

The Profitable Regeneration Summit

October 2025

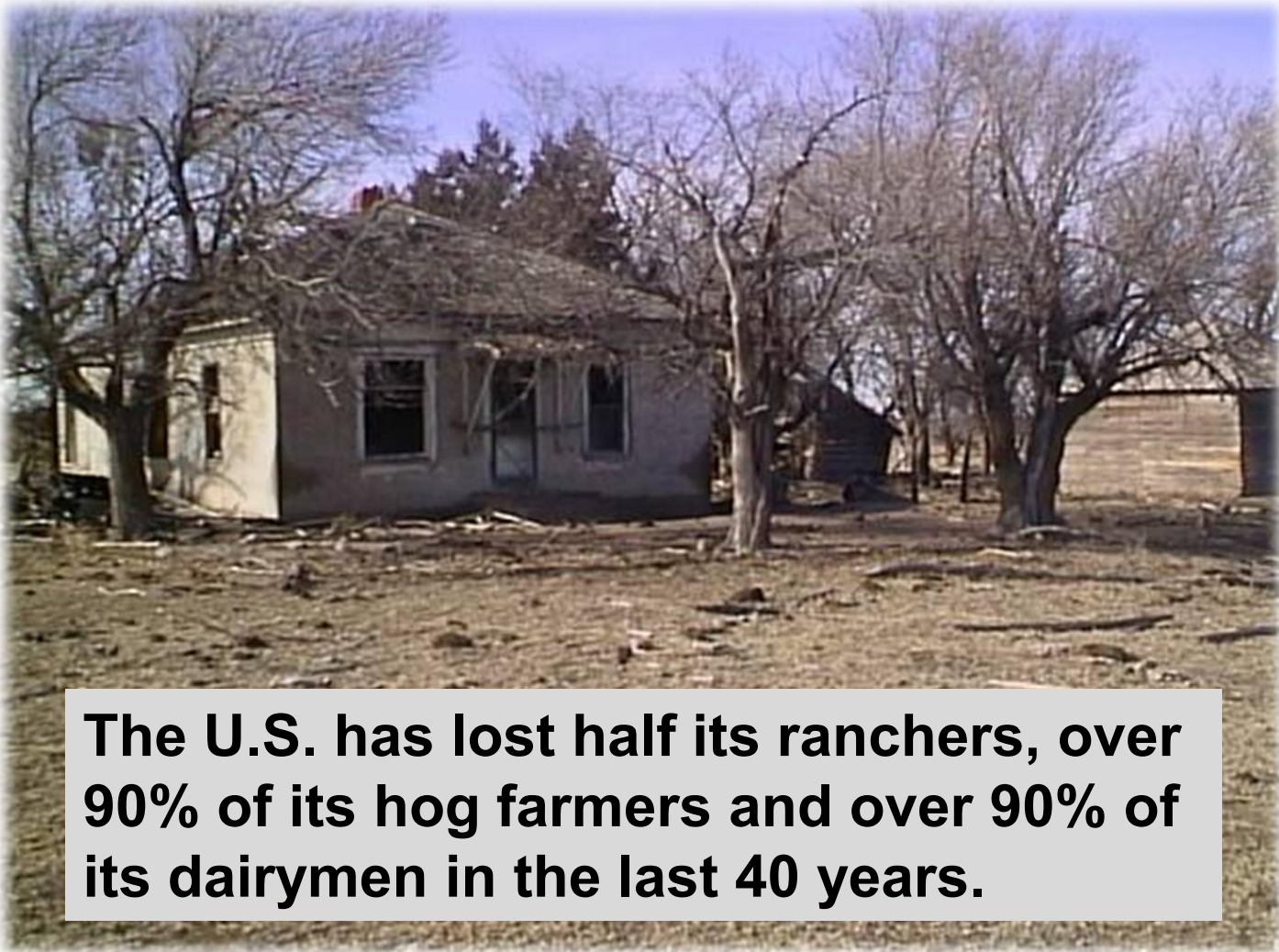
Presented by Mike Callicrate



[Re]Building Community Around Local Food

October 2025

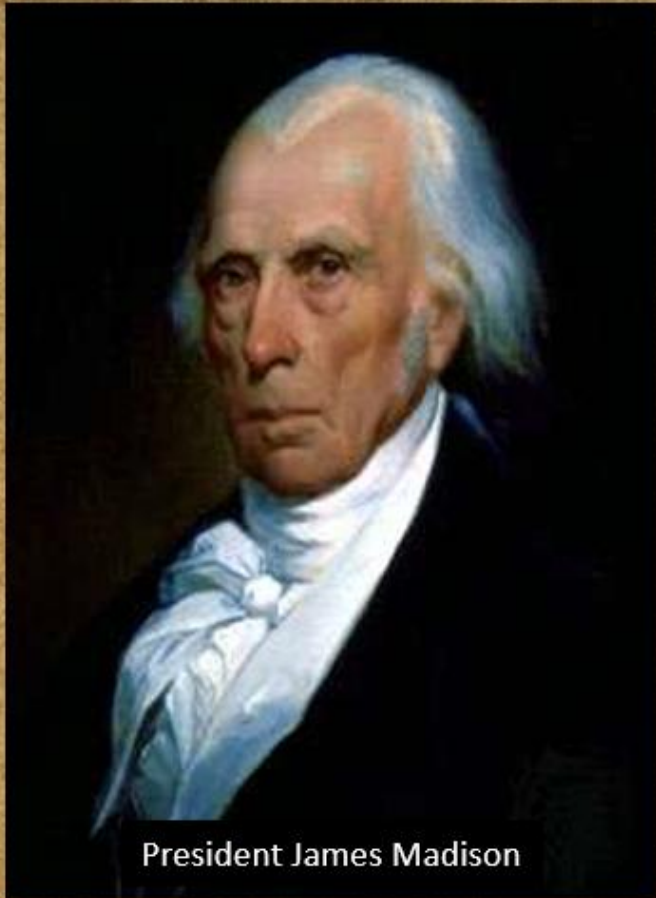
What happened Grandpa?



The U.S. has lost half its ranchers, over 90% of its hog farmers and over 90% of its dairymen in the last 40 years.

“All societies, from the simplest to the most sophisticated, engage in the production and distribution of new wealth that originates from farms, forests, earth and seas.”

- Charles Walters, The Nature of Wealth



President James Madison

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

President James Madison 1809-1817

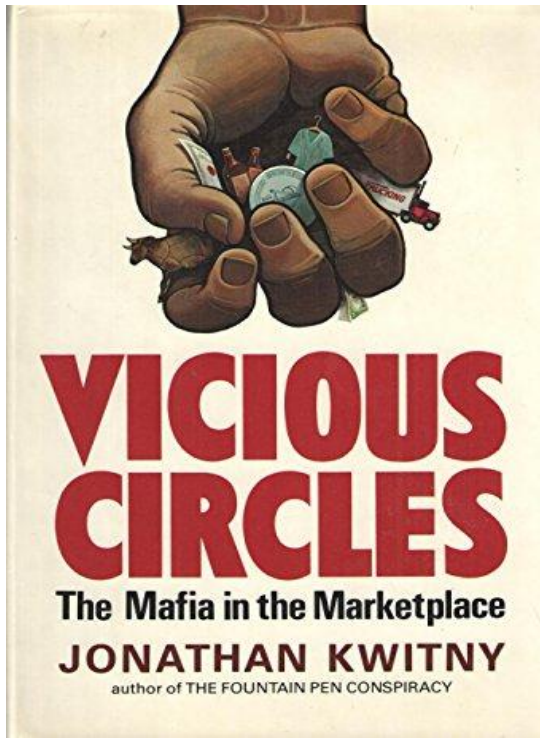
“The day will come when our Republic will be an impossibility because wealth will be concentrated in the hands of a few. When that day comes, we must rely upon the wisdom of the best elements in the country to readjust the laws of the nation.”



“...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*

Peterson worked for IBP from 1961 to 2003.
IBP sold to Tyson in 2001.

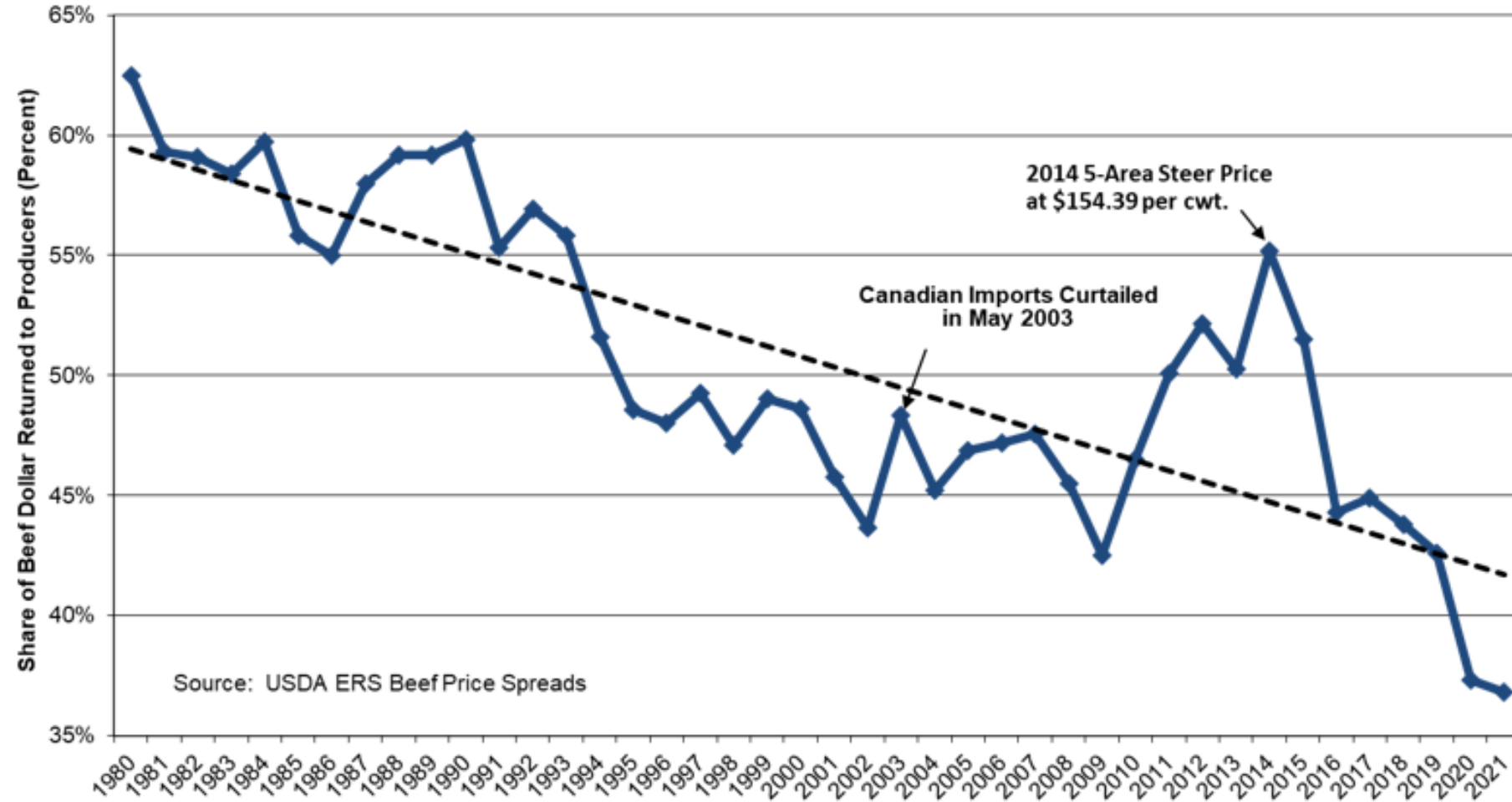


Published in 1979

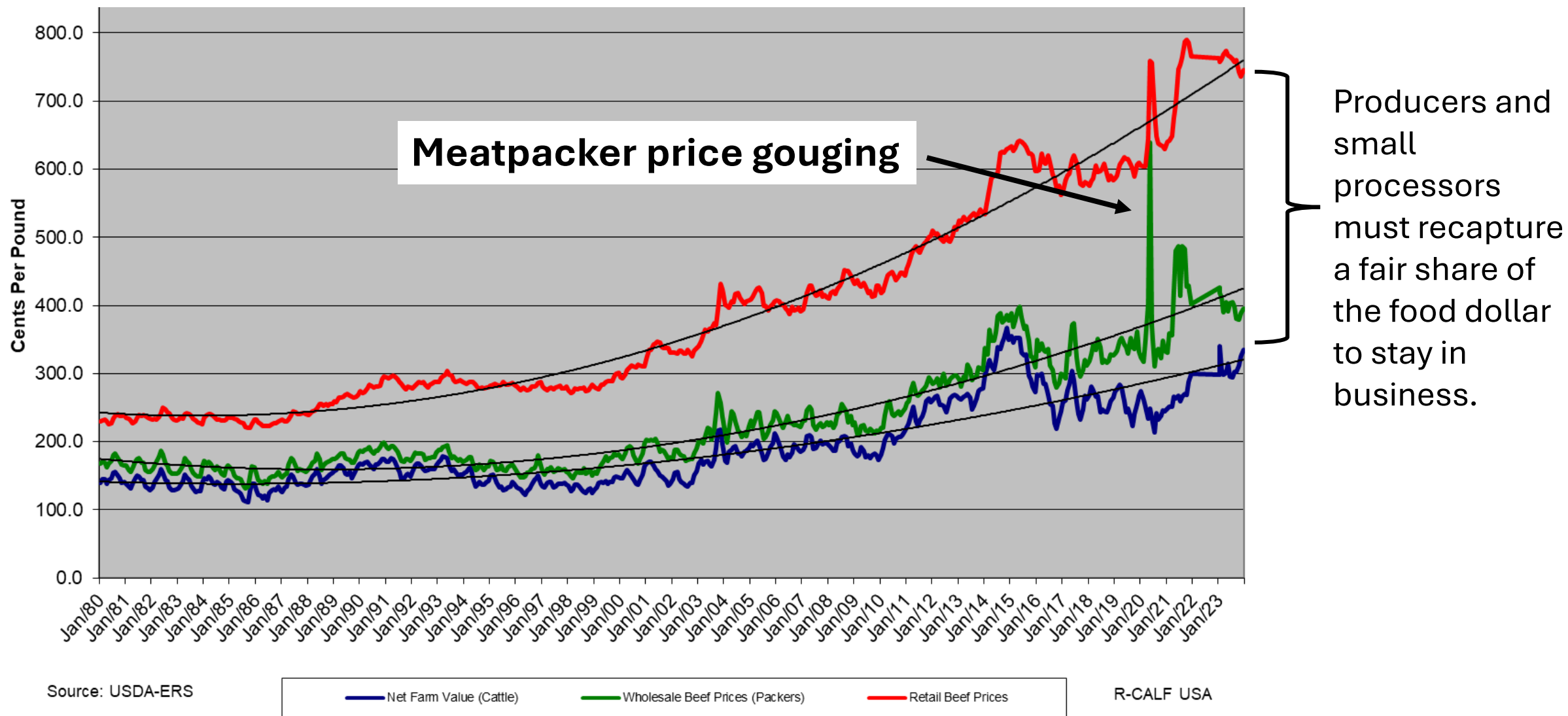
“By aligning themselves with the biggest feedlots and the biggest food retailers, Iowa Beef and the other big meatpackers would share the market, from the purchase of livestock to the sale of meat. At the same time, Iowa Beef would strategically engineer the demise of nearly all the small to midsized meatpackers in the country, **leaving America with a highly concentrated, dangerous, extremely fragile, and vulnerable meat supply chain.**”

Producers' Share of Consumer Beef Dollar

Prepared by R-CALF USA



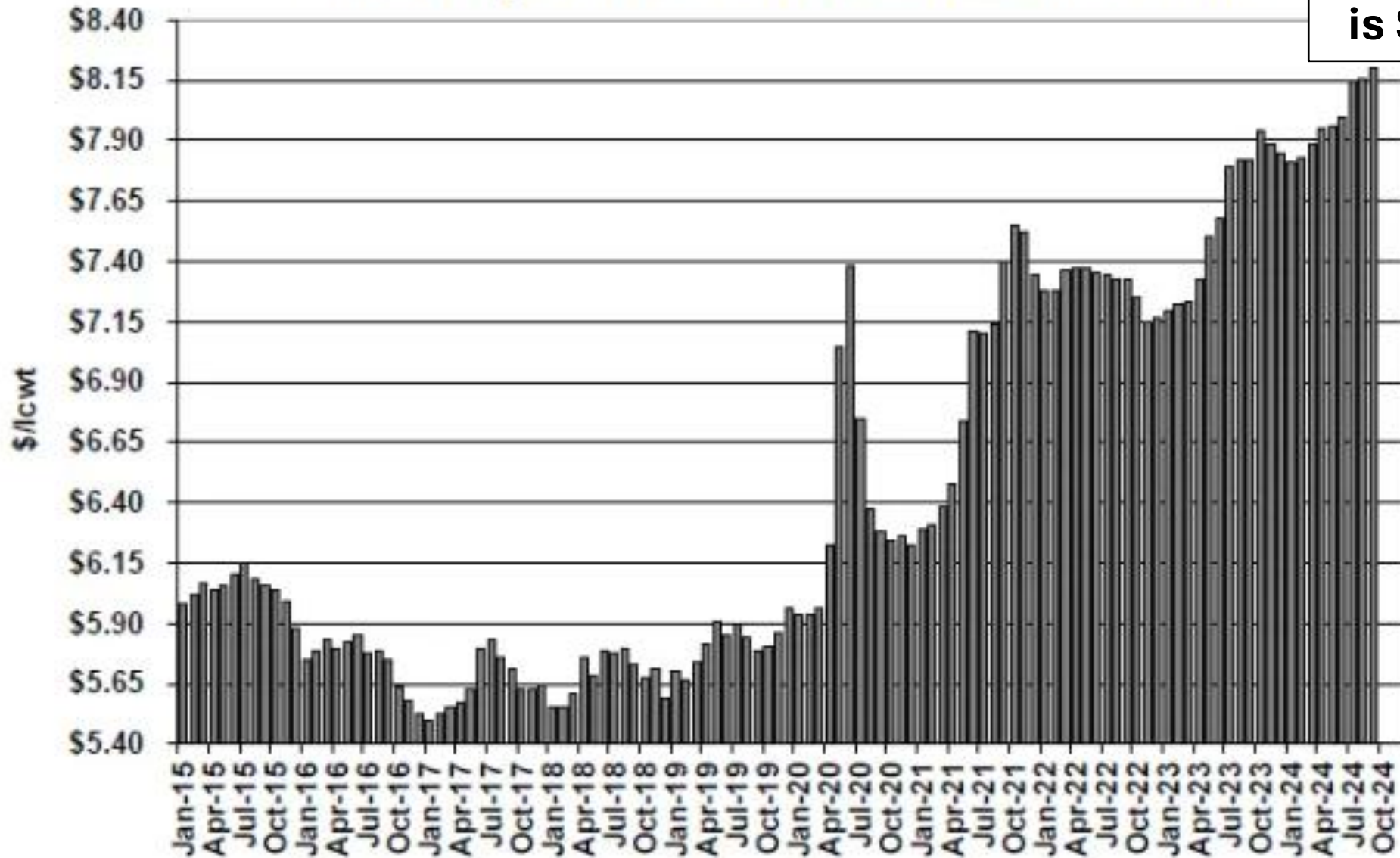
Middlemen have stolen the producer and worker share of the food dollar while overcharging consumers.



Retail Beef Prices vs Wholesale Prices vs Net farm value Jan 1980 – May 2022

Monthly All Fresh Beef Retail Value

August 2025
is \$9.85/lb.



Data Source: USDA ERS Meat Price Spreads





Dan Glickman, Secretary of Agriculture 1995-2001

Question – Why don't you enforce the Packers and Stockyards Act?

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

- January 1999

Federal government won't stop buying food from meatpacker tied to bribery case

Agriculture Secretary Tom Vilsack said barring JBS from government contracts could hurt taxpayers because the company has so few competitors.



Tom Vilsack's letter illustrates how the government's options have become painfully limited in an agriculture sector heavily concentrated on everything from poultry to cereal. | Kevin Dietsch/Getty Images

In 2019, as Brazilian meatpacker JBS was proving itself as a leading global criminal, instead of protecting American citizens by revoking JBS corporate charters and grants of inspection for its many criminal violations, our federal government funded JBS with lucrative preferential meat purchasing contracts – JBS a big winner in USDA trade war relief contracts.



Greg Gunthorp received the 2023 Spirit of Farm Aid award

“Our agricultural and food system has economically gutted rural America. If we continue down this path of concentration and consolidation, there will be no independent family farms left.

“Most of the protein, the red meat and poultry, is already a feudal serf system where farmers don’t own the animals on their land, only the manure, the mortgage, and the mortalities.

“There's no independent egg and chicken producers left, and the small to mid-sized pig producers and cattle feeders are virtually gone, leaving industrial corn and soybean farmers and cow-calf guys, and they’re on the ropes.”

From Great American Prairie to Dried Up Industrial Wasteland



May 2023 – From the center of the Ogallala Aquifer at Garden City, Kansas, to the edge of the aquifer west of Lamar, the land is suffering from poor stewardship and abusive extraction of resources.



Mike Callicrate tried to warn the world...

WYOMING

NEBRASKA

COLORADO

Recharge water from the South Platte and Arkansas Rivers is being diverted to Front Range development.

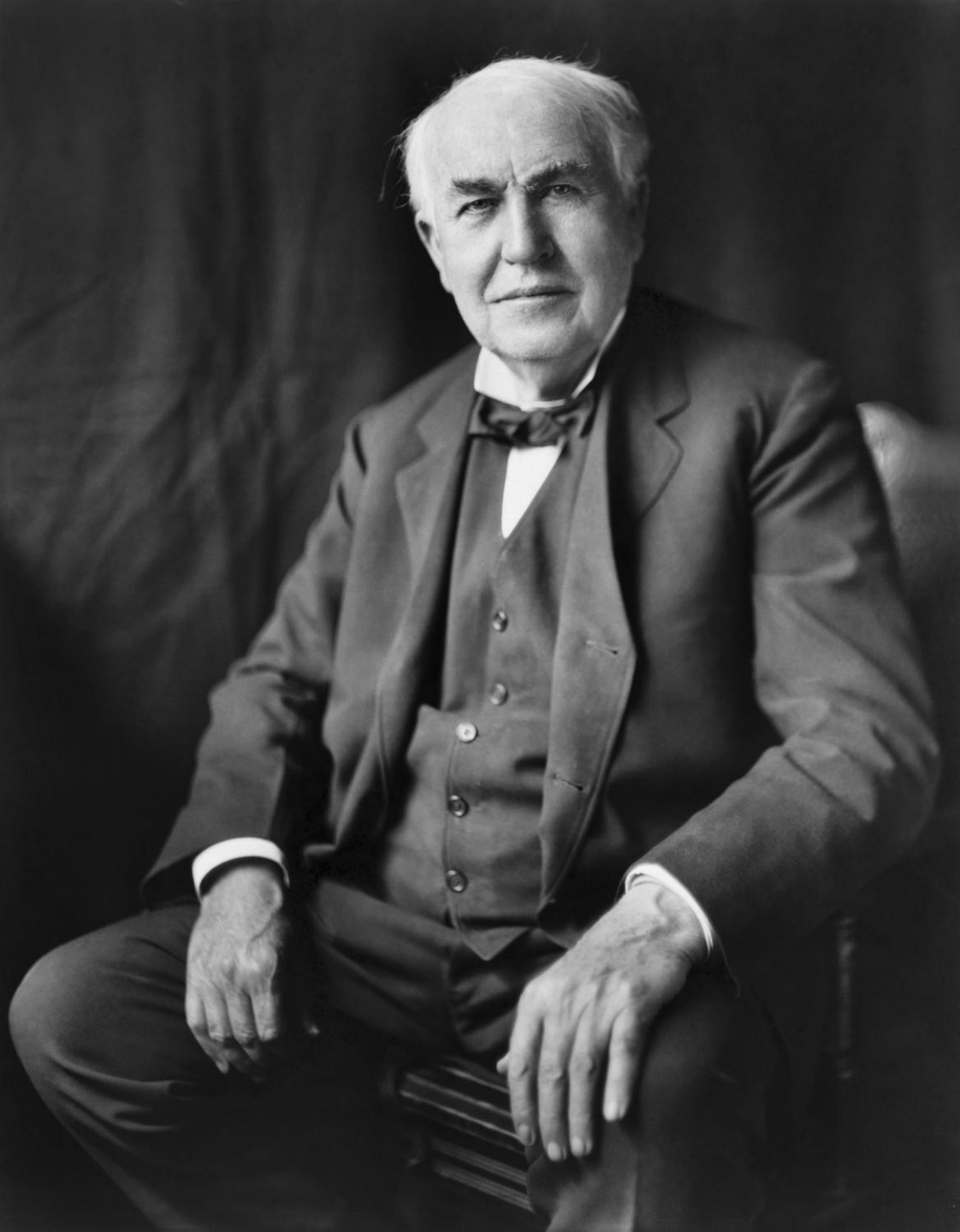
OGALLALA
AQUIFER

The
**WORST
HARD
TIME**

TIMOTHY EGAN



Meathooked & End of Water – VICE ON HBO



**"All New Wealth
Comes From The
Soil."**

- Thomas A. Edison



A nation that destroys its soil destroys itself.

- Franklin D. Roosevelt





Plant Grass





**Graze all forage
producing land.**

**Nature's Original Soil
and Wealth Creators**

... and then we need a fair, open, and competitive market with regenerative producers receiving a fair share of the consumer food dollar, while living a high quality of life.

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

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



“You should be suing Walmart [instead of IBP], they are the problem. They tell us what they will pay and we have no choice but to pay you less.”

– John Tyson 2001



Dr. William D. Heffernan
Former Professor of Rural Sociology, UMC

“Let’s start talking about an alternative food system, an alternative to this large global, mass food production.”

See: https://www.youtube.com/shorts/2UQsw_qdy8s

South Dakota Governor's Conference - 1996



In being the first to speak out, Bill faced retaliation from the growing number of academics supporting industrial agriculture.

In my mind, he was the grandfather of all anti-monopoly work to come.

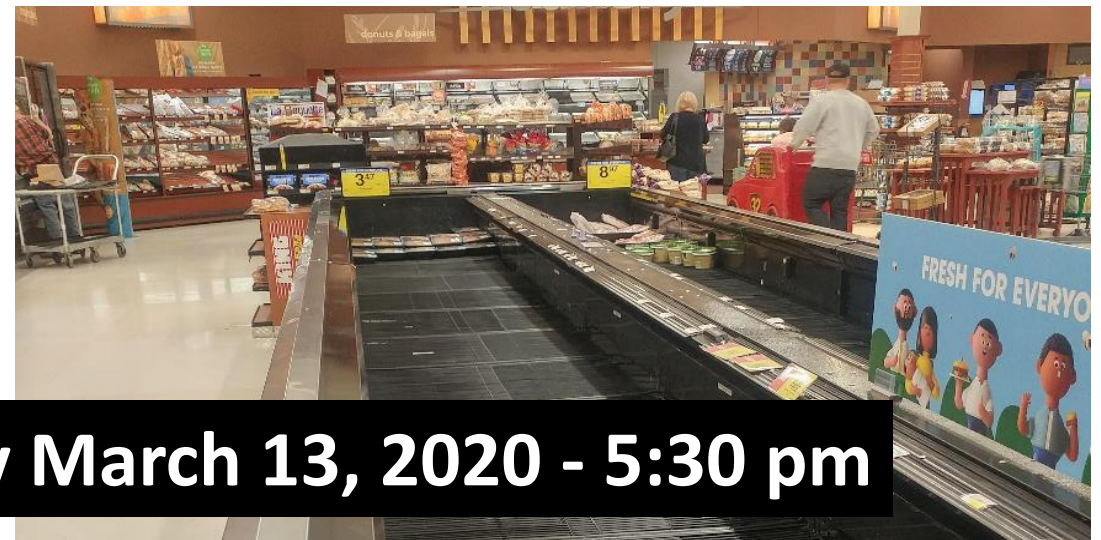
– Joe Maxwell, Cofounder of Farm Action

A Picture of Food System Success and Failure

Local Supply Chain - Ranch Foods



Global Supply Chain - Kroger



Colorado Springs - Saturday March 13, 2020 - 5:30 pm

For regenerative agriculture to exist, we must see a return of family farmers, stewardship, and husbandry, along with a fair share of the consumer dollar to the farm and ranch gate. **Market access is the most difficult step.**

More direct connections to eaters must be developed.



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.

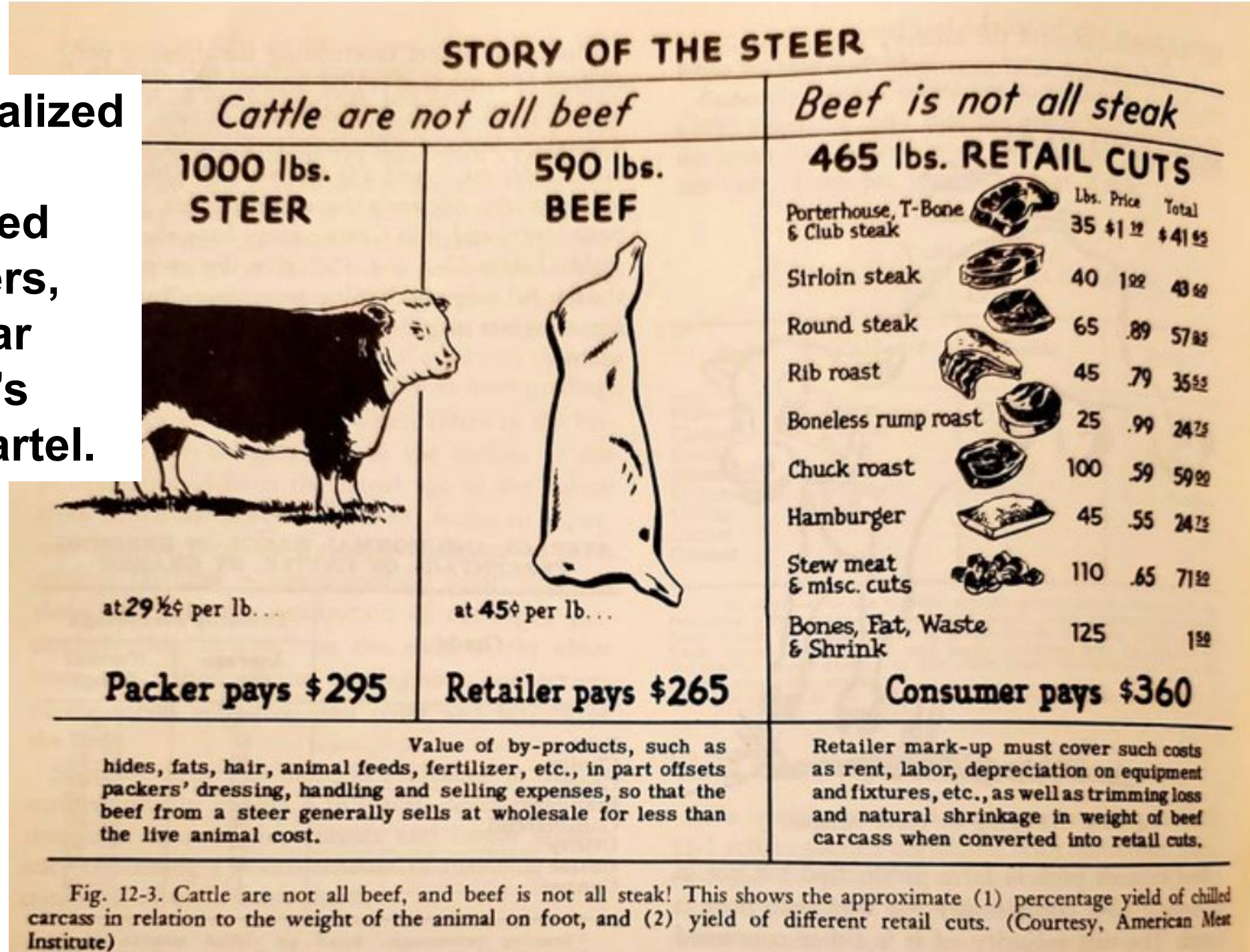
“... we must adopt the measures needed for bringing together the producers and consumers of food and wool, and thus augmenting their power to have commerce among themselves.”

– Henry C. Carey 1853, advisor to President Lincoln

The 1970 decentralized and competitive marketplace served producers, workers, and consumers far better than today's extractive food cartel.

1970 producer share was 82%

2023 share was 39 to 48%



1,400 lb. animal should produce 588 pounds of retail beef
(42% of live weight)

588 pounds X \$9.85 retail value = **\$5,792/hd.**

Kill fee - \$125/hd.

Carcass shipping - \$45/hd.

882 lb. carcass (63% yield) X \$1.20
processing and packaging - \$1,058/hd.

Total cost of processing \$1,228/hd.

Net income per head \$4,564/hd.

\$4,564/1,400 pounds = \$3.26/lb. live weight (79% of retail value)

Current Live Cattle Market is \$2.45/lb.

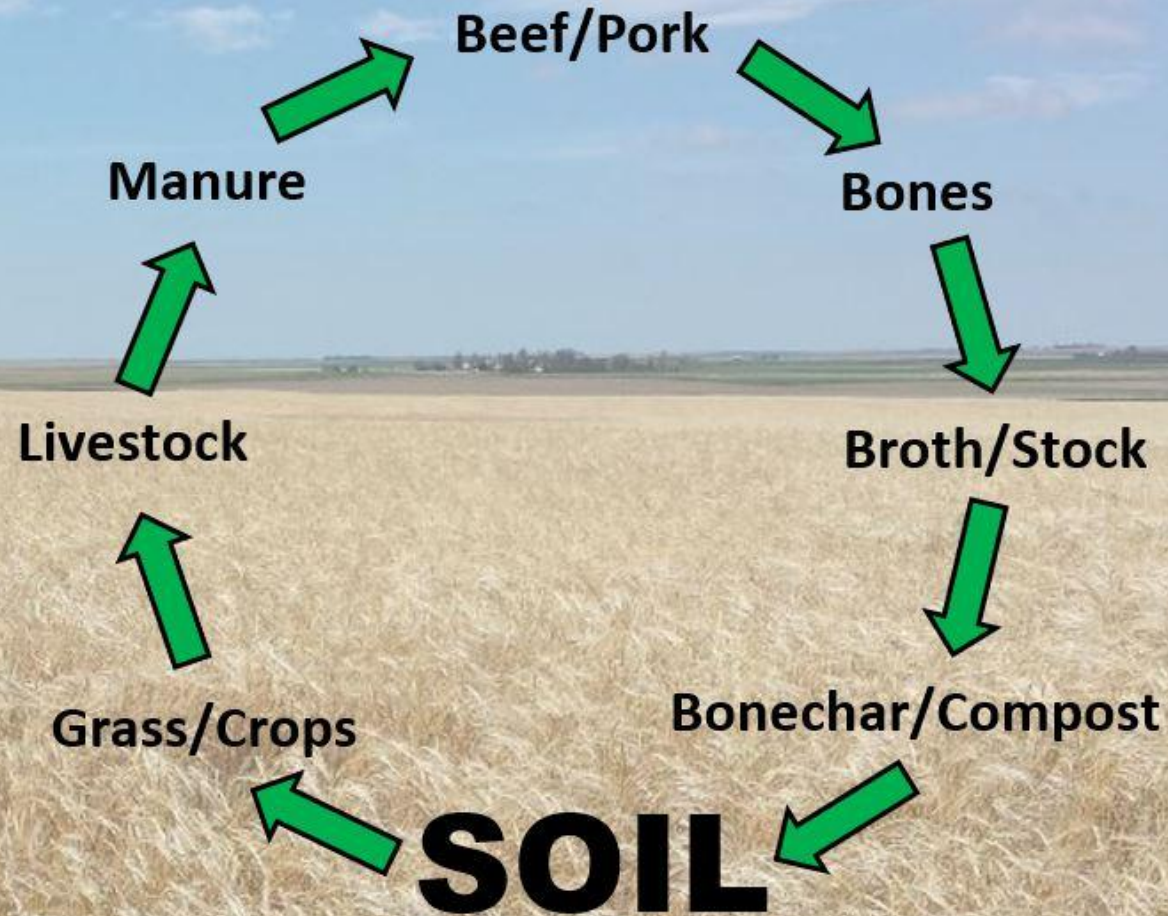
We believe the ideal farm is family owned and operated, diversified and livestock-centered, responsibly grazing and feeding the farm's production, with animal manure going back to the land.

CALLICRATE
CATTLE CO.

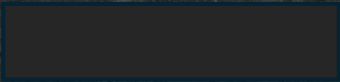


Regenerative Farming and Ranching

Callicrate Cattle Co.



Healthy Soils – Healthy People - Healthy Communities!



CALLICRATE
CATTLE CO

Building new local/regional community-based food infrastructure

Improving food security, sustainability, resiliency, and worker/animal welfare



- The modular design provides affordable and efficient multispecies slaughter near where animals are raised.
- Carcasses are processed on site and/or shipped to population centers for further processing and distribution.
- Permanent concrete floor and wall design provides for easy cleaning and rail heights to accommodate large mature animals.



Carcasses are trucked from slaughter facility for further processing.



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



Connecting consumers with local/regional food producers since 2000





Co-located, El Chapin's award-winning tacos, smash burgers, and tallow fries bring in many new customers for the Fillmore store location.



Eat more meat, but make it good meat from family farmers and ranchers



... and more beef should be cut directly from hanging carcasses.

The industrialization and deskilling of the beef industry has left us with precious few butchers that know how to break down a carcass into retail cuts. Oldtimers Roger Wichman and John Nicocia have trained their replacements at Ranch Foods Direct.

Jared, Roger, Nate, John and Joanna (JoJo) in the cut room.

With community support and strong antitrust law protection (AG Weiser?), maker-owned marketplaces could provide the transformational change needed for a profitable and healthy alternative for producers and consumers to connect around good food. Through collective ownership, local farmers and ranchers, along with artisan food makers, such as butchers, bakers, coffee roasters, and cheese-makers, would be insulated from “free market” forces (unregulated) and exorbitant rents, thereby enabled to create wealth and resiliency within their local communities.



Building Thriving Communities Around Locally Owned Marketplaces

Maker-owned marketplaces and food hubs provide healthy affordable local food, vibrant community centers, and profitable and dependable market access for family farmers and ranchers.

MikeCallicrate.com