Before the Beef Checkoff became law, producer dollars for national promotional efforts flowed primarily from the state level. Today, states continue to ground the program. It’s where the $1 per-head checkoff assessment is collected, and it’s where the decision-making process begins for this grassroots, producer-driven program that markets beef around the world.

As a division of the National Cattlemen’s Beef Association, the Federation of State Beef Councils, organized in 1963, represents the 44 Qualified State Beef Councils. Collectively, these QSBCs represent over 700 state board members. Each state board is unique in their composition and appointment process; however, a common aspect to all state councils is their inclusiveness of industry organizations and segments.

Many beef industry organizations are represented on state beef councils, including: State Cattlemen’s Associations, Livestock Marketing Associations, Farm Bureau, CattleWomen, Dairy Farmers Associations, Cattlemen’s Beef Board, University/College of Agriculture, State Department of Agriculture/Ag committee leadership, Farmers Union, R-Calf, US Cattlemen and Grange.

In addition, they represent the following beef industry segments: seedstock, cow-calf, stocker, feeder, dairy, veal, packer, local processor, multi-segment producer, auction market operator/owner, public (general consumer), allied industry, retail and foodservice.

The Federation of State Beef Councils

The Federation Vision
To build beef demand by inspiring, unifying and supporting an effective state and national checkoff partnership.

The Federation Statement of Beliefs
We believe in the success of a strong state and national partnership resulting in increased consumer demand for beef and higher consumer confidence;
We believe in producer control of checkoff funds through the Qualified State Beef Councils, which are the foundation of the beef checkoff; and
We believe in the industry Long Range Plan as a guidepost for the beef checkoff and the principle of “one vision - one plan - one voice.”

2022 Federation Leadership

The State Beef Councils elect their Region Vice Presidents, their state revenue seats and one state executive to chair the Federation Advisory Council. These individuals, along with the Federation Chair and Vice Chair form the Federation Executive Committee:

Brad Hastings, TX, Federation Chair
Clark Price, ND, Federation Vice Chair

Region I - Allan Robison, OH
Region II - Don Terry, TN
Region III - Janine Moore, IA
Region IV - Jess Kane, OK
Region V - Andy Kellom, MT
Region VI - Mark Wintch, UT
Region VII - Gary Deering, SD

Federation Advisory Council – Tammy Vaassen
Revenue KS - Barb Downey
Revenue NE - Jim Ramm
Revenue TX - Dan Gattis

The Federation board of directors elects a Chair and Vice Chair plus 8 more members to the Beef Promotion Operating Committee:

Brad Hastings, TX, Federation Chair
Clark Price, ND, Federation Vice Chair

Dan Gattis, TX
Nancy Jackson, MS
Chris Jeffcoat, PA
Scott Lake, WY
Al Lyman, IL
Travis Maddock, ND
Kiley Martinell, MT
Jeff Rudolph, NE