



MAMP

MINNESOTA ASSOCIATION OF MEAT PROCESSORS

PROCESSOR NEWS

DECEMBER 2025
EDITION NO. 5

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I hope this newsletter finds you well. It's a busy time for all of us—between wild game processing and the upcoming holiday rush, our days are full and our nights often run long. The other evening, as I was wrapping up a couple of projects alone in the shop, I found myself thinking about my fellow processors. I realized I'm not the only one burning the midnight oil, and I know that what truly sets our members apart from big grocery chains and box stores is the pride and craftsmanship we bring to every product.

There's a level of attention to detail—and a commitment to quality—that only you provide. As president of MAMP, I couldn't be more proud to stand alongside you and your businesses. Your dedication to quality and customer service is the heartbeat of our organization. Thank you for being part of MAMP.

If you're new to our group, I encourage you to reach out. Don't hesitate to ask questions or lean on the experience of your fellow members—we're truly here to support one another.

Wishing you and your teams a wonderful holiday season ahead. The board is hard at work planning another great convention in March, and I look forward to seeing everyone there.

Until we "meat" again,
Tony Dehmer
MAMP President



IN THIS ISSUE

- Product Show Rules Pages 3, 8, 10, 16, 32, 33
- Pork's New Brand Page 4
- Meat Minute Page 5, 6
- MAMP Convention Registration Page 7
- Today's Beef Consumer Pages 12, 13
- Beef Remote Grading Program Page 17
- MAMP Scholarship Application (DUE FEB. 13th) Page 20
- UMN HACCP Workshop (Jan 15-16) Page 26
- Operational Benchmarking for Meat Processors Page 44
- Product Show Registration Page 45

Important Phone Numbers



AAMP Office

Elizabethtown - PA 717-367-1168

Website: www.aamp.com

E-mail: aamp@aamp.com

Board of Animal Health

Marion Garcia - 651-201-6805

MN Meat, Poultry and Egg Inspection Program

Levi Muhl - 651-201-6216

MN Beef Council

763-479-1011, E-mail kelly@mnbeef.org

MN Pork Board

507-345-8814, E-mail pam@mn pork.com

Commissioner's Office

Thom Petersen, Commissioner -

651-201-6219

Thom.Petersen@state.mn.us

Small Plant Help Desk

1-877-374-7435

Email: InfoSource@fsis.usda.gov

Website: FSIS Small Plant Help Desk

Retail Food Inspector Supervisor

Ian Erickson, PhD, REHS

1-218-349-4083

Email: ian.erickson@state.mn.us

Hello Everyone,

As we wrap up another year, I'd like to wish you all a very **Happy Holidays—Merry Christmas and Happy New Year!** I hope this season brings you time to rest, reflect, and enjoy moments with family and friends.

This newsletter is packed with **important information**, so I encourage you to take a few minutes to read through it carefully.

First, we're looking ahead to the **2026 MAMP Convention**, taking place **March 19–21, 2026, at the River's Edge Convention Center in St. Cloud**. Convention registration information is included in this newsletter. As a reminder, the **only way to book a hotel room under the MAMP room block is by calling the hotel directly at 320-253-0606**. Please be aware that there are scam emails circulating that claim to offer discounted rates through third-party booking links—**do not use these links**.

You'll also find details on **Product Show rules and registration**. A sincere thank you to this year's Product Show Sponsors, **Mar/Co Sales and Kerres USA**, for their continued support of this important event.

Another key item to note is **Scholarship Applications**, which are **due February 13, 2026**. If a student in your organization may be eligible, be sure to review the information and have them apply before the deadline.

Lastly, we're excited to share that **AURI is offering free registration for their new benchmarking program**, along with a **\$300 stipend** for providing data to the first **26 processors who register**. More details on how to sign up are included in this newsletter—this is a great opportunity to gain valuable insights into your operation.

Thank you all for your continued involvement and support of MAMP. I'm grateful for this community and look forward to another great year ahead.

Warm holiday wishes,

Jordan



Next MAMP Board of Directors Meeting
Wednesday, January 7, 2026
11am
Milaca Meats

Sponsored by the Minnesota Turkey Research and Promotion Council (MTRPC) and Minnesota Association of Meat Processors (MAMP)

Eligibility: Open to anyone who is a 2026 MAMP member in good standing.

General Rules and Requirements:

- Submit two packages of each product entry (one for evaluation and one for display).
- Entries can be any new and innovative value-added turkey item emphasizing consumer acceptability.
- Entries using underutilized cuts (not ground turkey or turkey bacon products) are encouraged.
- Technologies can include but are not limited to pre-cooking, pre-seasoning, marinating, restructuring, ready-to-cook or eat, bundled meal concepts, etc.
 - Entries should not include seasonings and flavors reminiscent of traditional Thanksgiving seasonings and flavors.
- Entries must be manufactured at the member's place of business.
- Consumer preparation instructions, product name, and ALL ingredients must be included on the package.
- Entries must be packaged to show their marketable form, giving a visual sample of how the entrant would package the product. (This can be computer generated, hand drawn, cut and pasted, to show a reasonable replica).
- The product must be marketable in a volume that will influence turkey sales.
- Identify cut(s) of turkey in the product.
- List the retail price of this product on the package.
- Entries are limited to two per MAMP member. An entry fee is required for each entry.
- Registration is required on the product show form. The fee is the same as product show items.
 - Winning product does not count for Best of Show or Sweepstakes Awards

Criteria:

- Appearance: Includes visual appearance and workmanship in its cooked/raw form
 - 300 Points Total
 - 200 Points External Appearance
 - 100 Points Internal Appearance
- Edibility / Flavor: Desirable flavor and consistent texture are essential attributes of the product.
 - 500 Points Total
- Creativity / Marketability: Effective use of raw materials and packaging to promote the product's ability to influence the consumer to purchase.
 - 200 Points Total
 - 50 bonus points for preparation of less than 30 minutes.

Awards:

- First Place \$300.00 cash, plaque, and publicity.
- Second Place \$200.00 cash, plaque, and publicity.
- Third Place \$100.00 cash, plaque, and publicity.

Judges will be Minnesota Turkey Research and Promotion Council representatives and/or turkey industry representatives, including turkey farmers, allied industry, food scientists, and extension.

Funded by the Minnesota Turkey Industry through the Minnesota Turkey Research and Promotion Council.

PORK'S NEW BRAND IS HERE

And It's Built Around What Matters Most – FLAVOR!

Through a combination of industry input and extensive Consumer Connect market research, there's a fresh perspective on pork to:

ATTRACT YOUNGER CONSUMERS

FOCUS ON WHOLE HOG (FRESH & PROCESSED)

BE UNAPOLOGETICALLY PORK



TASTE WHAT PORK CAN DO.™

The Taste What Pork Can Do™ campaign is more than a national ad push; it's a rallying point for the entire pork industry to work together and inspire consumers to see pork in new ways. By highlighting pork's flavor, versatility and everyday appeal, the National Pork Board (NPB) has laid the foundation for packers, retailers and food service partners to build the campaign in their own unique ways.



WATCH THE WEBINAR

Did you miss our introduction to the new flavor-forward campaign? Catch our retail webinar to discover the vision behind pork's latest campaign, how we're leveraging a once-in-a-generation opportunity, and the ways this initiative can help drive your success.

PRINT-ON-DEMAND RESOURCES BRING YOUR MEAT CASE TO LIFE!

Whether it's on-pack stickers, posters, rail strips, case dividers, or ironman signs, these designs are ready to go and easy to make your own. Some partners have even found creative ways to repurpose them – like enlarging a rail strip into clings for their service cases. That's the best part! You choose what works best for your store and print it your way!

Reach out to the Minnesota Pork Board for access to print-ready resources and more.



IRONMAN SIGNS



POSTERS



RAIL STRIPS



Brought to you by Minnesota's Pig Farmers.

Want more?

Visit porkcheckoff.org to learn more about research, consumer insights, and how the campaign is making pork top-of-mind for today's consumers.

Contact:

Minnesota Pork Board | Pam Voelkel
507-345-8814 | pam@mn pork.com



Minnesota

MEAT

MINUTE

Volume 12, Issue 11
December 2025



Contents

Page 1

Hazard Analysis Critical Control Points (HACCP) Training

Operational Benchmarking Tool for Meat Processors

Page 2

Holiday Leftover Food Safety
2025-26 Meat Inspector Calendar –
No Inspection Dates

In accordance with the Americans with Disabilities Act, this information is available in alternative forms of communication upon request by calling 651-201-6000. TTY users can call the Minnesota Relay Service at 711. The MDA is an equal opportunity employer and provider.

Hazard Analysis Critical Control Points (HACCP) Training

Are you looking for HACCP training? The University of Minnesota is hosting a HACCP, Sanitation and Auditing Workshop on January 15-16, 2026, at 365 Hacker Hall at the St. Paul campus. Topics covered include Pre-Requisite Sanitation programs, Good Manufacturing Practices and Sanitation Standard Operating Procedures, the 7 Principles of Hazard, Analysis, Critical Control Point (HACCP), The Development of a HACCP plan, Labeling and Allergens, Minnesota State Inspection Program, Food Defense Plans, and more.

[More information and register online.](#)



Operational Benchmarking Tool for Meat Processors

The Agricultural Utilization Research Institute (AURI) is funding the subscription cost for up to 26 Meat Processors who sign up for a financial benchmarking study conducted by **Christianson Benchmarking**. The first 26 to sign up get a free subscription to the benchmarking service, a \$600 value. As an additional incentive to participate to help offset the cost of reporting data, AURI will pay each subscriber \$300 once they provide Christianson with the required financial and operational information. If your establishment is interested in learning about the financial and operational performance of your business,

Operational Benchmarking Tool for Meat Processors (continued)

or you would like to register for the program, contact Connie Lindstrom at 320-235-5937 or clindstrom@christiansoncpa.com.

Establishments who sign up for the benchmarking program will receive a customized report showing their revenues and costs on a per-pound basis in comparison to industry averages. This will be based off 2024 data, including production data, revenue, costs, and balance sheets that establishments will provide to Christianson Benchmarking. Industry averages will be shown on a per-processed-pound basis to help ensure their facility is measured fairly against other facilities of equal size. The report will show where their facility ranks against other participants. The detailed financial and operational data they receive will help them understand where their facilities biggest strengths and challenges are. This data is completely confidential and will be used to establish industry averages and ranges.



Holiday Leftover Food Safety

Don't let leftovers spoil your holiday cheer. Check out these [helpful tips](#) to help keep leftover food safe after your holiday celebrations:

- Refrigerate warm foods within two hours of removing it from a warming appliance.
- Throw away all perishable food that has been left at room temperature for more than two hours.
- When serving, keep hot foods hot, and cold foods cold.
- Store leftovers in airtight packaging and immediately refrigerate or freeze for rapid cooling.
- Leftovers can keep under refrigeration three to four days, or frozen three to four months.

2025-26 Meat Inspector Calendar – No Inspection Dates

November 27-28 – Thanksgiving holiday

December 25 – Christmas Day

January 1, 2026 – New Year's Day

January 19, 2026 – Martin Luther King Jr. Day

February 16, 2026 – President's Day

May 25, 2026 – Memorial Day

June 19, 2026 – Juneteenth Holiday

July 3, 2026 – July 4th Observed

Meat, Poultry, and Egg Inspection Staff

Nikki Neeser, DVM 651-201-6225
 Levi Muhl 651-201-6216
 Jennifer Stephe 651-248-2566
 Andy Siira 320-295-2066
 Alex Brandt 651-201-6308
 Nicole Droher 651-231-5457
 Michaela Gadiant 651-201-6630
 Heidi Varberg 651-201-6009
 Lisa Wetzel 651-201-6191
 Nicole Wilson 651-201-6024
 Catrina Andree 507-440-5861

Josie Lenneman 763-710-0447
 Katie Brigan 320-385-0034
 Kodi Klimek 320-424-8000
 Sarah Current 320-874-0926
 Ashley Hassler 320-221-6507
 Jennifer Hede 651-338-7145
 Cullan Hewitt 320-304-4624
 Jennifer Hofer 612-396-4941
 Megan Jansa 651-396-9176
 Justin Jarocki 651-285-8327
 Myrrh-Anna Kienitz 651-802-2789

Carol Konkol 320-492-4151
 Grace Martin 651-707-7751
 Corrie McQuillan 320-296-1981
 Shawn Neumann 218-296-2035
 Eileen Schmidt 507-469-5951
 Will Schroeder 320-424-2848
 Dave Seipel 651-285-8321

Questions? Call the Dairy and Meat Inspection Division at 651-201-6300

2026 MAMP Convention Registration

Minnesota Association of Meat Processors
River's Edge Convention Center, St. Cloud, MN
March 19-21, 2026

Company Name _____

Contact Person _____

Phone _____ E-Mail _____

Business Address _____

City _____ State _____ Zip _____

Processor Registration

- **Registration** (Covers 2 adults) - **\$85 if paid before 2/28/25 (\$100 on-site)** _____
- **Additional Adults** _____ @ \$25 each = _____
- **Children (ages 5-18)** _____ @ \$10 each = _____

Supplier Registration

- **10' x 8' Booth Rental** (Covers 2 Adults) _____ @ \$275 each = _____
- **Additional Adults** _____ @ \$25 each = _____
- **Choose your booth table size (1 table/booth)**
 - 6' wide x 30" high
 - 8' wide x 30" high
 - 8' wide x 42" high
- **Convention Sponsorship** _____
Legacy (\$2,000), Platinum (\$1500), Gold (\$1000), Silver (\$750), Bronze (\$500). For more info: <https://bit.ly/2026MAMPSponsorships>
- **Convention Program Advertising** _____
\$40 – Business Card Size Ad

Events - Processors & Suppliers Welcome

- **Thursday Pre-Convention (11:30-4:30pm)** _____ @ \$25 each = _____
Pre-Convention Workshop & Tour at UMN Meat Lab
*Bus will leave at 11am from the Kelly Inn. **PRE-REGISTRATION REQUIRED.**
- **Thursday Evening – Boards & Bags Event** _____ @ \$25 each = _____
Includes a meal starting at 6pm. Registration to play bags ends at 6:30
Play the "Boards" from 6:30-9:30 for a chance to win a 2026 Executive Suite 3 Night Stay
- **Friday Lunch** _____ @ \$15 each = _____
Hot meal sponsored by J&B Group, Gregory's Foods and MAMP
- **Friday Night – Buffet & Casino Night** _____ @ \$35 each = _____
*Casino Night/Prizes & Kids Bounce House
- **Saturday – Breakfast (8:00-9:00 am)** _____ @ \$15 each = _____
- **Saturday – Awards Banquet** _____ @ \$45 each = _____
- **Kids Magic Show & Pizza Party for Kids during Banquet** _____ @ \$10 each = _____

Total amount = _____

Make checks payable to "Minnesota Association of Meat Processors". Please register on the website if you would like to pay with a credit card.

Mail form to: MAMP, 11373 Neal Ave S., Hastings, MN 55033

List all names as you want them to appear on your badges.

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____

For room reservations call The Best Western Kelly Inn of St. Cloud 320-253-0606 by Feb. 12th. Ask for the MAMP room block

2026 MAMP Open Class

The Minnesota Association of Meat Processors Open Class is intended to encourage national and international competition participation by being structured similarly to the DFV/AAMP Quality Competition for Sausage and Ham. A recognized additional benefit to participation in the MAMP Open Class is that products are evaluated on a ribbon system that allows for more than 4 awards, such as in the titled categories of the annual MAMP Product Show or State Fair Processed Meat Championship. Thus, a broader opportunity potentially exists in an alternative format, to celebrate the accomplishments of the many talented member processors and schools within the Minnesota Association of Meat Processors.

For this unique product competition each **processor or school** will be limited to two (2) entries. Additionally, awards will consist of the 3 ribbon system, with hopes of adding the “Champion, Grand Prize for Sausage, and Grand Prize for Ham” type awards similar to the DFV/AAMP Quality Competition for Sausage and Ham in future years.

Eligibility

To be eligible for entry, the products must be artisan made and produced in-house. They will be tested in the following categories:

A) Sausage (e.g. cooked sausages such as mortadella, ham sausage, pork sausage, frankfurters, bratwurst; cooked sausages such as liver sausage, aspic, etc.)

*Please note that unlike the DFV/AAMP Quality Competition for Sausage and Ham, uncooked products **ARE NOT** eligible for entry.

B) Ham

- e.g. cooked ham or bacon
- other smoked, dried or cured meat products (Jerky etc.)

*Please note that unlike the DFV/AAMP Quality Competition for Sausage and Ham, uncooked products **ARE NOT** eligible for entry.

Product Evaluation

The evaluation of the individual products will be made anonymously by a panel of judges on the following criteria:

- Exterior condition and texture
- Appearance, color and composition
- Consistency, smell and taste

Understanding that this is a mixed product class, each entry will be evaluated against the standard for its product category. Additionally, judges will be encouraged to provide feedback in scoring to reflect their score and provide opportunity for improvement.

Awards

Using the previously stated criteria, ribbons will be awarded using scoring similar to the DFV/AAMP Quality Competition for Sausage and Ham:

Blue Ribbon: 50 points

Red Ribbon: 49-45 points

White Ribbon: 44-40 points

Due to the nature of the competition, ribbons will be mailed to participants following the MAMP convention, however recognition and photograph opportunities will take place at the convention for all ribbon winners.

For any questions regarding the MAMP Open Class, please contact Ryan Cox at ryancox@umn.edu

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INNOVATIVE BEEF PRODUCT COMPETITION

Location: MAMP Annual Convention
 Sponsor: MN Beef Council and MAMP
 Eligibility: Open to all 2026 MAMP members in good standing



Entry Categories

- A. Lean Ground Beef (Minimum of 85% lean)**
- B. Processed Beef (jerky, sausage, brats, etc.)**
- C. Steaks/Roasts (Other than from the Rib or Loin)**

General Rules and Requirements (Apply to All Categories)

1. Submit two identical packages of each product entry (one for evaluation and one for display).
2. Entries can be any new and innovative, value-added beef item with emphasis on consumer acceptability.
3. Technologies can include, but are not limited to pre-cooking, pre-seasoning, tenderization, grinding, marinating, restructuring, ready-to-cook or eat, bundled meal concepts, novel packaging, etc.
4. Must be manufactured and packaged at the member’s place of business.
5. Consumer-friendly - routinely and successfully prepared in 30 minutes or less.
6. Must include consumer preparation instructions, product name and ALL ingredients listed on the package.
7. Entries must be packaged in marketable form as it would appear in meat case.
8. Must be marketable in a volume that will influence beef movement (suitable to today’s family sizes and needs – i.e. two-person families, portion-appropriate or incorporated in a new way such as a breakfast item or ethnic flavor).
9. Identify cut(s) of beef in the product (under-utilized cuts are preferred).
10. List the suggested retail price of this product on the package.
11. Entries are limited to three per MAMP member. Separate entry fee required for each entry.
12. Registration required on product show form, fee same as product show.
13. Winning products do not count for MAMP Best of Show or Sweepstakes Awards.
14. A top entry will be selected from each category; a Best of Innovative Beef Winner will be selected from category winners.

Criteria:

Appearance	Considerations include visual appeal and workmanship in its cooked and raw form. External and internal appearance will be considered.	30
Edibility / Flavor	Includes flavor, tenderness, and consistent texture in the product. Consideration given to blending of flavors and/or spices.	40
Creativity/ Marketability	Includes the product’s ability to influence the consumer to purchase; new item or new spin on traditional item; consumer appeal of packaging.	30
TOTAL		100

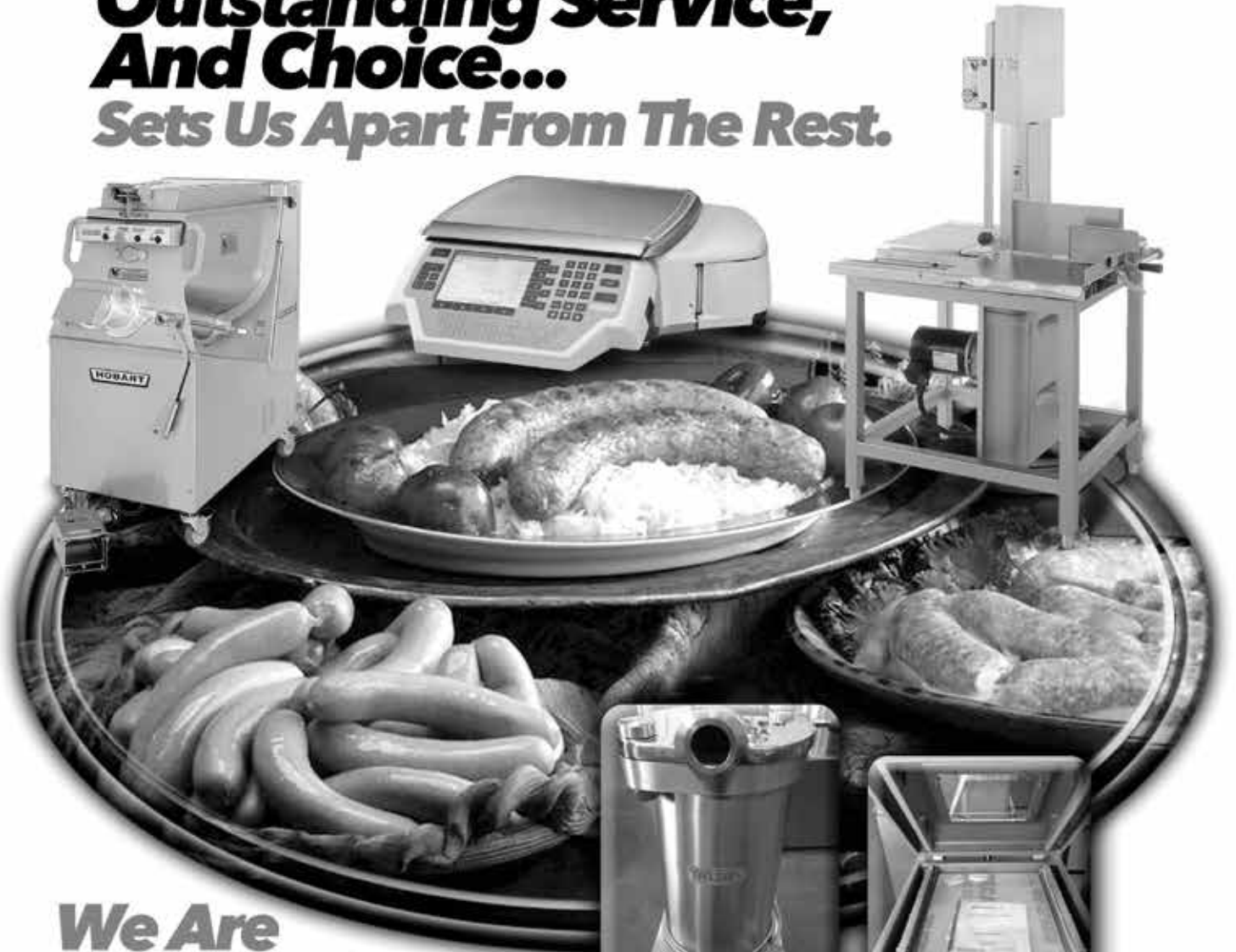
Awards:

- “Best of” Innovative Beef Award (best of three groups) \$250.00 cash, plaque and publicity.
- Plaques will be given to category winners in the following three categories: Ground Beef, Processed Beef and Steaks/Roasts.
- Two of the three category winners will also receive \$100 in cash prize.

Judges will be selected from the following: Meat Science Technologists, Food Service Professionals, Consumer Specialists, Beef Producers and/or the Minnesota Beef Council staff.

Funded by Minnesota’s Beef Producers through the Beef Checkoff.

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Today's **Beef** Consumer: Key Insights for Retail & Foodservice

OCTOBER 2025



Today's beef consumer is adapting to shifting habits, health goals, and economic pressures. Whether cooking at home or dining out, choices reflect evolving priorities around taste, value, nutrition, and trust.

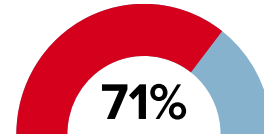


Consumer Demand:

Beef continues to be a widely consumed and highly satisfying protein across meal occasions and formats.



9 out of 10 consumers report a positive eating experience when eating steak at home & in restaurants¹



71% of consumers eat beef weekly or more¹

Top Online Restaurant Orders¹:

In the last month or over a month ago



Burger
75%



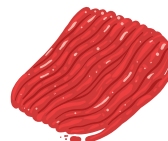
Tacos/Burritos/Bowls
63%



Steak
46%

Beef Eaten at Home¹:

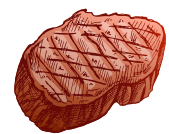
In the past week



Ground beef
62%



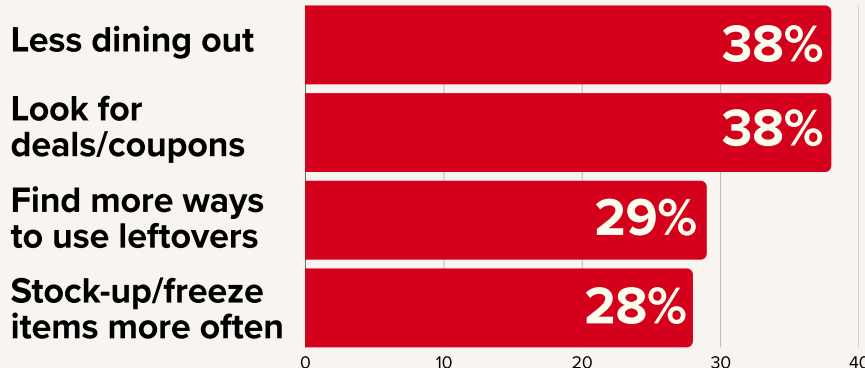
Burger patty
52%



Steak
37%

Shopping & Dining Habits:

Consumers are actively adjusting how they shop and dine to manage costs and maximize value, but beef remains a staple¹.



And yet... retail beef sales are up YOY².

+ 12.5%

Beef dollar sales YOY

+ 5.6%

Beef pounds sold YOY

Meals At-Home vs. Away-from-Home:

Consumers are cooking more meals at home, but foodservice remains a vital channel for beef consumption.



73% of meals are prepared at home; 94% of those cooking more at home plan to continue¹



Beef appears in 39% of online grocery orders¹



Beef appears in 75% of online restaurant orders¹

Prioritizing Health & Protein:

Consumers are increasingly focused on making informed, health-conscious choices, and beef continues to play a meaningful role.



Over 70% of consumers have positive perceptions of beef as a protein choice; 81% say it supports muscle growth¹.



GLP-1 households spend 6-9% less on groceries and 6% less on dinner dining out, while prioritizing protein-rich food³.

1. Consumer Beef Tracker January – June 2025.

2. Circana, Fresh Beef Sales by Volume and Value, Data Ending 9/7/2025.

3. Kantar, Numerator, Cornell University SC Johnson School of Business & Kantar GLP-1 Study, Wave 4: September 2024

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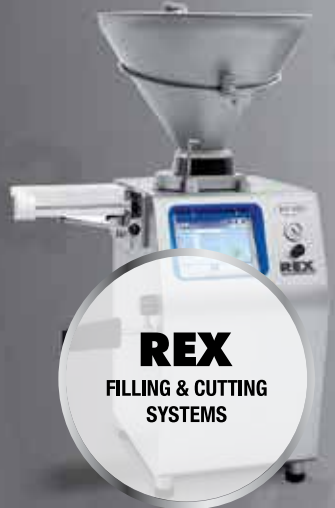
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MIXER - GRINDERS
BOWL CHOPPERS



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info@kerresusa.com

www.kerresusa.com

PORK INNOVATION VALUE-ADDED PRODUCT COMPETITION



Sponsored by Minnesota Pork Board and MAMP.

Eligibility: Open to anyone who is a 2026 MAMP member in good standing.

General Rules and Requirements:

1. Submit two packages of each product entry (one for evaluation and one for display).
2. Entries can be any new and innovative value-added pork item with emphasis on consumer acceptability.
3. Entries using underutilized cuts (shoulder, fresh ham, trim, etc) are encouraged.
4. Technologies can include, but are not limited to pre-cooking, pre-seasoning, marinating, restructuring, and ready to cook or eat, bundled meal concepts, etc. **No snack sticks please – bratwurst and sausages are ok.**
5. Entries must be manufactured at the member's place of business.
6. Today's consumer must be able to routinely and successfully prepare this product in 30 minutes or less (less is better).
7. Consumer preparation instructions, product name and ALL ingredients must be included on the package.
8. Entries must be packaged to show their marketable form, giving a visual sample of how the entrant would package the product. (This can be computer generated, hand drawn, cut and pasted, to show a reasonable replica).
9. The product must be marketable in a volume that will influence pork movement.
10. Identify cut(s) of pork in the product.
11. List the retail price of this product on the package.
12. Entries are limited to two per MAMP member. Entry fee required for each entry.
13. Registration required on product show form, fee same as product show items. Winning product does not count for Best of Show or Sweepstakes Awards

Criteria:

- **Appearance** 300 Points External 200 Points and Internal 100 Points. Includes visual appearance and workmanship in its cooked/raw form.
- **Edibility / Flavor** 500 Points Desirable flavor and consistent texture are important attributes of the product.
- **Creativity / Marketability** 200 Points Is there effective use of raw materials and packaging and the product's ability to influence the consumer to purchase.

First Place \$450.00 cash, plaque and publicity.

Second Place \$300.00 cash, plaque and publicity.

Third Place \$150.00 cash, plaque and publicity.

Judges will be representatives from Minnesota Pork Board and/or pork industry representatives.

Funded by the Minnesota Pork Board

Livestock and Poultry Program

Remote Grading Program for Beef

The Remote Grading Program for Beef (RGP) matches simple technology with robust data management and program oversight to enable USDA to assess beef carcass characteristics and assign official quality grades from a remote location. This voluntary service option may dramatically reduce the cost of grading service for some beef industry stakeholders.

- The RGP utilizes imaging technology and digital data collection to mirror what an official USDA Grader does when physically at the beef packing facility.
- Remote grading dramatically reduces the travel expenses related to USDA grading and certification, making these services more accessible and facilitating access to new, better, and more diverse marketing opportunities for beef producers and processors.
- RGP participants receive official results from the USDA Grader within 24 hours, allowing them to process and market their high-quality beef as USDA Prime, USDA Choice, or USDA Select, and/or to participate in approved Certified Meat Programs, such as Certified Angus Beef.
- AMS oversight of RGP maintains the integrity of the Meat Grading Service and USDA grade mark. This includes metadata capture and analysis, frequent plant records reviews, periodic surveillance visits, and open and continuous communication and support for participants.

RGP Participation and Cost

- Applicants must be domestic facilities conducting beef slaughter under a Federal grant of inspection (FSIS inspection), the FSIS Commercial Interstate Shipping (CIS) Program, an FSIS Talmadge-Aikin agreement, or a State-administered Meat and Poultry Inspection (MPI) Program.
- After reviewing the RGP information, contact the AMS Livestock and Poultry Program (AMS-LP) to request a consultation and confirm eligibility. The Applicant must apply and be approved for USDA Meat Grading Service.
- AMS conducts an Initial Site Visit to review program requirements and complete a Grading Plant Survey before initiating service, after which the Applicant may submit product for grading.
- To maintain product and USDA grade mark integrity, AMS periodically reviews an Applicant's internal documentation and controls and conducts on-site visits to ensure program compliance.
- The cost of grading and related activities for RGP—including on-site visits—are charged at the Unscheduled Service Fee rates: <https://www.ams.usda.gov/services/grading/fees>.

For additional information regarding the RGP, visit www.ams.usda.gov/remote-beef-grading or contact AMS-LP at AskLP@usda.gov.

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AAMP's Internship Program provides opportunities for students and recent graduates to gain additional knowledge and experience in the meat industry. Both internship and full-time job opportunities are available at local businesses across the country. Participants must be at least 18 years of age.

Internship Benefits:

- * Exposure to another side of the meat industry
- * Connect with small businesses and the local food movement
 - * Gain experience in every facet of the meat industry
- * Hands-on experience with slaughter, fabrication, further processing, HACCP, cleaning, sanitation and more!

For more information, visit www.aamp.com/page/internship
Contact Outreach Specialist Nelson Gaydos with any questions!
nelson@aamp.com | 717-367-1168



MAMP
MINNESOTA ASSOCIATION OF MEAT PROCESSORS

2026 Scholarship Application

MAMP will award (5) \$1000 scholarships to aspiring applicants for their post-secondary education. Eligible applicants are high school seniors thru college juniors whose parents/guardians, grandparents, or themselves are employees of plants who are **current** members (at the time of drawing) of MAMP. Applicants must be accepted at or enrolled as full-time students of an accredited school of higher learning. Previous recipients are not eligible. Applicants who meet the application criteria will be considered for the random drawing. Each MAMP member plant is allowed 2 applicants. Scholarship payment will be made upon proof of tuition payment and completion of at least one semester of post-secondary education. It is the applicants responsibility to provide the previous information when available to the MAMP office (send them with this application if available). **Applications must be received by February 13th, 2026 at 4:30pm.** Winners will be chosen by a random drawing by our scholarship committee and will be invited to be guests of MAMP at the awards banquet on Saturday, March 21st, 2026 in St. Cloud, MN. At the banquet, winners are required to give a short speech in front of our membership. For winners, who cannot attend, you will be required to send a video of yourself giving a short speech that will be played for our membership at the banquet.

To apply, please fill out the form below and send to:
Jennifer Dierkes, MAMP Scholarship Committee
PO Box 117, 8601 Main Ave
Clear Lake, MN 55319

Applicant Name: _____ Phone: _____

Address: _____

City: _____ State: _____ Zip Code: _____

Email Address: _____

Current Year in School (circle one): High School Senior, College Freshman,
College Sophomore, College Junior

College Name: _____ State: _____

Signature of Applicant: _____

Signature of Parent/Guardian (If applicant is under 18): _____

MAMP Member Plant Name: _____

Signature of MAMP Member: _____

Questions?

Email: jennifer@mcdonaldsmeats.com | Cell: 320-290-9938

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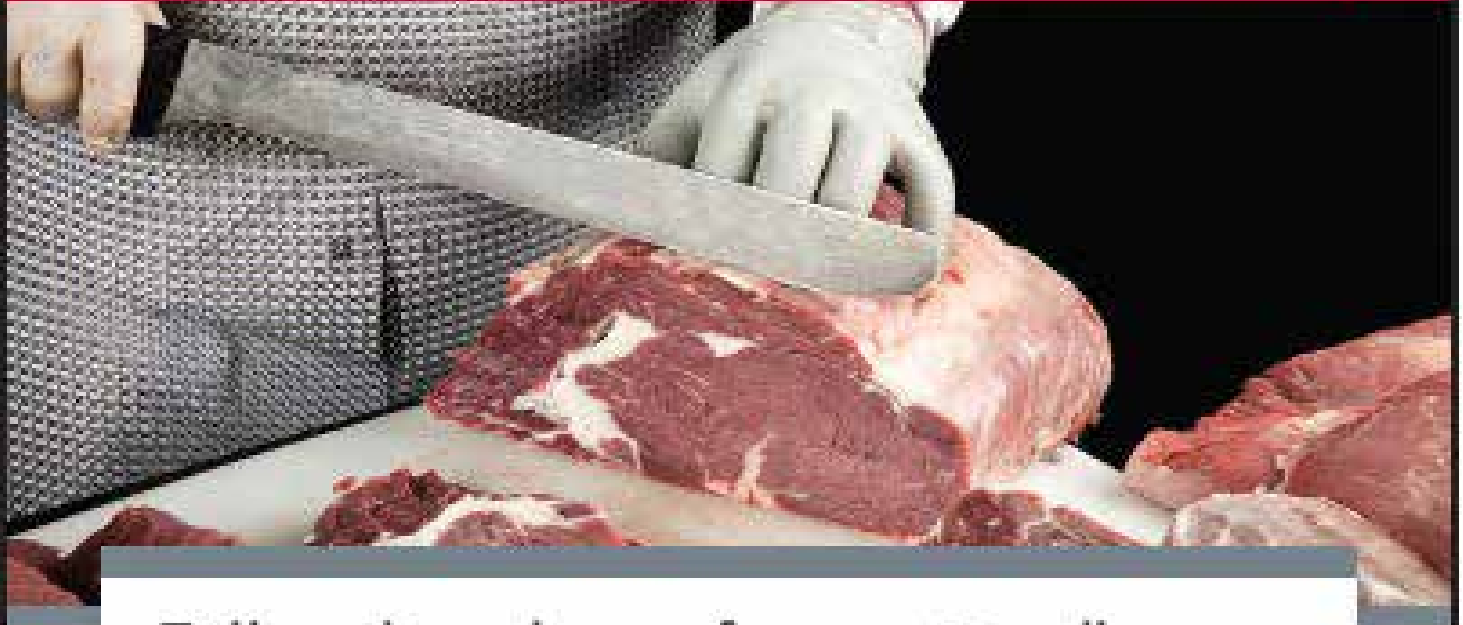
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jmorrison@nordikmeats.com



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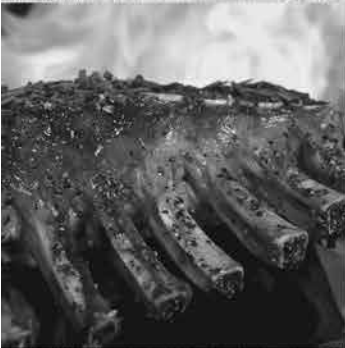
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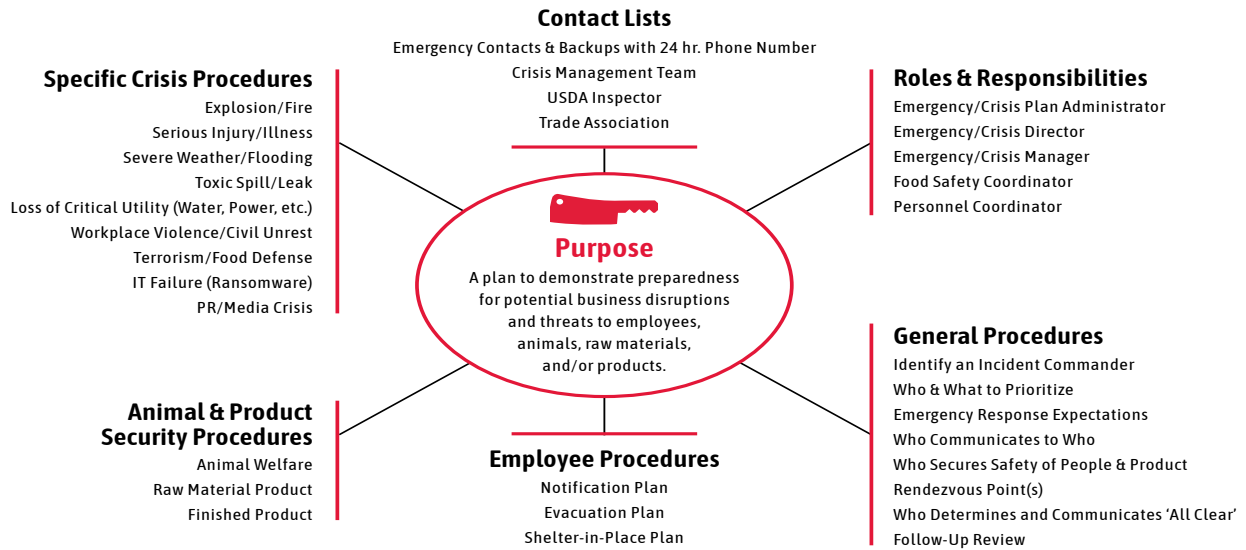


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Elements of a Crisis Management Plan

Why have a plan?

This preparation is crucial for the company's survival in the event of a catastrophic situation. It's essential to conduct mental drills to ensure the safety and security of employees, animals, and products. Having a well-thought-out plan in place will provide a sense of control during an otherwise uncontrollable situation.



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Doc # B1



SPRING 2026 WORKSHOP SCHEDULE!



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84th Annual MAMP Convention

Thursday March 19, 2026

11:45 - 4:00 PM

Back to the Basics Pre-Convention
Workshop

Lunch, Plant Tour, and Sessions

U of M Meat Lab - St. Paul, MN

****Bus available from Kelly Inn at 11am****

5:30 PM

Cash Bar Opens

Carlson Hall

6:00 PM

Dinner

Must Present Meal Ticket

6:30 - 9:30 PM

Boards & Bags Tournament

*Make sure to register by 6:30 if you would
like to play*

Carlson Hall

Friday March 20, 2026

7:30 AM - 4:30 PM

Convention Registration Desk Open

Show Office C

7:30 - 10:00 AM

Product Show Registration Desk Open

Terry Haws C Product Show Area

8:00 - 10:00 AM

Free Coffee and Rolls

Terry Haws C Seminar Area

8:00 AM

Welcome by MAMP President, Tony

Dehmer

Early Bird Drawing \$25.00

Terry Haws C Seminar Area

8:00 - 9:30 AM

Cutting Costs, Adding Value: Using Sodium

Alginate to Boost Profits in Venison

Processing

By Dr. David Hull, Dickson Industries

Terry Haws C Seminar Area

9:45 - 10:30 AM

What Meat Processors Need to Know: New

Labor & Industry Regulations

By Emmanuel Martinez-Cruz, DLI

Terry Haws C Seminar Area

Friday March 20, 2026

10:30 - 11:15 AM

Product Show Preview

Terry Haws C Product Show Area

11:15 AM - 12:45 PM

One Shot at Welfare: Stunning Methods and
Humane Slaughter Compliance

By: Dr. Karly Anderson and Ashlynn Kirk,

Humane Handling Institute, UW River Falls

Terry Haws C Seminar Area

12:00 - 1:30 PM

Friday Lunch

Provided by: JB Group & Gregory's

Foods

Carlson Hall

Must wear MAMP Badge & Present Meal Ticket

1:00 - 5:00 PM

Ribbon Cutting at 1pm

Exhibit Hall Open

Cash Bar Available

Terry Haws A & B Exhibit Area

3:00 - 3:30 PM

Kids Choice Hot Dog Contest

(Kids needed to help judge)

Exhibit Hall

3:30 - 4:00 PM

Kids Sausage Creations

Exhibit Hall

4:30 PM

Past Presidents meet for a Group Photo

Exhibit Hall - Next to demo area

5:30 PM

Cash Bar Opens

Carlson Hall

6:00 PM

Dinner

Must Present Meal Ticket

6:30 - 9:30 PM

Casino Night & Kids Inflatables

Carlson Hall

Saturday March 21, 2026

8:00 - 9:00 AM

Full Breakfast

Terry Haws A & B Exhibit Area

Must Present Meal Ticket

8:00 AM - 11:00 AM

Registration Desk Open

Show Office C

8:30 AM

Welcome by Vice President, Jennifer

Dierkes

Early Bird Drawing \$25.00

Terry Haws A & B Exhibit Area

9:00 AM - 12:00 PM

Exhibit Hall Open

Cash Bar Available

Terry Haws A & B Exhibit Area

9:00 AM - 11:00 AM

NEW! High School Meat Cutting Contest

Terry Haws A & B Exhibit Area

10:30 - 11:30 AM

Kids Deli Tray Contest

Exhibit Hall

12:00 PM

Free Lunch

Provided by MAMP

Terry Haws C Seminar Area

12:15 - 1:30 PM

Troubleshooting Meat Product Defects:

How to Identify, Correct, and Prevent Them

Terry Haws C Seminar Area

1:45 - 2:00 PM

New MAMP Member Welcome

Come to meet the MAMP board

Terry Haws C Seminar Area

2:00 – 3:00 PM

Beef Chuck Breakdown Videos

Terry Haws C Seminar Area

4:00 PM

Award Ceremony & Annual Meeting

Product Show Review to Follow

Drawing for \$100.00 Cash Prize

Terry Haws C Seminar Area

Saturday March 21, 2026

5:00 PM

Cash Bar Opens

Carlson Hall

6:30 PM

Kids Pizza Party & Magic Show

Bell / Alexander Room

Please pickup kids immediately after banquet.

7:00 PM

Banquet & Special Awards

Carlson Hall

Must Present Meal Ticket

Sunday March 22, 2026

8:30 AM

Directors Breakfast

Best Western Kelly Inn Board Room

9:00 AM

Board of Directors Meeting

Best Western Kelly Inn Board Room

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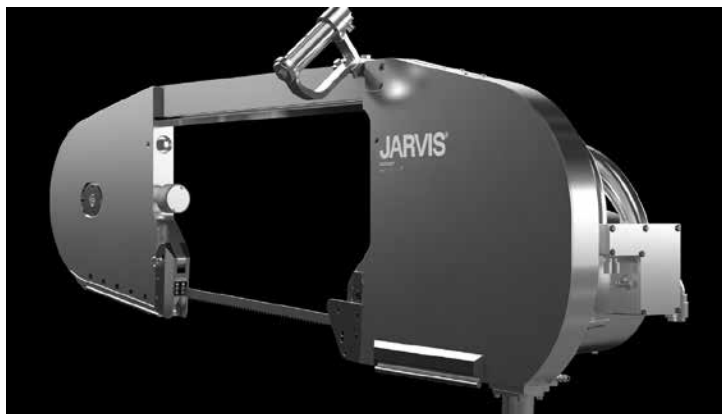
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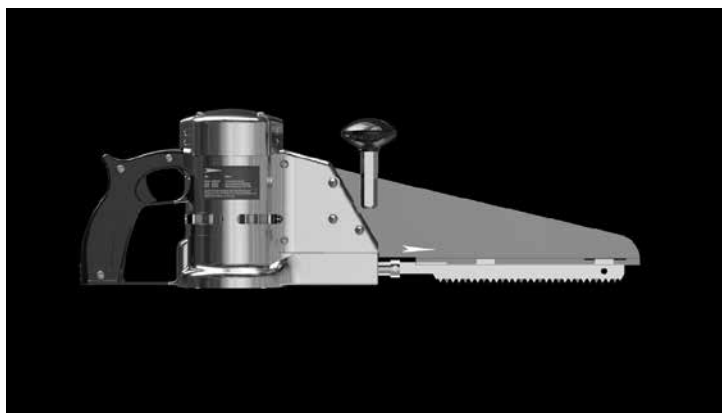
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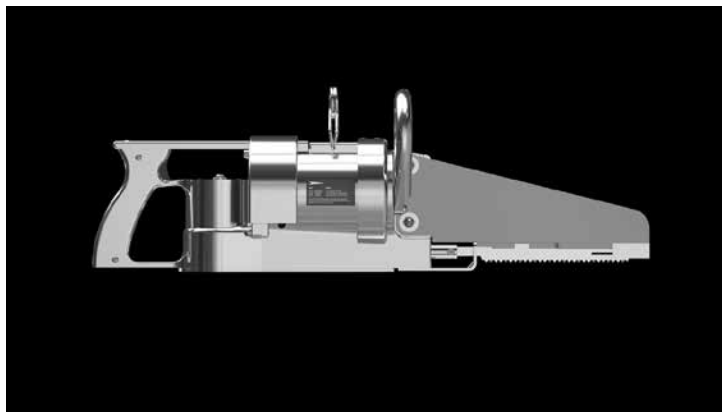
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2026 MAMP PRODUCT SHOW RULES

The product show competition is open to all members of Minnesota Associations of Meat Processors. All 2026 Minnesota Association of Meat Processors fees must be paid. All products entered are required to be produced by a member or employee thereof and all processes used must comply with applicable federal and state regulations. Members are allowed to enter one product per class as stated below.

Thank you to our 2026 Product Show Sponsors!



- A. Whole Bone-In Ham** – must contain aitch bone, leg bone and a portion of the shank bones. No skin on hams or semi-boneless hams allowed.
- B. Bacon** – must be standard approved trim, skin on or off, not cut or sliced and weigh a minimum of 7 pounds.
- C. Specialty Bacon** -must be standard approved trim, skin on or off, not cut or sliced. Examples in this class would be Apple Cinnamon Bacon, Pepper Bacon, or Jalapeno Bacon. Entries must weigh a minimum of 7 lbs.
- D. Dried Beef/Cured and Smoked Beef** - must be a single piece of whole muscle, i.e. clod or round. Entries must not be cut after cooking and/or smoking.
- E. Smoked Poultry Whole Muscle**– must be whole, bone-in, cured, smoked and fully cooked (Refer to USDA/FSIS Appendix A). examples could be smoked turkeys, smoked pheasants, smoked chickens, smoked duck, etc.
- F. Cooked and Smoked Pork**- open fully cooked whole muscle pork products (Refer to USDA/FSIS Appendix A) that do not meet any other specified class requirements. Examples are Canadian bacon, Smoked Pork Loin, Cottage Butt, etc. No ground chunked or formed products., glazed or seasoned products are allowed. Entries must not be cut after cooking and smoking. Pork Bellies not allowed, they should be entered in one of the bacon categories, whichever fits better.
- G. Cooked Summer Sausage** - must be fully cooked (Refer to USDA/FSIS Appendix A). Entries must be a whole stick, not cut or sliced. Entries may consist of beef, pork, buffalo, lamb, veal, poultry, or any combination of these. No colored or printed casings allowed. Traditional products only - no cheeses, fruits, vegetables, etc. allowed (these products should be registered under the Specialty Summer Sausage category). Tang is expected.
- H. Specialty Summer Sausage** - open to any unique summer sausage item. Must be fully cooked (Refer to USDA/FSIS Appendix A). This product must include a **VISIBLE** ingredient which may include but is not limited to: wild rice, cheeses, fruits, vegetables, etc. Entries must be a whole stick, not cut or sliced. No colored or printed casings allowed.
- I. Cooked, Non-fermented Summer Sausage** - must be fully cooked (Refer to USDA/FSIS Appendix A). Entries must be a whole stick, not cut or sliced. Entries may consist of beef, pork, buffalo, lamb, veal, poultry, or any combination of these. No colored or printed casings allowed. Traditional products only - no cheeses, fruits, vegetables, etc. allowed (these products should be registered under the Specialty Summer Sausage category). Tang will be down-graded.
- J. Jerky** – may consist of beef, pork, buffalo, lamb, veal, or poultry. Kipperd and Dried Beef Strips are allowed. Entries must be whole muscle and ready to eat. No visible ingredients (cheese, wildrice, jalapeno flakes, etc) are allowed, those should be entered in Specialty Jerky. Seasonings/spices are ok (pepper, garlic, sriracha, etc) Entries must weigh a minimum of ¼ pound and must not be cut after cooking and/or smoking.
- K. Jerky - Specialty Flavored Whole Muscle**– may consist of beef, pork, buffalo, lamb, veal, or poultry. Kipperd and Dried Beef Strips are allowed. Entries must be whole muscle and ready to eat. Category requires a special flavor or visible ingredients (Teriyaki, Honey, Maple, BBQ, Cajun, Lime Juice, Cheese, Pepper Flakes, Fruits, etc.) Entries must weigh a minimum of ¼ pound and must not be cut after cooking and/or smoking.

Continued next page

L. Jerky - Ground and Formed— may consist of beef, pork, buffalo, lamb, veal, poultry, or any combination of these. Entries must be ground and formed and ready to eat. Entries must weigh a minimum of ¼ pound.

M. Prepared Food Item – must include a meat ingredient. Entries must be fully cooked and ready to serve. Judging in this class will include such items as eye appeal, creativity, taste, presentation, and workmanship. Examples would be items such as BBQ ribs, head cheese, smoked fish, deli loaves, etc.

N. Braunschweiger/Liver Sausage – must consist of at least 30% liver and be fully cooked (Refer to USDA/FSIS Appendix A). Entries must be one full uncut stick of Braunschweiger / 1 pound ring of Liver Sausage.

O. Snack Sticks - may consist of beef, pork, buffalo, lamb, veal, poultry, or any combination of these. Skinless, clear or colored casings allowed. Product must be ready to eat. No Visible Inclusions - no cheeses, fruits, vegetables, etc. allowed (these products should be registered under the Specialty Snack Sticks category). No Flavors such as Teriyaki, Maple, Honey, BBQ, etc. allowed (these products should be registered under the Flavored Snack Sticks category). Entries must include at least six links. This is a “traditional” snack Stick Category, other flavors or kinds can be entered in a different category.

P. Specialty (with Visual Inclusion) Snack Sticks - may consist of beef, pork, buffalo, lamb, veal, poultry, or any combination of these. This product must include a VISIBLE ingredient which may include but is not limited to: wild rice, cheeses, fruits, vegetables, etc. Skinless, clear or colored casings allowed. Product must be ready to eat. Entries must include at least six links.

Q. Flavored Snack Sticks – may consist of beef, pork, buffalo, lamb, veal, or poultry. Skinless, clear or colored casings allowed. Entries must be ready to eat. Category requires a special flavor (Teriyaki, Honey, Maple, BBQ, Cajun, Lime Juice, Special Spices etc). No Visible Inclusions - no cheeses, fruits, vegetables, etc. allowed (these products should be registered under the Specialty Snack Sticks category). Entries must include at least six links.

R. Ring Bologna – must be made with beef/and or pork, fully cooked (Refer to USDA/FSIS Appendix A), and consist of one ring uniform diameter casing. Entries can be coarse ground, fine ground or emulsified. **Please specify: Natural, Collagen or Skinless casings.**

S. Small Diameter Sausage - must be **fully cooked** (Refer to USDA/FSIS Appendix A) and under 40mm diameter. No Visible Inclusions - no cheeses, fruits, vegetables, etc. allowed (these products should be registered under the Specialty Small Diameter Sausage category). Entries must include at least six links or 1 lb. equivalent. **Please specify: Natural, Collagen or Skinless casings.**

T. Specialty Small Diameter Sausage - open to any unique sausage item. Must be fully cooked (Refer to USDA/FSIS Appendix A) and under 40mm diameter. Entries must include at least six links or 1 lb. equivalent. This product must include a VISIBLE ingredient which may include but is not limited to: wild rice, cheeses, fruits, vegetables, etc. **Please specify: Natural, Collagen or Skinless casings.**

U. Fresh Specialty Small Diameter Sausage - open to any unique sausage item. Entries must be no larger than 40mm diameter and include at least six links or 1 lb. equivalent. This product must include a VISIBLE ingredient which may include but is not limited to: wild rice, cheeses, fruits, vegetables, etc. **Product must be uncooked. Please specify: Natural, Collagen or Skinless casings.**

V. Uncooked Fresh Pork Sausage Item – must be all fresh pork, not cooked or cured, and manufactured in a casing. No Visual Inclusions - no cheeses, fruits, vegetables, etc allowed (these products should be registered under the Fresh Specialty Small Diameter Sausage category). Entries must include at least six links or 1 lb. equivalent. **Please specify: Natural, Collagen or Skinless casings.**

W. Wieners – must be made with beef and/or pork, fully cooked (Refer to USDA/FSIS Appendix A), and less than 28 mm diameter. Entries can be coarse ground, fine ground or emulsified, however NO inclusions are allowed (Cheese, Olives, Pickles, etc.). No colored casings are allowed. Entries must include at least six links. **Please specify: Natural, Collagen or Skinless casings.**

X. Wild Rice Sausage - must be made with beef/and or pork, **FULLY COOKED** (Refer to USDA/FSIS Appendix A), contain at least 10% cooked wild rice, and under 40mm diameter. Entries must include at least six links or 1 lb. equivalent. **Please specify: Natural, Collagen or Skinless casings.**

Y. Cooked Poultry Product - must be a fully cooked poultry product (Refer to USDA/FSIS Appendix A). Entries may be cured/smoked or just cooked. This category includes fully cooked and/or smoked poultry sausages, loafs, etc. Products must contain more than 80% poultry meat. Smoked whole muscle poultry are excluded from this category, they should be entered in the Smoked Poultry Whole Muscle category.

Z. MN Grown Product – must contain a meat ingredient. Ingredients must be at least 80% Minnesota grown.

Questions on the product show rules? Contact Wendy Theisen 320-293-7335 (Cell)



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1
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Day

4
November National Spaghetti
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12
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19
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20
December National Cheese
Lovers Day

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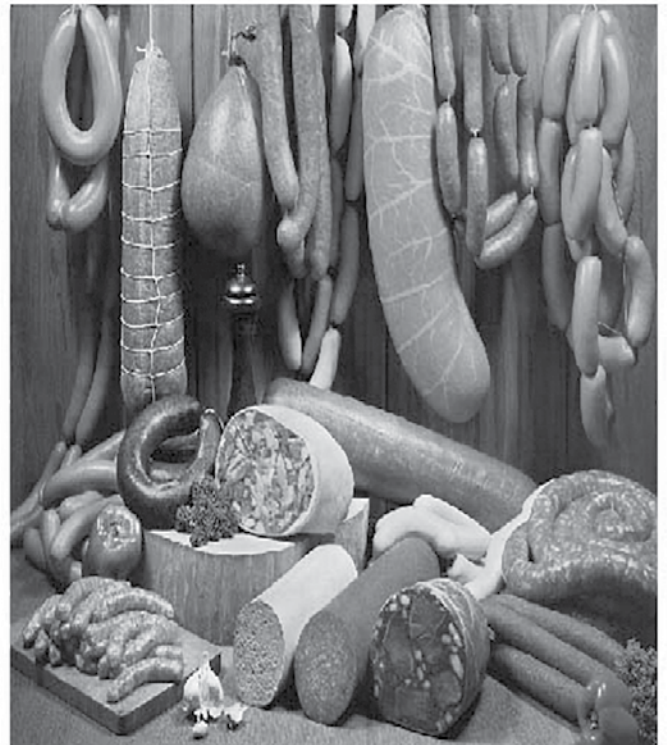
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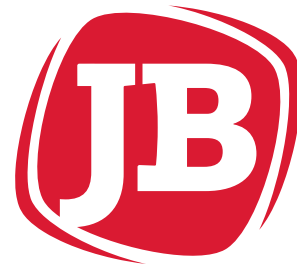
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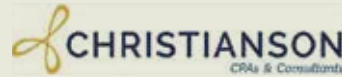
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What is Benchmarking?

Benchmarking is a confidential, data-driven tool that helps meat processors compare their business performance with peers across Minnesota and beyond.



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- Labor efficiency
- Utility and overhead costs
- Yield and throughput
- Profit margins

Why Now?

AURI is using funds provided by the State of Minnesota to cover the cost of subscription to Christianson LLP's Meat Processing Benchmarking Service for up to 26 Minnesota-based meat processors. As an additional incentive to participate to help offset the cost of reporting data, AURI will pay each subscriber \$300 once they provide Christianson with the required financial and operational information.

The first 26 to sign up get free subscriptions to the benchmarking service (a \$600 value)



And a \$300 stipend for completing the submission of financial and operational data to Christianson LLP

Three Reasons to Participate

- 1 FREE TO PARTICIPATE**
Gather insights on your strengths and opportunities for improvement with no cash out of pocket (for a limited time)
- 2 MAKE SMARTER DECISIONS**
Use trusted industry data to guide equipment purchases, staffing, and planning.
- 3 STAY COMPETITIVE**
Adopt best practices to improve profitability and long-term sustainability. Small improvements can make a big difference in a tight-margin industry.

How to Enroll

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auri.org/benchmarking-subscription-for-meat-processors/

2026 MAMP PRODUCT SHOW REGISTRATION FORM

Convention Dates March 19-21, 2026

Product Show Registration Desk Open Friday 3/20/26 from 7:30 AM - 10:00 AM

Business Name _____ Name _____

Mailing Address _____ Phone _____

City, State, Zip _____

Pre-registration of products is \$20.00 per item or \$200 for 10 or more products (before 3/1/26) or \$25.00 per item at the show (after 3/1/26). **No refunds on pre-registered items not entered.**

VOLUNTEERS NEEDED! This is a great opportunity to learn more about how your products are judged!

Yes, sign me up!

Name/s _____

Phone: _____ Email: _____

Preferred volunteer time/s (circle all that apply): Reg/Set-Up 7-10am, Judge Assist 10-3pm, Scoring 1-5pm

Make sure to review all of the product show rules to avoid disqualification

CHECK PRODUCTS FOR REGISTRATION

- | | | |
|---|--|---|
| _____ A. Whole Bone In Ham | _____ J. Jerky | _____ S. Small Diameter Sausage |
| _____ B. Bacon | _____ K. Jerky - Specialty Flavored Whole Muscle | _____ T. Specialty Small Diameter Sausage |
| _____ C. Specialty Bacon | _____ L. Jerky - Ground & Formed | _____ U. Fresh Specialty Small Diameter Sausage |
| _____ D. Dried/Cured & Smoked Beef | _____ M. Prepared Food Item | _____ V. Uncooked Fresh Pork Sausage Item |
| _____ E. Smoked Poultry Whole Muscle | _____ N. Braunschweiger/Liver Sausage | _____ W. Wieners |
| _____ F. Cooked & Smoked Pork | _____ O. Snack Sticks | _____ X. Wild Rice Sausage |
| _____ G. Cooked Summer Sausage | _____ P. Specialty (Inclusion) Snack Sticks | _____ Y. Cooked Poultry Product |
| _____ H. Specialty Summer Sausage | _____ Q. Flavored Snack Sticks | _____ Z. MN Grown Product |
| _____ I. Cooked, Non-Fermented Summer Sausage | _____ R. Ring Bologna | |
-
- | | | |
|----------------------------------|------------------------------------|--|
| _____ IP-A. Innovative Pork Item | _____ IT-A. Innovative Turkey Item | _____ IB-G. Innovative Ground Beef Item |
| _____ IP-B. Innovative Pork Item | _____ IT-B. Innovative Turkey Item | _____ IB-P. Innovative Processed Beef Item |
| | | _____ IB-S. Innovative Steak/Roast Beef Item |

Only one entry per class is allowed. Place the product on white display trays if possible. A plant must enter a minimum of 5 entries to be eligible for the Sweepstakes Award. The Best of Show is determined as the overall Grand Champion. Innovated Beef, Pork and Turkey entries are not eligible for these two awards.

MAMP OPEN CLASS (2 products max.)

Name of Product: _____ Name of Product _____

10 or more for \$200.00 or _____ #products x \$20 each = \$ _____

If you want your scorecard(s)/plaque(s) mailed, please include \$15 mailing fee = \$ _____

Total = \$ _____

Make checks payable to "Minnesota Association of Meat Processors". Please register on the website if you would like to pay with a credit card.

I understand scorecards/plaques not picked up at the awards ceremony or paid to be mailed will be discarded.

Signature of participant _____ **Date:** _____

PLEASE RETURN FORM AND CHECK TO:

Wendy Theisen, St. Joseph Meat Market, PO Box 40, 26 1st Ave NW, St. Joseph, MN 56374

Deadline for Pre-Registration is March 1, 2026

Questions? Call Wendy at 320-293-7335 (Cell)

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Minnesota Paid Leave makes time for the moments that matter



Minnesotans take care of one another. Starting in January 2026, Paid Leave will ensure Minnesotans can take the time they need to be there for some of life’s most important moments—like welcoming a child, recovering from a serious illness, or caring for a loved one.

Paid Leave coverage

Paid Leave will provide payments and job protection for:

Medical Leave

1-12 weeks



Someone’s own serious health condition

Family Leave

1-12 weeks



Bonding with a new child



Caring for a loved one



Managing military leave



Certain personal safety issues

Maximum of 20 weeks combined in one year if someone qualifies for both medical and family leave.

Almost all employers and individuals that work in Minnesota will be covered by Paid Leave.

Paid Leave payments

Benefit payments will cover a portion of an individual’s usual pay during a qualified leave. Eligibility for payments will be based on earnings in the previous year.

Paid Leave job protection

Paid Leave will ensure that employees are able to return to their job after taking leave. If someone has worked at their job for at least 90 days, their job will be protected when they return from leave.

Paid Leave funding

Paid Leave is a social insurance program. Both employers and employees will contribute premiums to the fund.

Learn more about Paid Leave eligibility, coverage, premiums and more at info.paidleave.mn.gov



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- Perfect for any application that requires cutting, mixing, particle reduction, vacuumizing, cooking or emulsifying



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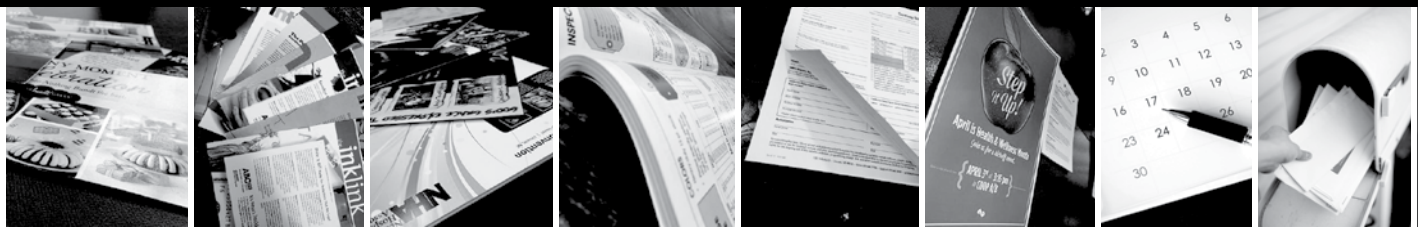
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2027 Convention March 18-20 St. Cloud, MN
2028 Convention March 16-18 St. Cloud, MN
2029 Convention March 15-17 St. Cloud, MN

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Kurt Carter
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PO Box 846
Menomonie, WI 54751
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715-309-2980
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- K. SOFTWARE
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- M. WHOLESALE MEAT
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**Thank you to all our MAMP Supplier's
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Levi Muhl
MDA Meat Program Mgr.
St. Paul, MN
651-201-6216

INDUSTRY REPRESENTATIVE

Kelly Schmidt
MN Beef Council
406-599-2395

Pam Voelkel
MN Pork Board
Mankato, MN
507-345-8814

Upcoming Events

MAMP BOARD MEETING

Wednesday, January 7, 2026 at 11am
Milaca Meats

MAMP PRE-CONVENTION PROCESSING WORKSHOP

March 19th, 2026 | UMN Meat Lab, St. Paul, MN

2026 MAMP CONVENTION

March 19-21, 2026 | St. Cloud, MN

AAMP ANNUAL CONVENTION

July 9-11, 2026 | Milwaukee, WI

MAMP FALL TOUR

September 2026 | Southern MN



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