.5 hours later, carcasses, along with eggs and other food items from the region are delivered to the Colorado Springs food hub.

Getting out of the BOX

Most people have probably heard the term "boxed beef." But what exactly is it? And why is it important? In Christopher Leonard's sweeping history of the modern meat industry, *The Meat Racket*, he explains how a company called Iowa Beef Packers implemented the idea of boxed beef in the 1960s and 70s. Rather than send beef carcasses to stores to be cut up by skilled butchers, the large meatpacking company began breaking down carcasses on their own factory floor and sending them out trimmed and cut into big pieces (or primals.) Unfortunately that change had many negative implications, according to Ranch Foods Direct owner Mike Callicrate. For one, it made skilled butchers and customized meat cuts largely a thing of the past. "They sold it as a way for big retailers to save on labor costs, but in the end they had to illegally bribe the grocery store execs and union officials to force them into de-skilling their industry in that way." It also hurt traceability: now the meat was coming from very large plants processing thousands of animals a day with no way to know where it originated. Food safety was another issue.



At Callicrate Cattle Co, livestock are slaughtered right on site, which minimizes stress on the animals. The fresh carcasses are then delivered to Ranch Foods Direct in Colorado Springs for further processing. Direct ranch-to-retail.

Traditionally dry-aging carcasses for six days was considered an effective intervention step to control the growth of pathogens. In the name of speed and volume however, big packing plants were now cramming beef into boxes within 36 hours. Soon, the packers added massive cooking operations as a way to make potentially contaminated beef saleable.

The rise of boxed beef explains in part why whole animal butcher shops like Ranch Foods Direct are so rare. Most butchers of any size and scale are dependent on receiving boxed beef from the big packers. To offer meat directly from one specific ranch, a shop like Ranch Foods Direct must slaughter, process, package and sell all parts of the animal, not just the steaks. But having a direct connection from ranch to retail proved its worth during the coronavirus pandemic. There are many benefits for workers and consumers. Whole animal butchering creates opportunities for craft butchers to do creative and varied work rather than making the same cut over and over on an assembly line in a big plant. The resulting meat comes in a much wider variety of hard-to-find cuts, including nutritious organ meats. And proper aging imparts tenderness and flavor that elevates every cut.

What is the opportunity in selling direct?

Finished steer wt. (June 2020)	1,437 lbs.
Carcass wt. (63.5% yield)	912 lbs.
Retail meat yield (47% of live wt.)	675 lbs.

675 lbs. retail weight x \$7.50 per lb. (April 2022)	\$5,062	Small local processor Share*** \$1,107
Slaughter fee	- \$125	
Processing fee \$1.00 cents** x 912 lb. carcass wt.	- \$912	
Carcass freight to cut plant	- \$30	
Box charge (16 pcs at \$2.50)	- \$40	
Total income after processing	\$3,955	

Return to producer = $\$3,955 / 1,437 \text{ live wt.} = \$2.75 \text{ per lb. or } \$275 \text{ per cwt. } 78\% \text{ of consumer retail dollar}$

*The USDA ave. retail beef price jumped to \$7.58 per pound, and live cattle prices dropped to \$95/cwt. post COVID delivering a crushing 27% producer share of consumer beef dollar compared to 65% in the pre-monopoly 1970s.

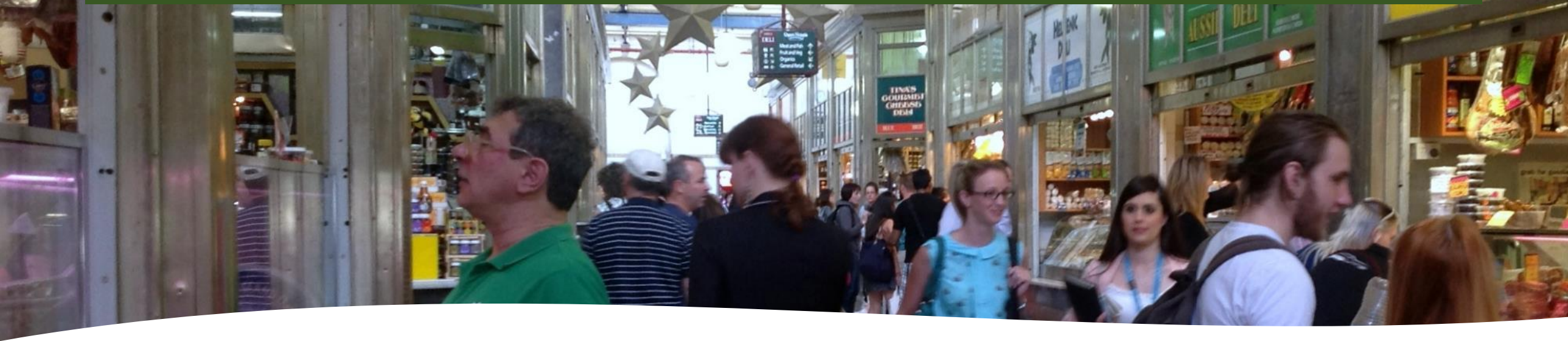
**Standard bone-in cut

***Selling direct bypasses the big meatpacker, retailer, and food service cartel with a more efficient, better paid, and skilled workforce, improving the treatment of livestock and workers, while rebuilding rural America with a higher share of the food dollar.



Building Community Around Local Food

Building Community Around Local Food



The market feeds the city. Owner-operated businesses process and package foods from the region, from meats to grains to seasonal produce. A brewery using local grains and hops, along with many other prepared food makers sell directly to eaters and eateries. Seasonal markets outflow from the main market, welcoming producers and growers from urban to rural. This energy-filled year-around market is where community happens – a gathering place for residents and visitors.

Dear President Biden,

Without fair market access and the following reforms, pouring resources into new and existing food processing and distribution infrastructure is a waste of time and money.

First we must:

- **Strengthen antitrust law enforcement** – Break up monopoly power
- **Truth in labeling** – Stop food fraud. Ban false, misleading, and deceptive labeling.
- **Subsidies** – Stop subsidizing industrial ag
- **Inspection** – Stop favoring large plants over small processors.