EXHIBIT 10
DATE 2/8/2005
HB

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Madam Chair & Committee Members

PAT GRAHAM

My Name is Pat Graham. I am the MNGR of Harding Land & Cattle Co located in Custer and Prairie Counties of Eastern MT.

I am here in support of the initiative for the Beef Specialist position.

The operation I manage is an integrated livestock business consisting of a commercial & seedstock cow/calf enterprise and a backgrounding grow yard. ~~Along the Yellowstone Drive~~

As such, like all lvsth producers we face the full array of issues & challenges associated with the livestock industry today.

We must remain current with a very dynamic Ag industry. Issues we must contend with include:

- Food Safety & Health
- A global Market place
- Animal Identification
- Profitability & Sustainability

In the meantime we cannot take our eye off of the details of production. ~~[illegible]~~

Costs increase. It is a time of niche markets, specialization, and tight margins. Productivity and all that it entails at every level is critical.

Producers do not have the time nor means to achieve the expertise in every area necessary to compete. How do we sort and analyze the incredible amount of information that is out there?

We must rely heavily upon outside resources to contribute their expertise, research, and technology.

[The Livestock Specialist position offers such a resource for us.]

The State is just too big. The number of and reliance upon livestock producers is too great. Dr. Paterson @ MSU Bozeman does a fantastic job but cannot alone satisfy the need.

When Dr. Rick Funston was available in this position ~~Before the position was created by Dr. Rick Funston~~, we used him extensively in areas of A.I. breeding, bull selection, nutrition, and marketing. ~~[illegible]~~ He assisted in setting up & implementing these programs.

I cannot stress enough the value we associate with having such a resource, ~~in conjunction~~ at arms length located at the FT Keogh Research station.

Such assistance with strategic management as well as everyday production decisions bringing current research and technology back to the trenches can easily translate into thousands of dollars.

We in livestock and crop production basically get one year between crops whether it is calves or grain. Decisions that set this production in motion cannot be revisited until the next production year. We have to do it right. One has to sit on the bench until the next time around. We need this position to help us add value to our product. Our economy needs the assistance this position can offer.

I understand the challenges you face in allocating limited funds across a broad base of needs. You must attempt to get the greatest bang for the bucks just like we do.

You are probably not going to see in a quantitative state the benefits every producer will derive ~~every~~ each time this livestock specialist presents a program, answers a question, or interprets research. ~~But~~ I will assure you our ag economy is going to reflect it thru sustainability in our ag businesses, downtown ~~businesses~~ enterprises, and schools.

I strongly urge you to consider this initiative

Thank You for your time.

Pat Graham