

6. CULLING CRITERIA AND PROCESS:

? **Sire Culling:** _____

? **Female Culling:** _____

7. MARKETING: Describe the marketing program for your operation:

? **Customer Service/Communication:** *Example:* personal visit with feeder purchaser, management and health history and historical performance and carcass data forwarded with calves.

8. FORAGE RESOURCES:

? **Briefly describe your forage base and your grazing management:**

? **Briefly describe the use of harvested/purchased feeds for your cow herd:**

? **Describe your environmental stewardship practices:**

9. INNOVATIONS AND IMPROVEMENTS:

? Describe the most significant changes that have been made in your operation:

? List the 3-5 most important uses of technology that have helped you meet your operational goals:

10. CONTRIBUTIONS:

? Leadership positions in the beef industry: _____

? **Leadership positions in your community:** _____

11. BIF

? **Describe the most important role of the Beef Improvement Federation:**

NOMINATOR:

NAME: _____

TITLE: _____

ORGANIZATION: _____

ADDRESS: _____

CITY/STATE/ZIP: _____

PHONE: _____

FAX: _____

E-MAIL: _____