



National Association of Institutional Agribusiness

The National Association of Institutional Agribusiness (NAIA) strives to meet the educational, networking, and professional growth needs of its membership, which is comprised of correctional and other institutional agribusiness professionals employed by federal, state and local institutions.

NEWSLETTER

SPRING 2020



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LETTER FROM THE PRESIDENT

Fellow NAIA Members,

I hope this newsletter finds everyone and their families safe. The past few months have been a stressful and trying time for all of us. The COVID-19 pandemic has changed everything about our daily lives. As workplaces now resemble hospitals with co-workers wearing masks and gloves, Zoom meetings and conference calls are now the new normal. We are all having to find new ways to work and do our jobs.

When the pandemic started, our manufacturing plants here at North Carolina Correction Enterprises immediately started to shift gears to produce needed items for our state. It reminded me of stories my grandparents told me about their lives during WWII. Our sewing plants that made offender and correctional officer uniforms began sewing masks and hospital gowns. Our Sign Plant went from making road signs, to manufacturing sneeze guards and face shields. The Print Plant began printing informational material and posters for state agencies to distribute. And in March alone, our Janitorial Plant manufactured over 75,000 gallons of disinfectant for prisons, Emergency Management, and other agencies.

The first offender in North Carolina to test positive for COVID-19 worked at our farming operation. We found out quickly that this pandemic was not just a “big city” problem. Our farm is as isolated a facility as there is in North Carolina, and COVID-19 managed to show itself there first. Our farm was essentially the test project for facility quarantine. As the facility locked down to quarantine, our farming operation did not work any of our 100 offenders for over a month. The 12 staff members worked long hours, seven days a week, to keep the layer operation and farm going. Collecting and processing eggs from 7:00 a.m. until 4:00 p.m., then getting on tractors and sprayers and working until late in the evening, planting and preparing land. Dedicated employees were the glue that held things together during this pandemic.

Due to circumstances beyond our control, the 2020 NAIA Annual Conference has been postponed until Fall 2021. I hope everyone continues to stay safe while the country slowly begins to re-open.

Thanks,

Phillip Sykes



ANNUAL CONFERENCE

For the health and well being of our members and vendor sponsors, we will be postponing the 2020 Fall NAIA National Conference until the Fall of 2021.

Please look for more information to be provided in the coming months.

We appreciate your understanding.

A SUCCESS STORY

Making The Best Out of It

*Submitted by Todd Swick
Deputy Director - Agribusiness, Land and Minerals
Texas Department of Criminal Justice*





The mission of the Texas Department of Criminal Justice (TDCJ) is to provide public safety, promote positive change in offender behavior, reintegrate offenders into society, and assist victims of crime. This is strongly supported by the TDCJ Manufacturing, Agribusiness and Logistics (MAL) Division which “provides incarcerated offenders with post-release employment readiness to increase their reentry success.”

On a beautiful morning at the Hilltop Unit in Gatesville, Texas, the TDCJ Agribusiness, Land and Minerals operation had a few special guests. Gathered to meet these visitors were the entire ALM female offender workforce at this facility. While many did not know who these special guests were, there were a few offenders that knew them quite well.

On this day, Kimmey Posey and Laura Tatro returned to the Hilltop Unit as official visitors. That is correct, as visitors this time but recently were incarcerated within the fences of the Hilltop Unit. Ms. Posey and Ms. Tatro voluntarily returned to the unit to share their stories with current offenders. Their stories are of success and the ability to focus on the future.

Kimmy Posey worked at the Hilltop Horse Barn as a farrier, trimming and shoeing horses. She explains that she learned how to trim and shoe, take care of the horses, feed, become medicine-wise and treat wounds, a little bit of everything. Adding that “Everything I learned, I learned right here through this program.”

When asked what’s something that she learned at this facility that has nothing to do with horses, she replied “I’ve learned that I can be anything that I want to be. I’ve learned more about myself. I have a family out there and this experience has taught me a lot. I don’t want to come back. It doesn’t have to be a bad experience. You make the best out of it; you have to get out and do right.”

Ms. Posey continues that coming back here today was to help these female offenders in the horse barn and to let them know that what they are doing here is worth learning. She reinforced to the group that they can succeed, don’t just sit here and do nothing but learn all you can. Ms. Posey adds “I do care, because they’re going to be out there in the

world with me one of these days. I would like to see them succeed.”

Ms. Posey has her own business being a farrier. She has approximately 250 horses that she trims or shoes and works almost every day. Concluding “I’ve been out for four years and everything I learned, I learned from this.”

Laura Tatro worked at the Hilltop Unit Horse Barn for 5 years. She comments that she was initially scared of horses. She didn’t know anything about horses. She adds “I learned everything there was here and I’m more confident. I’ve learned self-confidence whereas I’m not scared of them anymore.”

Ms. Tatro shared with the group that “I’ve never supported myself legally before and now I can do that. It’s empowering because it’s just me where I live, and I don’t have family there or anything. It’s a sense of accomplishment. And if I didn’t have the skills I learned here, I wouldn’t be that. I would have gotten out and done the same thing. So, it’s a big huge difference. I can’t imagine coming back here because I won’t break the law again. It’s just changed me that much. Now I want to do right and I know that I can. It’s amazing.”

Ms. Tatro continued that the work that’s done here is changing the lives of people that are living here now and that are going to get out and be all over the state and making them better people. Before, she had no regard for stealing your ID and wouldn’t care. She adds that this experience taught me to care about something other than myself. “Because of the time I spent here. I’ve learned integrity and character that I never knew I had.”

MAL provides incarcerated offenders with on the job training and job skills training, documented work history, opportunities to enroll in apprenticeship programs, and opportunities to earn national certifications. Offenders report to work, receive training, learn skills, work with peers and supervisors, and receive job performance evaluations, while producing products or services in real production environments. The current TDCJ recidivism rate is 20.3% for three years, while offenders that work within the MAL Division for more than three years have a recidivism rate of 8.49%.

EVERYDAY HEROES



*Submitted by Russ Connell
Farm Manager, Joe Kennedy Farm
Georgia Correctional Industries*

"I would like to recognize the Joe Kennedy Farm staff. During the months of January and February, they worked, weighed, and sorted through approximately 800 head of cattle and prepared them for sale. They also sorted and set up 250 head of replacement heifers. A hundred of these heifers were artificially bred requiring several trips through the chute. Joe Kennedy Farm experienced record rainfall in January and February, in addition to cold weather, which created horrible working conditions. One particular day in February, they sorted cattle in a driving rain for several hours, preparing them for sale. There were few days during this time these guys did not go home in wet clothes with muddy socks. The Kennedy crew is top shelf. They take great pride in their work and are an absolute asset to GCI's Agribusiness division."

Pictured left to right is Robert Edwards, Dustin Plante, Brock Hitchcock, Christopher Earls, Jason Coe and Jarrett Stewart.

THE BENEFITS OF BALEAGE



*Submitted by Kenny Raiford
Agribusiness Operations Director
Virginia Department of Corrections*

As the spring rains continue to make hay baling difficult this year, the option to make baleage certainly has had its benefits. Virginia Department of Corrections (VADOC) Agribusiness produces between 11,000 to 12,000 round or large square bales of hay annually. Approximately 40% of the hay will be wrapped this year. The greatest advantage of this option by far is time management. Having baleage equipment will allow you to cut most forages today and bale tomorrow. In some situations you can even cut and bale in the same day. The next advantage we have seen with baleage is the feed value of cereal grains cut at the “boot stage” and wrapped into baleage. This has allowed us to get a hay crop from a winter cover crop source before planting corn or soybeans. In 2019, we had some wheat baleage that tested 23% crude protein. One other benefit of wrapping hay is the fact that the film serves as a seasonal hay barn for those who do not have enough dry hay storage. The in-line wrapper pictured is made by Anderson. VADOC Agribusiness has two of these units and we have been pleased.

CORONAVIRUS SENDS CROP AND LIVESTOCK PRICES INTO A TAILSPIN





Article and charts courtesy of <https://www.fb.org/market-intel/coronavirus-sends-crop-and-live-stock-prices-into-a-tailspin>. Published April 7, 2020

Just as the first case of COVID-19 was confirmed in Wuhan, China, on or around Jan. 14, the United States and China signed a long-awaited Phase 1 trade deal (China: What Does it Mean Now?). China's all-encompassing response to the outbreak, including self-distancing and stay-at-home protocols, raised concerns about their ability to meet their commitment to purchase more than \$40 billion in U.S. agricultural products across 2020 and 2021. The possibility of tapping into the agreement's "act of God" clause (Article 7.6) also emerged. The clause allows for Phase 1 commitments to be altered if an unforeseeable event outside the control of each party delayed implementation or the timing of purchases, e.g., COVID-19.

For the better half of two months commodity prices were mostly flat to lower as U.S. commodities markets waited for evidence that the Chinese would live up to their Phase 1 commitment. Then, in early March, people in the U.S. began testing positive for COVID-19. To facilitate self-distancing guidelines recommended by the CDC, by March 16 all but essential services in the U.S. economy were shut down.

Commodity futures markets were roiled by the near zeroing out of demand that came with school, restaurant and bar

closures, reduced demand for gasoline and ethanol, and projections for negative economic growth across the entire U.S. economy.

Impact on Crop Futures Prices

Since Jan. 14, the May futures price for corn has fallen by 15%, or 61 cents per bushel, to \$3.35 per bushel. The decline in the corn price is tied to demand uncertainty that has followed the near 40% drop in ethanol futures prices, which now stand at 87 cents per gallon. Prospects for 97 million acres of corn planted in 2020 also weighed heavily on corn prices, i.e., 2020 Prospective Plantings: Corn Soars, Soybeans Bounce, Wheat Falls. The May futures price for soybeans has fallen by 10%, or nearly \$1, to \$8.57 per bushel.

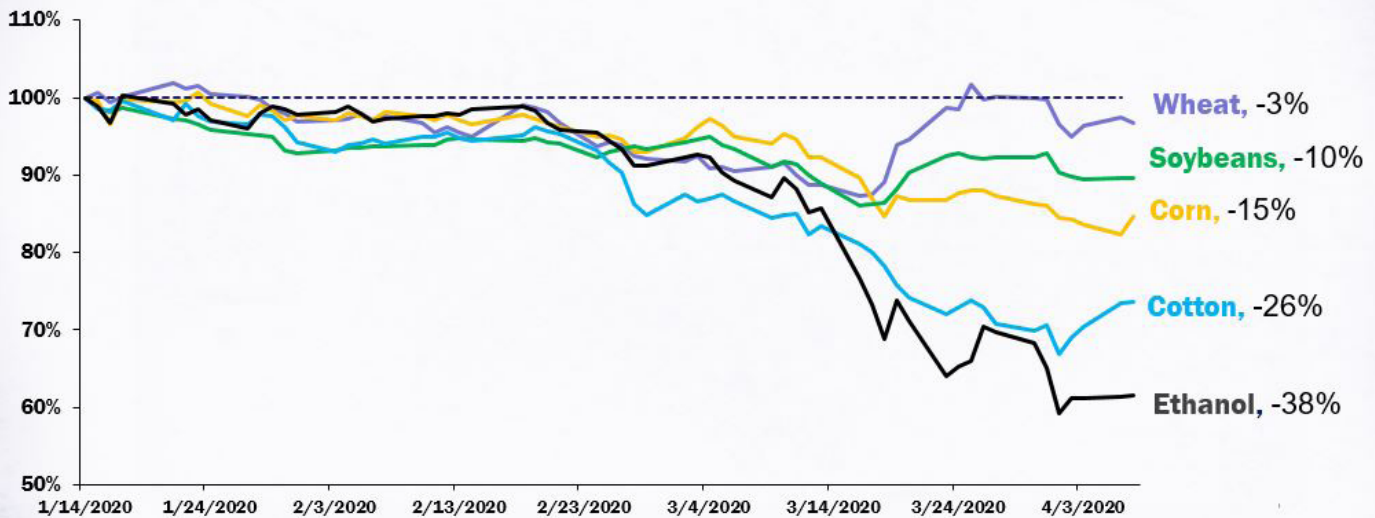
The higher demand for wheat-based products in U.S. groceries, Chinese purchases of wheat and the fact that winter wheat has already been planted help to support wheat prices. The May wheat futures price was down only 3%, or 18 cents per bushel. The May futures price for cotton, a product heavily dependent on manufacturing capacity abroad, declined by nearly 30% to 53 cents per pound. Figure 1 highlights the change in crop and ethanol futures prices since COVID-19 gripped the U.S.

Continued on page 10



Figure 1. Impact of COVID-19 on Corn, Cotton, Ethanol, Soybean and Wheat Futures Prices

Cumulative Percent Change in Price Since Outbreak Confirmed By China (January 14)



AMERICAN FARM BUREAU FEDERATION*

Source: Barchart, Farm Bureau Compilations

Figure 1 Impact on Livestock Futures Prices

A recent Market Intel article reviewed the impact of COVID-19 on wholesale beef prices and cattle futures prices (Pandemic Injects Volatility into Cattle and Beef Markets). Since Jan. 14, both June live cattle and lean hog futures prices have declined by more than 30% -- lean hogs are at nearly 40%. Live cattle futures prices settled at approximately 85 cents per pound, down 35 cents per pound since mid-January. The lean hog futures price settled at nearly 53 cents per pound, down 34 cents per pound.

Like cattle and hogs, milk futures prices have also fallen sharply. The May futures price for Class III milk (used to produce cheese) has fallen by nearly \$5 per hundredweight to approximately \$12.50 per hundredweight – a 28% decline. The futures price for Class IV milk (used to produce nonfat dry milk) had a more significant decline, falling by more than \$6 per hundredweight, or 34%, to less than \$12 per hundredweight. In response to the demand destruction for dairy associated with restaurant and school closures (albeit not in the beverage milk case) as well as the sharp downturn in prices, many milk cooperatives and processors were dumping distressed loads of milk. **Figure 2** highlights the impact on livestock-based futures prices and **Figure 3** highlights the dollar-value change in select agricultural futures prices.

Summary

Futures prices are the markets' expectation of a commodity's value at a specific future point. It gives the holder of the futures contract the obligation to buy or sell a specific volume of a commodity at a specified price, e.g., 200,000 pounds of milk or 5,000 bushels of corn.

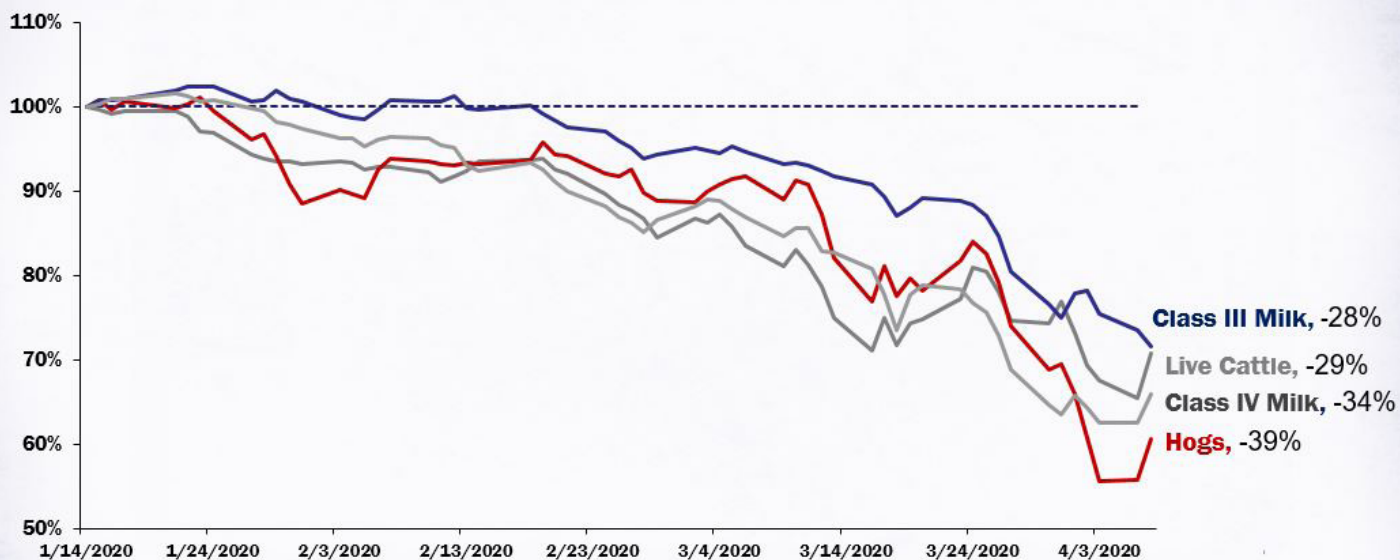
The economic uncertainty related to the impact of COVID-19 on the global economy and the demand destruction for many agricultural products contributed to significant price declines for ethanol, crops and animal proteins. The decline in futures prices likely coincided with declines in cash market prices as well.

While these commodity futures have declined significantly, one thing is certain, these futures prices are going to change. As more information emerges related to the duration of the COVID-19 self-distancing guidelines and a potential recovery is in sight, demand could rise, and increased prices could follow.

For more immediate support, the financial assistance in the CARES package will allow USDA to craft financial assistance packages such as direct payments, food purchasing programs, and cost-sharing programs to assist farmers who have experienced these significant price declines and loss of markets related to COVID-19, i.e., What's in the CARES Act for Food and Agriculture.

Figure 2. Impact of COVID-19 on Animal Protein Futures Prices

Cumulative Percent Change in Price Since Outbreak Confirmed By China (January 14)

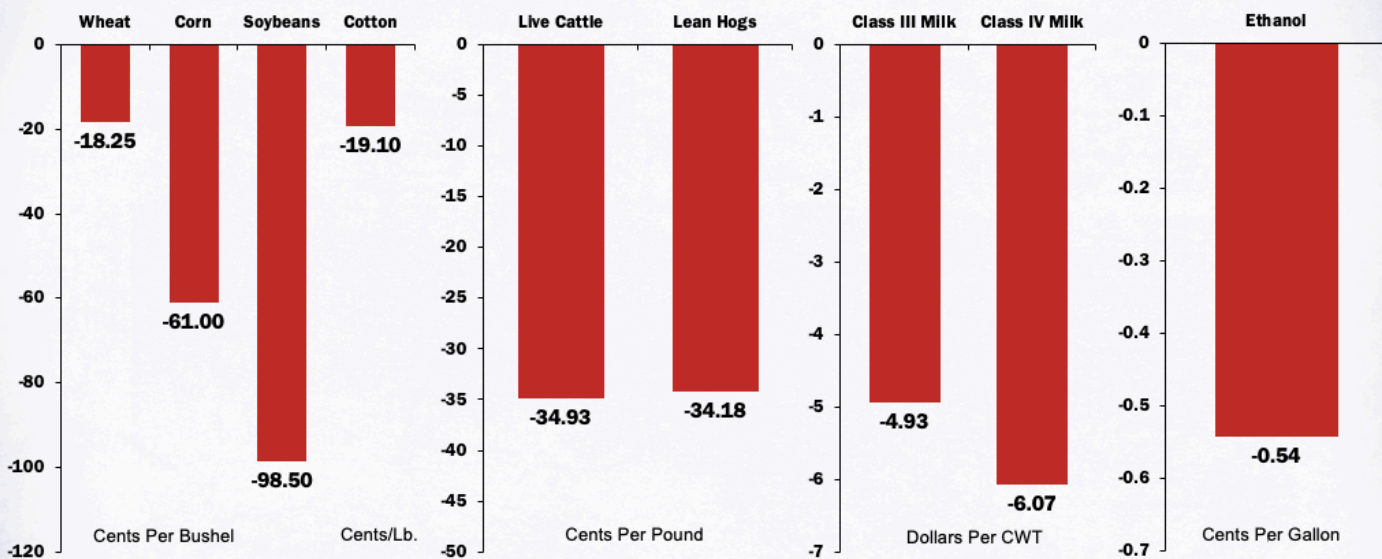


AMERICAN FARM BUREAU FEDERATION*

Source: Barchart, Farm Bureau Compilations

Figure 3. Change in Futures Price for Select Commodities

Change in Price Since Outbreak Confirmed By China (January 14)



AMERICAN FARM BUREAU FEDERATION*

Source: Barchart, Farm Bureau Compilations

HELPING WHERE WE CAN!



*Submitted by Todd Swick
Deputy Director - Agribusiness, Land and Minerals
Texas Department of Criminal Justice*

Offenders are not the only individuals that the Texas Department of Criminal Justice (TDCJ) Manufacturing, Agribusiness and Logistics Division (TDCJ) has a hand in rehabilitating.

Managed by the Texas A&M College of Veterinary Medicine and supported by the Parsons Mounted Cavalry, the Courtney Cares Program utilizes horses bred and raised by the Horse Breeding program at the Goree and Wynne Units to provide children and adults with disabilities the opportunity to heal. Participants are taught horsemanship and participate in equine-assisted activities with the goal of increasing cognitive and physical abilities.

The TDCJ horses have a temperament and training that makes them uniquely suited to support children and adults with physical and mental disabilities in their therapy sessions. The horses are as patient and kind as the volunteers themselves, which is a testament to the desensitization process the horses undergo while in the Horse Breeding Program.

TDCJ horses are handled within three days of being born and employees and offenders immediately begin establishing a bond with them that builds their trust in people. It is this trust that lays the foundation for a calm, even-tempered horse that can be utilized in a variety of ways, inside and outside of the agency.



“The horses are as patient and kind as the volunteers themselves”



PANDEMIC DISRUPTS PROCESSING CAPACITY, DRIVES SLAUGHTER NUMBER DOWN

Article and charts courtesy of <https://www.fb.org/market-intel/pandemic-disrupts-processing-capacity-drives-slaughter-numbers-down>.

Published April 28, 2020

Reports today suggest President Trump will sign an executive order announcing his use of the Defense Production Act to order meat processing plants to remain open during the COVID-19 pandemic. The president will use the DPA to designate these companies as critical infrastructure, and the federal government will provide additional protective gear for employees of these facilities. These actions take place against the backdrop of labor shortages at processing facilities, slowing throughput at plants around the country and even causing facilities to shut down due to the spread of COVID-19 among staff.

Strained Processing Capacity

Ranging from a few days to two weeks or even indefinitely, at least 18 plants have been closed down due to issues with COVID-19 over the previous two months. In some cases, the closures were due to outbreaks among workers at the plants. In other cases it is a struggle to keep workers, who are afraid of getting sick, coming into the plant. Some of these facilities, such as the JBS facility in Greeley, Colorado, have already reopened their doors. That makes estimating the country's processing capacity a moving target, but we can estimate that at times over the previous few weeks, pork processing capacity has been reduced by as much as 20% and beef processing capacity has been reduced by as much as 10%. These estimates are derived from publicly available information and company announcements about packing plants and further processing facility closures, it is not factoring in reductions in capacity due to slowing throughput and reduced line speeds at these facilities.

The kind of work that is done in meat processing facilities is often referred to as "elbow-to-elbow" and "shoulder-to-shoulder" work, meaning that when operating at or near full capacity, employees are in very close quarters. In an effort to protect employees, processing companies are implementing new policies (such as installing plexiglass barriers between workers, spacing employees further apart, etc.) and incorporating more social distancing in their facilities. These changes require operations to slow the flow of product through their lines, essentially reducing the country's processing capacity. This reduction is more difficult to quantify but has the potential to have more far-reaching impacts than direct plant closures.

One potential way we can gauge the impact of this reduced capacity is by examining actual slaughter numbers reported by USDA. USDA reports an estimated daily slaughter number, while a more official federally inspected slaughter number is reported on a two-week time lag.

Conclusion

While it is difficult to fully quantify COVID-19's impact on the animal protein supply chain, we can piece together a picture showing a significant disruption in the supply chain, with a roughly 30% reduction in weekly cattle and hog slaughter, and a 40% increase in the cutout value since March 15. The meat and livestock sectors are under increased pressure right now and the industry is preparing for more difficult times ahead. We don't yet know the details of the President's actions to address meat packing plant closures but are hopeful it will protect the health and safety of workers while keeping farmers and ranchers in the business of providing food for families across America.

Figure 1 shows total weekly cattle slaughter using the federally inspected slaughter numbers for the historical data, and the daily estimates for the past two weeks show the recent decline in slaughter numbers. Cattle slaughter has declined by 32% from its March high of 685,000 head, and 27% from the same week in 2019. Before the spread of COVID-19, 2020 was forecast to be a record year for beef and pork production.

Figure 1. Weekly Federally Inspected Cattle Slaughter Craters

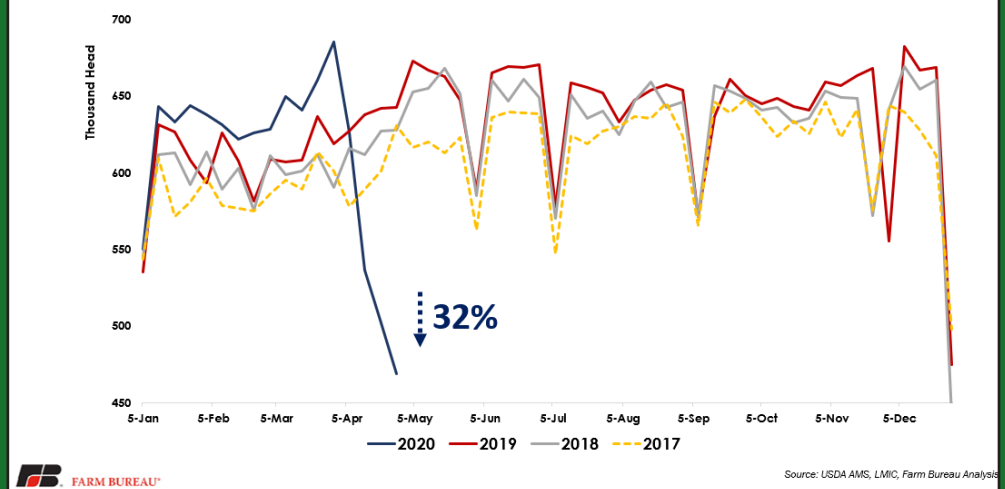
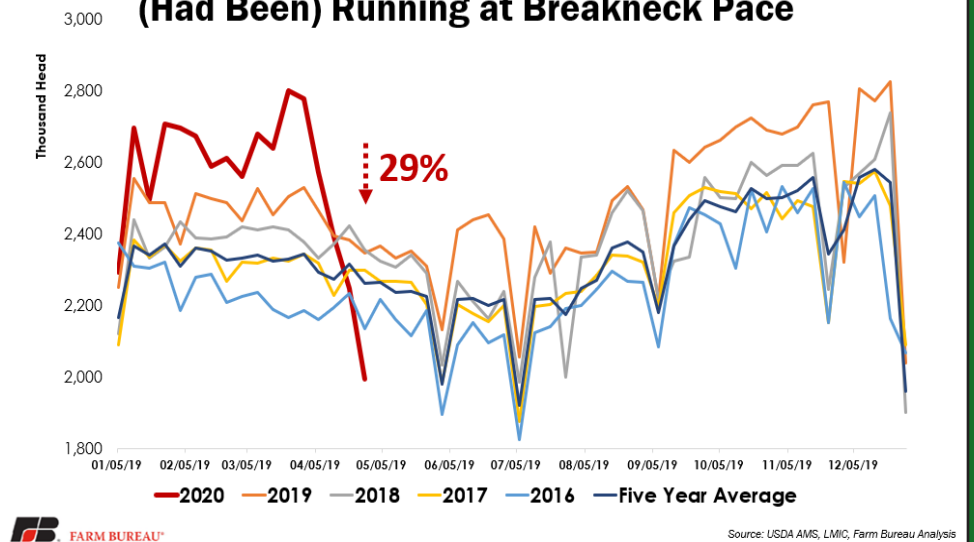


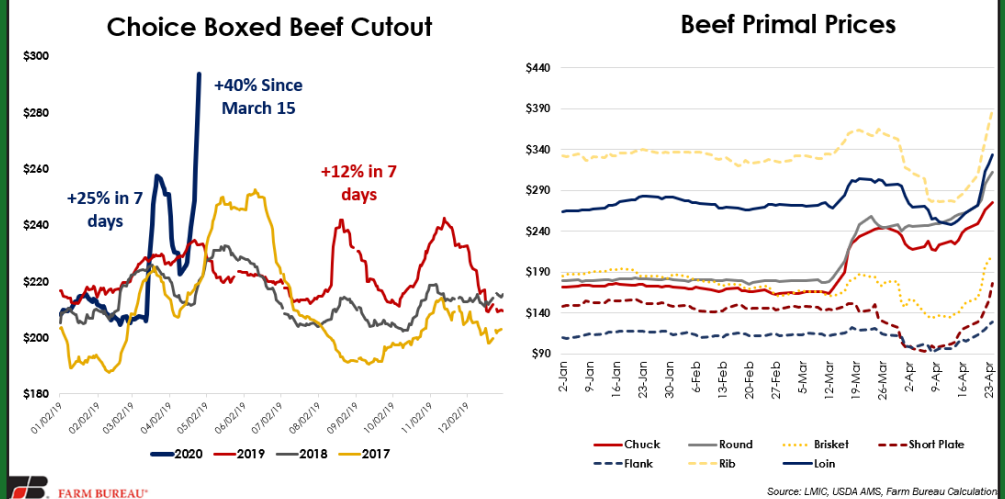
Figure 2 shows a similar story but for pork production. Hog slaughter has declined by 30% from its March high of 2.8 million head, declining by over 800,000 head to just under 2 million head in the most recent week. This slaughter number is a 15% decline from the same week in 2019.

Figure 2. Weekly Federally Inspected Hog Slaughter (Had Been) Running at Breakneck Pace



One thing that tends to accompany these types of disruptions in processing is a disruption in the meat markets as well. **Figure 3** shows the drastic changes in the beef cutout over the previous few months. The value of the beef cutout has risen an astonishing 40% since March 15, with the normal relationships between primal cuts thrown completely out of sync.

Figure 3. Beef Cutout Market Upended



Learn Online **With NCIA!**



NCIA's new **E-Learning Program** is an online professional development platform tailored to the needs of Correctional Industries professionals like you. Developed by subject matter experts in the field of CI, our online courses aim to help you strengthen your skills, learn new ones, and discover new ways of thinking about CI in disciplines including:

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- Soft Skills
- Certified Technical Skills/Apprenticeships
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ANNOUNCEMENTS



ACCEPTING BILL MAX MOORE AWARD NOMINATIONS

The Billy Max Moore Award is designed to focus attention on the degree to which excellence exists in our profession, and to recognize outstanding performance.

Email as a scanned document or mail the entire BBM application to:
john.raiford@vadoc.virginia.gov or 14545 Old Belfield Road, Capron, VA 23829

Questions:

Please call John (Kenny) Raiford at (757) 335-0750

Deadline for the Billy Max Moore Award application has been extended to MAY 31, 2021.

Visit www.naia.web to download the nomination application located in the “Home” section.

NOW ACCEPTING APPLICATIONS FOR SCHOLARSHIP RECIPIENTS

One main focus of NAIA is the continual advancement of our profession. We value the importance of individuals seeking careers in agribusiness. We look for ways to recognize those individuals by offering opportunities to provide scholarships to applicants that meet the established criteria.

Scholarships are awarded to individuals sponsored by NAIA members and are either a part time or full time students pursuing a bachelor's or graduate degree.

Todd Swick, Deputy Director - Agriculture, Land and Minerals at (936) 437-6655 or email to todd.swick@tdcj.texas.gov

Questions:

Please call Todd Swick at (936) 437-6655

Deadline for scholarship application is JULY 1, 2020 and will be awarded Fall 2020. These applications will be screened and selected by the Executive Board of Directors. The recipients will be notified prior to the annual conference. If you would like to nominate someone, please visit www.naia.web and download the scholarship application packet under the “Membership” section.



WHY YOU SHOULD CONSIDER AN AGRIBUSINESS CAREER



A career in agribusiness may not be high on your list of things to do, but if you have grown up in a farming community, it's a natural route. While it helps to have a good understanding of the agricultural business, an in-depth knowledge is not necessary. People working in agribusiness pursue a wide range of different careers, from helping farmers in sub-Saharan Africa develop a sustainable business to managing cattle ranches in Virginia.

It's never too early to start thinking about a career. Most people start to consider their options when they are making the transition from high school to college, so if you are currently weighing up whether to study for a science degree followed by a master of science in nursing, now is a good time to consider a career in agribusiness and open your horizons a bit wider.

Education vs. Practical Experience

There is no doubt that experience in agriculture will stand you in good stead, whether that comes from working on a farm or growing up in a farming community, but don't dismiss the benefits of education. Formal education is the best route into a career in agribusiness. Practical hands-on experience is highly beneficial, but a strong degree in a related field of study combined with experience will help you achieve your career ambitions more quickly.

Different Career Pathways

There are several different degree pathways students interested in a career in agribusiness should consider, but a BS in Agribusiness, or a closely related field is a good place to start. For most degrees in agribusiness, courses last for four

years and cover a wide variety of topics, including agricultural economics, farm product marketing and agribusiness management. This will give you a good grounding in the basics you will need if you want to start a new agricultural business or manage an existing business.

Career Advancement Opportunities

If you have ambitions to move up the management ladder within the field of agribusiness, it's a good idea to study for a masters in agribusiness. As with any master's program, you can expect to study related topics at a more in-depth level. Masters of agribusiness courses typically cover topics such as financial agricultural management, public policy and international marketing, so this would be a smart choice if you want to work for a global agribusiness company. Some data suggests that agribusiness job opportunities are in decline, but this is a highly diverse field of employment and there are always jobs available for the right candidates. If you have a talent for agribusiness and a willingness to work hard in your chosen field of study, you should have no problem earning a good annual salary, particularly if you strive for a senior management role.

Top universities offering degrees in agribusiness include Cornell, Iowa State, University of Georgia and Michigan State University. You may also wish to investigate online degree courses, such as a masters of science in nursing online, which are more flexible than traditional full-time courses. And for those already looking for agribusiness internships or jobs, be sure to check out AgCareers.com or AgExplorer.com.



INGREDIENTS:

4 - 6 garlic cloves
6 sprigs of fresh rosemary (about 4 inches each)
1 tablespoon extra-virgin olive oil
4lb. whole pork tenderloin
1 teaspoon Kosher salt
Fresh ground black pepper

Recipe

GARLIC & ROSEMARY PORK TENDERLOIN

<https://www.grillingcompanion.com/recipe/pork-tenderloin-recipe/>

HOW TO MAKE:

1. Peel, crush and finely mince the garlic on a cutting board.
2. Sprinkle the garlic with the salt and then use the back of the knife and a lot of pressure to start to rub the garlic into a paste. The salt will allow you to break the garlic down into a paste as you rub it with the back of the knife. Repeat the process until you get a nice paste consistency.
3. Remove and then mince the leaves of 4 of the rosemary sprigs, saving the stems and remaining sprigs until later in the recipe.
4. Combine the garlic, rosemary, olive oil and a few turns of black pepper in a small bowl and mix thoroughly to form a paste.
5. Pat the pork tenderloin dry with a paper towel and then rub with the garlic and rosemary paste.
6. Allow the pork to sit at room temperature for about 20 minutes to marinate.
7. Light the grill and prepare for medium direct grilling.
8. Once the grill is ready and the pork tenderloin has marinated for 20 minutes, throw the 2 remaining rosemary sprigs and reserved sprigs down into the fire and then immediately place the pork tenderloin over the now smoldering rosemary and then close the lid of the grill.
9. Grill for about 6 minutes and then open the lid of the grill and turn the pork tenderloin 1/4 turn. Treat the pork tenderloin like it has 4 sides, we are going to grill all 4 sides to get it nice and even.
10. Continue to grill the pork 6 minutes per side until it reaches an internal temperature of around 145 degrees.
11. Remove the pork tenderloin from the grill, cover with aluminum foil and let rest for 8 minutes before slicing.

