

Mr. Chairman and members of the committee I appreciate you selecting me to be here today. My Name is Coy Young, I am a 4<sup>th</sup> generation cattle farmer from the rolling hills of Northern Missouri. I come from a long line of family farmers on both sides of my family; my mother's father was a dairy farmer from Stacy Minnesota and my great grandfather, grandfather, and father were all farmers on my father's side of the family. I was born into this life of cattle farming and had come to love it, raising quality Black Angus seed stock starting in 2006 with my father, it's a way of life most people can't and don't understand. You become one with the animals you care for daily and it's a feeling only a cattle farmer can feel. Our way of life that we love so much is being infringed upon by the current system that is in place within the Beef industry by the multi-national packer Cartel known as the Big 4 whom are here today.

Concentration and unfair practices in the beef industry in America is a huge and unprecedented problem and needs to be addressed before all the American cattle farmers and ranchers are no more. We have stood by for years and said nothing while watching our way of life disintegrate before our eyes. There have been historical amounts of family farms that have went by the wayside in the past 4 decades, losing on average of 14,700 family cattle farms annually; that's a staggering 40.27 family cattle farms per day that have to call it quits because they can no longer pay their bills or even break even. Billions of dollars have been stripped from rural communities that are dying in America only to further the concentration of the industry for the sole benefit of the multinational packer Cartel so they can post multi-billion dollar profits quarterly. American cattle farmers and ranchers are resilient humble people; almost every person I have talked with over the years have had to tell their children and grandchildren there is no life on the farm when you grow up and you'll need to work outside of the farm to maintain it or even keep it in the family. The American cattle farmer has been taken advantage of for too long and it's come at hand of the multinational packer Cartel that controls 85% of the fed cattle industry in this Country.

Our way of life that we love so much and have handed down for generations is under attack, and it is time for the American cattle ranchers and farmers to take back the industry they built many decades ago. First step would be reinstating MCOOL or Mandatory Country Origin of Labeling; it never ever should have been repealed in the first place. Once it was repealed it gave free reign of the market to the Big 4 multinational packers to flood the United States with cheap foreign beef and slap Product of USA label on it as long as the mystery meat was processed and packaged in United States. The repeal of MCOOL came at about the same time as the collapse of the markets in the 2015. Since 2015 I and almost every single cow/calf producer I am friends with and have talked with have had nothing but a shrinking profit margin since coincidence, I think not! MCOOL would give the American consumer the chance to pick up a steak or package of hamburger from the meat case and make the decision if they want a steak from The United States of America or one from one of the other twenty different



Countries it may be from, or a pound of hamburger that contains beef from more than one country in a one a pound package, hence the term mystery meat! Store bought hamburger contains beef from several countries, why do you think you can't see the meat in that pound of hamburger you buy from the big supermarkets labeled 80/20 it's not appetizing to look at and is served to our children on the government lunch program system because it's cheap. Reinstating MCOOL would give the American Cattle Farmers and Ranchers a fighting chance to compete with foreign beef that accounts 20% of all beef sold in this Country now days. But who I am kidding, the leaders in Congress and Washington D.C. will never allow such legislation to pass as long as they remain heavily influenced by the lobbyist of the Big 4 to keep everything business as usual while the American Cattle Farmer and Rancher continue to go broke!

There's a recession of epic proportions coming in this Country, this year 2022 and the next few. It's going to be the American Cattle Farmer and Rancher Great Recession. With over inflated inputs and unfair calf prices the concentration of the industry will further play into the hand of the multinational packer's and they'll control more of the marketplace than ever before unless something changes. There is no competitive market in the cattle industry with the Alternative Marketing Agreements or AMA's the packers have in play with the corporate feed yards they control control 80% of the fed cattle in this Country on AMA's. Family feed yards are going by the wayside because of AMA's the BIG 4 have and the control they have over the marketplace. There's no competition with AMA's because they're a steady stream of private contracts with the giant corporate feed yards that are in collaboration with the Big 4. All this is illegal under the Packers and Stockyards Act of 1921 which needs to be amended to completely eliminate Alternative Marketing Agreements so the Packers have to compete in a cash market and not control all of the prices, it's legal illegal activity the Packer Cartel gets away with every, single, day. Members of Congress need to enforce the Packers and Stockyards Act of 1921 to protect the family cattle farmers and ranchers but instead they listen to the NCBA and do nothing to enforce it. Maybe we should dig out The Original Packers and Stockyards Act of 1921 the NCBA uses as a door stop and take look at it and bring it into the 21<sup>st</sup> century so the American Cattle Farmers and Ranchers can possibly get an even playing field to sell their cattle in, rather than the rigged system that's in place today.

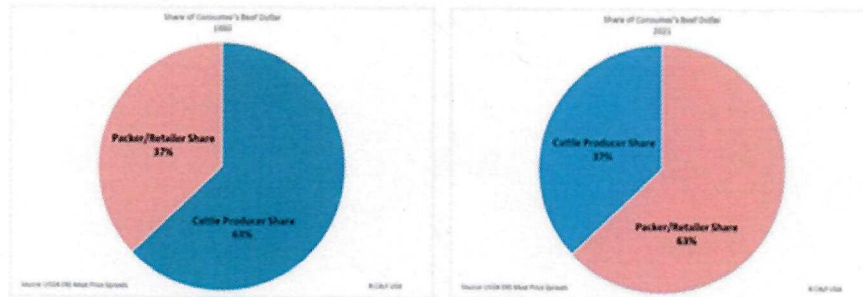
We may be at the end of a viral pandemic but there's a new pandemic about to take over in the American Cattle Farmer and Rancher's world, and that's an astronomical amount of farmer and rancher suicides that will happen this year and in the next few if something doesn't change. The Markets are so broken they're breaking people, breaking them to the point of ending their own lives, and those lives could have been saved if the congressmen and women of this Country would do what needs to be done to fix a completely corrupt and rigged system. There's blood on the hands of the multinational packers and Washington D.C. and you could have and can prevent it from further happening with the stroke of a pen. I almost called it quits



completely, meaning completely and entirely by committing suicide in the Spring of 2020. I had a gun to my head and waited for my wife to leave for work and I was going end the pain and suffering that I've lived with for years knowing that I'll be the last of my generation to be or have attempted to be a cattle farmer in a completely corrupt and rigged beef industry. I was at my end; I had the bank collector calling me daily after a private seed stock sale that took years to prepare for and was killed by the market manipulation in March of 2020. Luckily my wife had forgotten something at home that day and I saw her pull back into the driveway and I took that as a sign, and changed my decision. I am alive today because of my wife, and that gave me the chance to be here before you today to give this testimony for the thousands of Cattle Farmers and Ranchers that want an even playing field and to not be taken of advantage of any longer. Rural America is tired, sick and tired of being squeezed to death of their last penny so corporate America and the Big 4 can post Billion dollar profits every single quarter.

Imagine waking up every single day and knowing that the cattle you have birthed, fed, and raised are not going to make you any money because there isn't enough room in the rigged system for a small cattle farmer to make buck. The share of the retail dollar the complete disconnect from the farmer to the grocer is what's bankrupting the farmers and ranchers. With only receiving 37% of the retail dollar at the famer compared to 60% 30 years ago. Now paying 200% increases in equipment costs and overall inputs, it's a complete recipe for disaster and a losing proposition to raise cattle in this country anymore. My dad always said, "You could sell your calves in 1975 and go to the Chevy dealership and buy a new pickup. That still holds true today, you can go sell your calves and still go buy a 1975 Chevy pickup." The market share that was once the cattle farmers has since been redistributed to the middlemen, the packers and grocers make all the money and we pay all the inputs and go broke raising the very product they profit so handsomely from. What's America going to do when there aren't any American Family Farms left to produce the most flavorful juicy steak in the world? You think Beef is high now, wait until the Multinational Packers own the entire industry from the farm, to the feeder, to the packer just like the pork industry. That's called a monopoly the last time I checked, the doorstop would be useful when that all happens. The Packers and Stockyards Act of 1921 that is.

## Change in Producer Share of Consumer Beef Dollar: Complete Reversal In Four Decades



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## Cattle Prices Crash While Consumers Pay Record Beef Prices

