

South Dakota



75<sup>th</sup> Annual

# Convention & Trade Show

November 28-29, 2023

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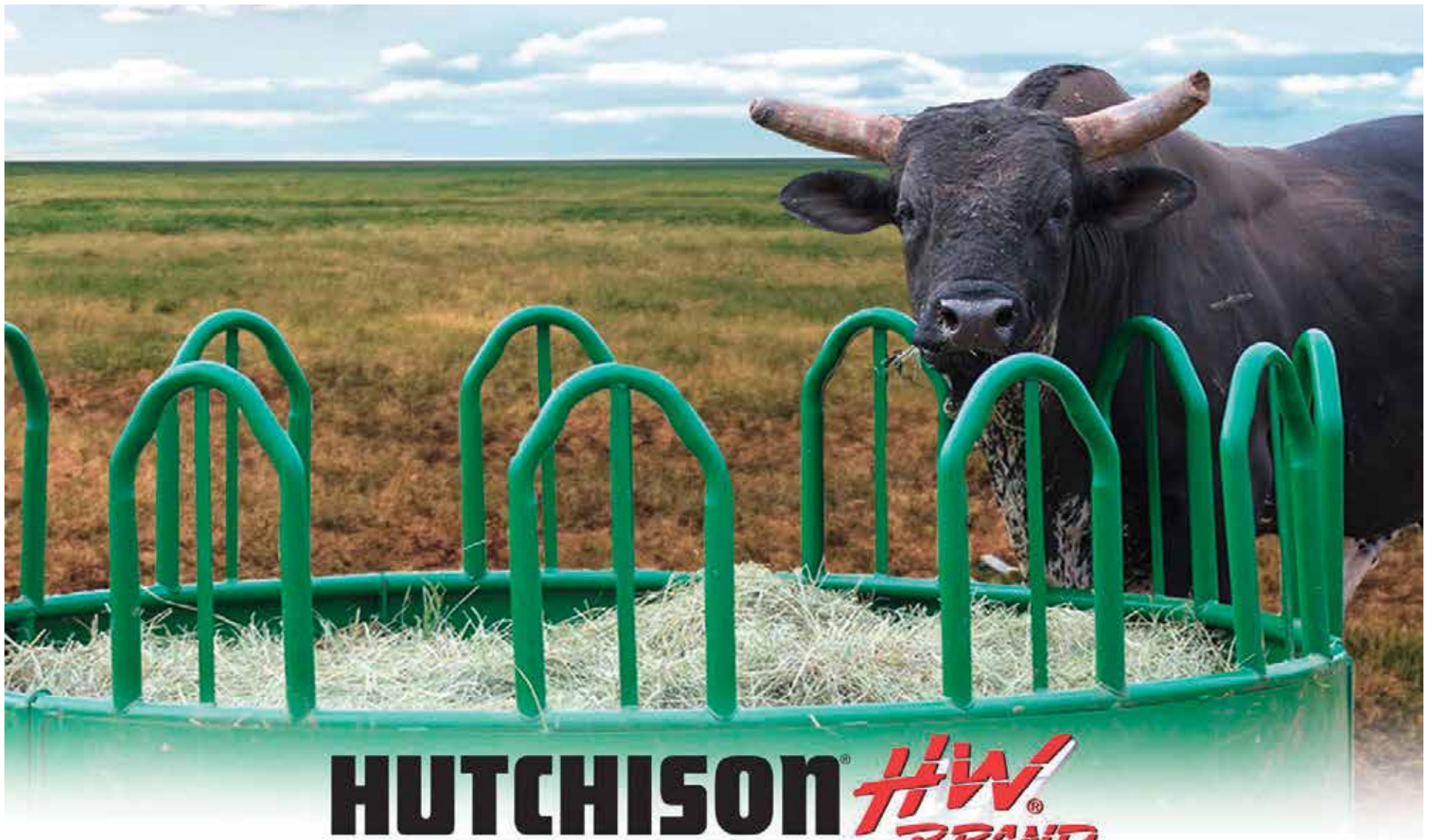
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CONVENTION SCHEDULE || CATTLEMEN'S EDUCATION SERIES || FEATURED PROGRAMMING || BUYERS GUIDE





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### **FS-300 BMR**

FS-300 BMR is the earliest BMR brachytic dwarf forage sorghum on the market. The tillering capabilities of this hybrid are unsurpassed, allowing for increased yields and ground cover. Maturity length is 88 days.



### **FS-3100 BMR**

FS3100 BMR is an Early, 100 day maturing BMR Brachytic Dwarf Forage Sorghum. The hybrid gets approximately 6 feet tall and has exceptional standability.

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75<sup>th</sup> Annual  
**Convention  
& Trade Show**

**November 28-29, 2023**

WATERTOWN EVENT CENTER & RAMKOTA HOTEL  
**WATERTOWN, SOUTH DAKOTA**

Kyle grew up on a row crop and cow/calf operation just outside of White Lake, SD. Kyle left the farm to earn a bachelor's degree in Agricultural Economics at South Dakota State University in Brookings while simultaneously earning a degree from Northern State University in Banking & Financial Services. At the tail end of his college tenure, Kyle began his career in banking and ultimately spent 4 years in primarily Ag & Commercial lending before moving to Pierre to work for the Governor's Office of Economic Development in January of 2019.

While in Pierre, Kyle was able to meet & spent time with several legislators and lobbyists to learn the art of lawmaking and how policy really makes the state tick. Additionally, as Senior Business Development Rep leading the value-add-

ed ag projects for South Dakota, he met his now colleagues & friends at A1 Development where he serves as a Development Consultant for ag, industrial, and commercial projects across the Midwest. In Addition to his current role A1, Kyle was elected to the Watertown City Council in June of 2023 and serves on the boards of the SD Ag Foundation, SD Development Corporation, SD Municipal League Tax & Policy Committee, Economic Development Professional's Association, and the SD Mule Deer Foundation.

Kyle met his wife, Kassidy, at SDSU and they have been married for just under 5 years. They have two children, Addie & Branch. When not chasing the kids around, Kyle enjoys being back on the farm/ranch, hunting, fishing, and flying.

## Convention Schedule - Tuesday, November 28, 2023

### 9:00 AM – 7:00 PM – Registration

SPONSOR:



### 10:00 – 11:00 PM – Ag & Food Policy

*Chairman: Sal Roseland*

The Ag & Food Policy Committee considers policy to ensure cattlemen are being represented and their needs addressed in laws and regulations. This committee also considers federal and state budget issues.

### 10:00 – 11:00 PM – Tax & Credit Committee

*Chairman: Austin Hawlik*

The Tax & Credit Committee develops policy on issues related to taxes, banking, and credit.

### 11:00 AM – 12:00 PM – Live Cattle Marketing / International Trade Committees

*Chairmen: Britton Blair & Drew Edleman*

The Live Cattle Marketing Committee develops policy to ensure live cattle marketing, grading, and transportation issues are addressed in an effective manner, allowing the beef industry to maximize profitability while consistently meeting consumer needs and increasing market share. Policy may include risk management; prompt payment for livestock and meat; effective regulation of weights and weighing practices; market news and statistical reports and reporting practices; packers and stockyards regulations; antitrust enforcement; and beef grading and transportation.

The International Markets Committee ensures that international marketing initiatives and trade policy are integrated, provides direction and support for USMEF activities, and coordinates with the U.S. market and global market to maximize opportunities. Policies developed by the committee are designed to:

1. Foster a positive regulatory and legislative climate to ensure the U.S. beef industry benefits;
2. Maintain access to international markets for beef, beef by-products, cattle, semen, embryos; and
3. Increases access and acceptance of U.S. beef in international markets.

**Noon - Lunch**



## Convention Schedule - Tuesday, November 28, 2023 (Continued)



### 1:00 – 3:30 PM – Cattlemen's Education Series | Seminar I

#### *Moving the Ag Industry Forward*

The first seminar in the Cattlemen's Education Series features ag industry leaders and partners within South Dakota's academic institutions working together to innovate advancements within the industry, train tomorrow's workforce, and expand markets and profitability for producers.

#### PANEL MODERATOR

*Kyle Peters*

#### PANEL PARTICIPANTS

*Dakota State University + Case New Holland*

*South Dakota State University + AgSpire*

*Western Dakota Technical College + Wall Meats*

### 3:30 PM – Trade Show Opens

### 3:45 – 4:45 PM – Property Rights and Environmental Management / Federal Lands Committees

*Chairmen: Nick Wilkinson & Carl Sanders*

The Property Rights & Environmental Management Committee develops policy to ensure property rights and environmental issues are identified and managed effectively and efficiently, thereby avoiding an adverse effect on beef purchases. The industry's strategic guidance and policy should involve consideration of methods for interacting with Congress, the executive branch, and the media.

The Federal Lands Committee considers policy using historical means and new data to provide for a viable cattle industry on federal lands.

### 3:45 – 4:45 PM – Cattle Health & Wellbeing Committee

*Chairman: Broc Mauch*

The Cattle Health & Wellbeing Committee considers issues that impact the health and quality care of cattle to ensure consumers receive safe and wholesome beef products.

### 4:45 PM – Trade Show Time *featuring Cattle Conversations with Second Century Habitat Fund: Partnering with Producers*

### 6:00 PM – Best of Beef Happy Hour

The Best of Beef Happy Hour is open to all attendees and vendors. The Best of Beef Happy Hour will feature heavy hors d'oeuvres showcasing the best of beef and celebrating our industry partners.

BEST OF BEEF HAPPY HOUR  
SPONSORS:



### 7:00 PM - Merck Roping Contest

New this year, bring your rope and enjoy a friendly competition with fellow cattlemen and women and a chance to win cash and prizes! The event is open to attendees, vendors, and the public. Thanks to Lake area Technical College Agriculture Department for running the contest!

## New to the Trade Show

# CATTLE CONVERSATIONS

Cattle Conversations will feature 20 minute "Ted Talk" style sessions focused on the ag and beef industry! Cattle Conversations will be located in the trade show making it easy for attendees to listen and learn as you network with vendors!

### TUESDAY, NOVEMBER 28

#### Second Century Habitat Fund: Partnering with Producers

The Second Century Habitat Fund is a nonprofit 501 c3 corporation that works with landowners, farmers, and ranchers to improve South Dakota's grasslands. Learn about programs available to producers to enhance conservation practices.

### WEDNESDAY, NOVEMBER 29

#### Blue Reef: Navigate the Cattle Market Confidently

Blue Reef is a team of dedicated market advisors backed by 80 plus years of combined experience. Blue Reef strives to provide the best tools to handle risk management by developing a plan that is tailored to your needs and operation.

#### Branding Your Herd and Your Business: Wrangling Success in the Digital Frontier

Katie Mauch and Calli Williams show you how to corral the world of marketing and social media in this short segment. Learn the importance of branding your business, the value of high-quality content and imagery, and how to put it to use for your operation.



## Convention Schedule - Wednesday, November 29, 2023

### 7:00 AM – 6:00 PM – Registration

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### 7:15 – 8:45 AM – Breakfast

### 8:00 AM - CattleFax Market Update



*Duane Lenz, CattleFax*

Duane began his career as a Market Analyst at Cattle-Fax in 1989, working with Texas, Colorado, Nebraska and Western U.S. feedlots and cow/calf producers. Duane also served as General Manager for CattleFax for ten years, stepping down from that role in September of 2021. He was also heavily involved with meat analysis. Duane retired as a full-time employee in January 2023 and now serves as a consultant for the CattleFax team. Prior to working at Cattle-Fax, Duane spent 9 years as a lamb buyer for Farmstead Foods Corporation (formerly Wilson Foods Corp.). He was raised 30 miles south of Denver on a diversified livestock operation. Duane is a graduate of Colorado State University.

CattleFax is a member-owned organization whose objective is to help member cattlemen make more profitable marketing and management decisions. CattleFax supplies its members, in all segments of cattle production and feeding throughout the United States, with timely market information, analyses and educational programs to assist them in making better bottom-line decisions. The information, including data provided by members, is developed by CattleFax's staff of market analysts and researchers. CattleFax information is available to members through a weekly printed report, in conversations with analysts on toll-free lines, and on video screens and personal computers.

### 9:30 AM – 11:00 AM – Annual SDCA Membership Business Meeting

SDCA members\* will gather to hear association updates, conduct business, and vote on proposed bylaw amendments.

*\*Must be an eligible SDCA member to vote.*

### 11:00 AM – Trade Show Time featuring Cattle Conversations with Blue Reef Agri-Marketing

*\*See previous page for more details.*

### 12:00 – 1:30 PM – Lunch & Keynote

SDCA welcomes Glen Newcomer as the 75th Annual Convention & Trade Show keynote speaker.

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Glen Newcomer is President of Newcomer Farms, Inc. and owner of Agtec, LLC. Currently operating 5,000 cropland acres in NW Ohio, Newcomer Farms is located on the original farm homestead and now is transitioning into the 6th generation. Agtec, LLC has provided seed along with crop insurance services to farmers for the past 40 years. Glen currently serves as Chairman of the Board of Redline Equipment, a Case IH dealership with 12 locations in Ohio, Michigan and Indiana. He earned his degree

from The Ohio State University Agricultural Technical Institute where he majored in livestock production. In addition to developing business partnerships, Glen has focused on transitioning the farm along with succession planning with the assistance of his business advisory board. His presentation will focus on the value of developing a business advisory board and what it brings to agricultural producers as they build lasting partnerships with others.



*Keynote Speaker*  
**GLEN NEWCOMER**

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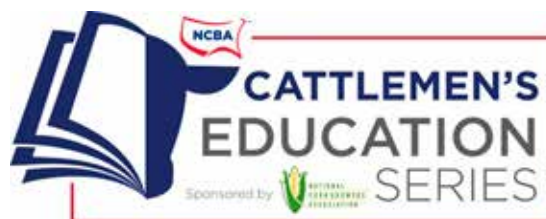


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WATERTOWN EVENT CENTER & RAMKOTA HOTEL  
**WATERTOWN, SOUTH DAKOTA**



## Convention Schedule - Wednesday, November 29, 2023 (Continued)



### 1:30 – 3:30 PM – Cattlemen's Education Series Seminar II

#### Build Your Business Team

The second seminar in the Cattlemen's Education Series builds on the keynote address, helping producers build their own business team.

#### PANEL MODERATOR

*Don Schiefelbein, NCBA Past President & owner and operator of Schiefelbein Farms*

#### PANEL PARTICIPANTS

*Kyle Peters, A1 Development*

*Kiera Leddy, Lawyer at Siegel, Barnett & Schutz*

*Alan Hojer, Manager & Legacy Consultant of "Keep Farmers Farming" a division of First Dakota National Bank*

*Heather Gessner, Extension Field Specialist  
Livestock Business Management at SDSU Extension*

### 4:00 – 5:30 PM – Annual SDCA Membership Policy Meeting

To conclude the annual business meeting, members\* will elect a slate of officers for 2024 and vote on policy resolutions as recommended by policy committees.

*\*Must be an eligible SDCA member to vote.*

### 5:30 – Trade Show Time

*featuring Cattle Conversations Branding Your Herd and Your Business: Wrangling Success in the Digital Frontier*

*\*See page 6 for more details.*

### 6:00 PM - Social Hour

### 7:00 – 8:30 PM - Cattlemen's Banquet & Leopold Conservation Award

### 8:30 – 11:00 PM – President's Auction Auctioneer Michael Drotzman

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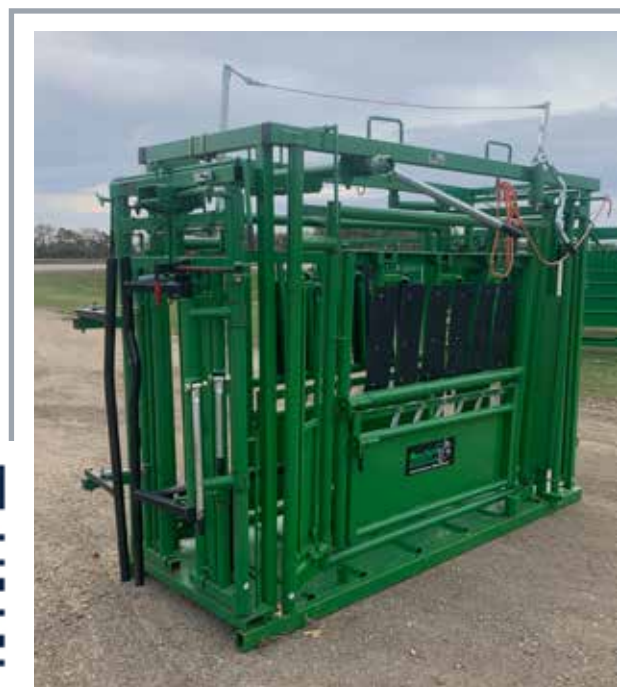
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75<sup>th</sup> Annual **Convention & Trade Show**

**November 28-29, 2023**

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WATERTOWN, SOUTH DAKOTA

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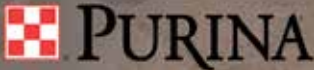
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# ISSUES OVERVIEW

## CATTLE AS A CLIMATE SOLUTION

Cattle play an important role in the carbon cycle by increasing our grasslands' carbon storage potential. Cattle consume grasses and emit methane as part of the ruminant digestive process that then combines with oxygen in the atmosphere and converts to

carbon dioxide. The carbon dioxide is then absorbed by grasses via photosynthesis, which are eaten by cattle, and the process starts over.

The acres grazed by cattle also provide wildlife habitat, water filtration, and valuable carbon sinks. Grazing curbs

invasive plant growth and builds deep root systems which improve soil health. Healthy soils retain more water, sequester more carbon, and increase the resiliency of our landscape. Cattle grazing keeps these open spaces healthy and free from development, protecting a key part of the American cultural and environmental legacy.

As we continue to face federal regulations and requirements to address environmental concerns, the South Dakota Cattlemen's Association (SDCA) advocates for cattle producers to have the resources and freedom to produce environmentally, economically, and socially sustainable beef.

## A WOTUS WIN

In early 2023, the United States Supreme Court issued a unanimous decision in *Sackett v EPA* rejecting the "significant nexus" test for determination whether a wetland is covered by the Clean Water Act (CWA). The court adopted the "continuous surface connection" test that states wetlands are jurisdictional only when they have a continuous surface connection to bodies that are waters of the United States in their own right, so that there is no clear demarcation between "waters" and "wetlands." In practice, this likely means that isolated wetlands and other ephemeral features may not be subject to federal CWA permitting requirements.

This fall, the Environmental Protection Agency (EPA) and the Army Corps of Engineers under the Biden Administration announced final Waters of the United

States (WOTUS) rules that conformed with the decision. The major amendments in the rule that will benefit producers include the elimination of "interstate wetlands" from the list of jurisdictional waters, removal of the significant nexus test when identifying waters as federally protected, and redefining "adjacent" as "having a continuous surface tension" when evaluating water features.

## OFF ACT

The Opportunities for Fairness in Farming (OFF) Act has been introduced as an amendment to the agriculture appropriations bill, which is the legislation that funds the United States Department of Agriculture (USDA). This amendment represents a direct attack on commodity checkoff programs, including the Beef Checkoff. If the OFF Act is enacted, the effectiveness of the Beef Checkoff would be greatly reduced, leaving grocery store chains and other consolidated retailers as the main groups promoting beef. These companies are also receiving heavy pressure from animal activist groups such as the Humane Society of the U.S., to minimize beef on grocery store shelves. Without the Beef Checkoff, farmers and ranchers will lose their ability to promote their products directly to consumers without interference from animal activists. SDCA has been working with our national partners to encourage Congress to vote no on the OFF Act and promote the positive impact the Beef Checkoff has on a state, national and international level.



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## FARM BILL

The SDCA represents cattle producers, especially when it comes to the policy decisions that will have an impact on your business. Grassroots policy development is the cornerstone to SDCA, with the policy passed by SDCA members driving the conversations with Congress as they work to enact the next Farm Bill. The SDCA advocates for continued funding for programs in the current Farm Bill as well as additional or expanded services that benefit producers.

While the House grapples with internal leadership issues, it's unclear when the next Farm Bill will be enacted, but SDCA continues to monitor and engage with our congressional delegation to ensure members' voices are heard.

## DISEASE TRACEABILITY

Animal disease traceability does not prevent disease, but it can provide vital information that helps producers, veterinarians, and state and federal officials respond rapidly and effectively during

an animal disease outbreak. Improved traceability can reduce the number of animals involved, streamline response times, safeguard the food supply chain, and allow unaffected producers to keep running their businesses safely. Electronic ID can play a role in improved traceability and SDCA continues to advocate for an affordable, safe, and reliable option.

## CELL CULTURED PROTEIN

Cell cultured protein or lab grown meat is being developed and in the case of one chicken product, is being served to consumers. It is critical to the beef industry that these products are accurately labeled to differentiate between the natural product and something that is lab-grown. The first major win for the industry was ensuring that the USDA conducts the same robust inspection and oversight to these products. The next step is ensuring consumers have access to transparent and accurate information about these products before these products hit the shelves.



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7cc **\$33<sup>65</sup>**

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# CELEBRATING 75 YEARS OF SDCA

***“If you do not take an interest in the affairs of your government, then you are doomed to live under the rule of fools.” –Plato***

BY KAYCEE MONNENS CORTNER

The sentiments of Plato reflect Kory Bierle's reason for involvement in the South Dakota Cattlemen's Association. He has been a part of SDCA for over a decade and is currently one of the South Region Directors.

According to Bierle, the SDCA serves as a network of producers from the local to the national level. He is a producer himself, with a cow/calf and yearling operation on the Bad River near Midland, South Dakota. As the number of cattle producers slowly shrinks nationwide, organizations like the SDCA offer a unified voice to advocate for the interests of producers like him.

“We're always facing political issues. With our involvement in the Cattlemen's, we can get our voices heard,” Bierle said. A highlight of his service in the SDCA was the opportunity to meet with all three South Dakota legislators this past summer – Senator John Thune, Senator Mike Rounds, and Representative Dusty

Johnson – to discuss the Farm Bill. “I feel it's important that we do that,” he said.

His fellow longtime SDCA member, Kurt Stiefvater, agrees with his sentiments. “Our senators and representatives want input from organizations,” he said. “But we have to speak as one voice and not just background chatter.” They find strength in numbers. The SDCA is well-respected in Pierre and Washington D.C., according to Stiefvater.

Stiefvater has been involved with the SDCA since the late 1980's. As not only a cattle producer but also a corn, beans, oats, wheat, alfalfa producer, Stiefvater appreciates that the SDCA involves all aspects of cattle production. All operations are represented, from the cow/calf and feedlot to backgrounding and finishing. “We get good representation that way,” he said.

The SDCA also maintains credibility by working with other allied agricultural industries, including those in finance, veterinary science, and grain production, according to Stiefvater.

Stiefvater's dad, John, was a founding member of the McCook County Cattlemen's Chapter in 1973 and remained active on the local, state and national level for 30 years and elected President of SDCA in 1992. John Stiefvater played a key role in revitalizing the SDCA in the 1990's.

The organization continues to evolve and adapt whenever necessary. Bierle is proud of the recent restructuring that he helped facilitate within the organization recently. The main purpose of the restructuring was to decrease the size of the board and increase the responsiveness to the membership.

Stiefvater also mentioned the importance of youth involvement through Junior Ambassadors, Student Membership, and Young Cattlemen's Council.

“It's fun to be part of and to see those younger guys taking over and getting involved. They all kind of honor the past and know that they have a legacy to carry on. It's really exciting,” said Bierle.

Politics will be ever-prevalent, says Bierle, which is why he encourages involvement on some level. He is not only the fifth-generation rancher on his operation, but also the fifth generation to be involved in a cattlemen's association. “My family has always felt that you had to be.” His great, great grandfather, a member of the Missouri River Cattlemen's Association, is featured on a plaque displayed in Wall Drug.

One of the best aspects of the SDCA is the roundtable discussions, according to Bierle, when great minds come together. “Hear as many different points of view as you can when you're debating and discussing an issue [...] When you get together and really discuss, you learn what the core issues are and what's at hand. Then you can come away with an informed, educated opinion and that's the whole basis of our structure here in America. We don't mind debating anything, but let's debate the facts and the issues, then we can all reach a conclusion.”





# 2023 Buyers Guide



## Advanced Ag Products BOOTH 24

All natural Feed additive products - granular, water-soluble, pelleted and/or tubs

Advanced Ag Products is an innovative all-natural nutraceutical company specializing in feed supplements for monogastric & ruminant species. Our By-O-reg+ gut health product line contains our proprietary CF20 coating technology; this plus our high-quality ingredients, offers customers a superior alternative to current synthetic practices.



## AgSpire BOOTH 41 Technical Assistance

Through our SustainAg Network, AgSpire provides technical expertise to invest in and improve your operation's natural resources and long-term resilience. Our advisors offer tailored guidance to implement practical solutions that benefit your land and business.



## Axiota Animal Health BOOTH 13 Animal Health

Axiota Animal Health provides products that support cattle health and reproduction during times of transition and stress.



## Bill's Volume Sales Inc BOOTH 47 Feeding Equipment

Bill's Volume Sales, Inc, started in Robert Pullen's feedlot in 1963, by William J. Pullen. The employees of Bill's Volume Sales, Inc. offer a combined mixer and electronic scales experience of over 200 years! Bill's Volume Sales, Inc., offers complete sales and service for ROTO-MIX® feed mixers, which includes horizontal, rotary, and vertical mixers, from 270 to 1505 cubic feet. In addition to ROTO-MIX®, Bill's Volume Sales, Inc. offers service for all major brands of feed mixers and, in fact has over 2 million dollars in parts inventory for mixers.



## Black Hills Federal Credit Union BOOTH 19 Financial products and services information

Since we opened our doors in 1941, we've been a South Dakota credit union dedicated to providing great service and excellent products you and your family need to succeed. We help members buy cars, move into homes, insure their assets, start a business, retire comfortably and much more.

We are a full-service credit union passionate about serving our members and improving lives in our community.



## Blue Reef BOOTH 3 Agricultural Risk Management

Blue Reef is a team of dedicated market advisors backed by 80 plus years of combined experience. Blue Reef strives to provide the best tools to handle risk management by developing a plan that is tailored to your needs and operation.



## Boehringer Ingelheim Animal Health BOOTH 10 Animal Health

As a global leader in the animal health industry, we are working on first-in-class innovation for the prediction, prevention, and treatment of diseases in animals.



## Cargill Animal Nutrition BOOTH 36 Animal Nutrition Products

Cargill Animal Nutrition is a business unit of Cargill that offers a range of animal feed and nutrition products and services for producers, feed retailers and feed manufacturers. Some of the brands under Cargill Animal Nutrition are Provimi, Vigortone and Nutrena.



75<sup>th</sup> Annual

# Convention & Trade Show

## November 28-29, 2023

WATERTOWN EVENT CENTER & RAMKOTA HOTEL  
WATERTOWN, SOUTH DAKOTA



# 2023 Buyers Guide



## Central Bank BOOTH 4

*Banking and Insurance Products*

Make It Happen. That's the nature of being a part of Central Bank. Our small-town roots and dedication to the communities we serve push us to help our customers and communities to accomplish great things. We're family-owned, and decisions are made locally -- not in a distant skyscraper. So whether it's a mortgage, a small-business loan, operating funds for an ag operation, or a new checking account, our employees go above and beyond to make Central Bank work for you and the communities in which we all live.



## CHS, Inc. BOOTH 32 *Feed*



PAYBACK® — FEED THAT PAYS YOU BACK WITH PERFORMANCE. Whether you buy Payback® feed by the bag or the truckload, you get wallet-smart nutrition plus expert services that deliver a proven return on your investment. Every product in the Payback line is carefully formulated with the highest-quality ingredients. It's dependable, hardworking feed designed to improve your animals' health, performance and production and give you the results you expect from CHS.



## Dakotaland Feeds, LLC BOOTH 11

*Feed and Feed Consulting*

Dakotaland Feeds is a livestock feed manufacturer based in Huron, SD with additional locations at Cavour, Kennebec, and Herreid, SD as well as Medina, ND. Partially owned by Purina Animal Nutrition, Dakotaland Feeds is a licensed manufacturer of Purina products and also sells Purina's full product line. Our focus on customer service means that we have a team of feed consultants covering most of North and South Dakota to support cattle producers in their nutrition needs. We work with dealers throughout South Dakota to provide local availability of livestock feeds. We are focused on creating solutions for the sustainability of our livestock producers.



## DCN Insurance BOOTH 38

*Livestock Risk Protection and Pasture, Range and Forage Rainfall Index Insurance*

DCN Insurance in Clear Lake, SD is the cattleman's leader in providing knowledgeable service for livestock insurance products such as LRP (Livestock Risk Protection) and PRF (Pasture, Range and Forage) Rainfall Index insurance products. We also offer MPCI (Multi-Peril Crop Insurance) as well as Private Hail insurance on crops. DCN takes pride in specializing in the best products available to cow/calf and feedlot operators.



## Elanco Animal Health BOOTH 8

*Cattle Animal Health products*

Elanco is a global leader in animal health dedicated to innovating and delivering products and services to prevent and treat disease in farm animals and pets, creating value for farmers, pet owners, veterinarians, stakeholders, and society as a whole.



## Elite Feeds & Nutrition Inc. BOOTH 53

*Feed and the X-Feeder Mineral Feeder*

Independent livestock feed company which prides itself in customer service and product quality. We'll showcase the X-Feeder is a Free Choice Mineral feeder we have designed and released this summer along with our own line of feed.



## Ever.Ag BOOTH 33

*Risk Management Services*

Ever.ag provides price risk management solutions across the agricultural commodity supply chain. Our efforts serve everyone from the farm producer to the commercial end-user, and anyone in between who has exposure to commodity price risk. Our mission is to arm our clients with the right tools and information for participation in a very competitive marketplace.



## Fair Manufacturing BOOTH 29

*Equipment*

Fair Manufacturing is a longstanding family business located in Yankton, SD. Fair Manufacturing specializes in livestock feeding, bedding and haying equipment and snow removal equipment. Our products are utilized throughout the United States by means of machinery dealerships and direct sales.



75<sup>th</sup> Annual **Convention & Trade Show**

**November 28-29, 2023**

WATERTOWN EVENT CENTER & RAMKOTA HOTEL  
WATERTOWN, SOUTH DAKOTA





**First Dakota National Bank  
BOOTH 56**

*Banking/Ag Lending*

First Dakota National Bank became the first fully chartered bank in Dakota Territory when it opened its doors in 1872. Stop by their booth as they celebrate 150 years as South Dakota's original bank and learn about the services they provide from personal, business, or ag banking services. First Dakota prides themselves on offering you the hometown touch, complete with unparalleled customer service.



**Gallagher AM North America  
BOOTH 26**

*Electrical Fencing, Watering, Scales*

Since 1938, we've been helping farmers to harness the power to farm by delivering world-leading animal management solutions, that enable customers to operate responsibly, productively, and profitably. We lead the market in electric fencing, weighing and electronic identification (EID), data collection, and wireless water monitoring systems.



**Glacial Lakes Energy  
BOOTH 46**

*Wet, Dry and Modified Distillers Grains, Distiller's Corn Syrup, and Distillers corn oil*

With four ethanol plants scattered around South Dakota, we are well positioned to provide you with quality feed ingredients at wholesale prices.



**HTS Commodities, A Division  
of Hilltop Securities  
BOOTH 12**

*Commodity Risk Management*

HTS Commodities brings hands-on experience and a full suite of services to developing hedging and trading strategies for ranchers and commercial cattle feeders, small and large farmers, other agribusiness entities, and various other commodity producers.

**J&R Distributing  
BOOTH 17**

*Feed*



J&R Distributing is a nutrition company specializing in providing quality feed ingredients for all your livestock needs.



**Lilac Lane Media  
BOOTH 42**

*Radio/media and NCBA  
Marketing Ambassador*

Lilac Lane Media can meet your needs as an event speaker, sales trainer for your organization and it's owner, Bridgette Readle is the Ag Director for WDAY Radio/Flag Family Media of Fargo, ND. Bridgette is also a Marketing Ambassador for NCBA's #CattleCon24. If you're interested in attending the convention, Bridgette can provide you with details and ideas of what might be important for you at the variety of events! She is also here to share tokens of appreciation from NCBA for you as you prepare to travel to the convention in February. Lilac Lane Media is also a member of the AgMafia who can provide further agronomy & sales training for your business! They are the hosts of Agronomy On Ice 2023; please stop by to learn more today!



**Merck Animal Health  
BOOTH 40**

*Animal Health*

Merck Animal Health, a division of Merck & Co., Inc., Kenilworth, N.J., USA, is the global animal health business unit of Merck. Through its commitment to The Science of Healthier Animals®, Merck Animal Health offers veterinarians, farmers, pet owners and governments one of the widest ranges of veterinary pharmaceuticals, vaccines and

health management solutions and services as well as an extensive suite of digitally connected identification, traceability and monitoring products. Merck Animal Health is dedicated to preserving and improving the health, well-being and performance of animals and the people who care for them. It invests extensively in dynamic and comprehensive R&D resources and a modern, global supply chain.

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THE MARKET.**

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### Midcontinent Livestock Supplements BOOTH 5

Low-Moisture Molasses Tubs

Midcontinent Livestock Supplements (MLS) has been successfully manufacturing low-moisture molasses supplement tubs and setting the standard for high-quality feeding products for over 30 years. MLS, incorporated as a family-owned business in 1987, has been providing superior products that fit any livestock producers' needs. MLS high performance, low-moisture cooked molasses tubs provide controlled, consistent supplement delivery to most species of livestock.



### National Cattlemen's Beef Association BOOTH 45

National Cattlemen's Beef Association Memberships

Founded in 1898, the National Cattlemen's Beef Association is the nation's oldest and largest trade association representing cattle producers. With offices in Denver and Washington, D.C., NCBA is a producer-directed organization focused on promoting the policies created by Cattlemen for Cattlemen.



### NextGen AgTech BOOTH 23

Feedlot Software

NextGen AgTech provides reliable, user-friendly, modern feedlot management software that tracks health, finances, shipping/receiving, feeding, commodities, and more. Endless excel sheets and lack of support are a thing of the past, let us do the paperwork and step into the next generation.



### Numzaan Safari BOOTH 16

African Safari

Numzaan Safaris translates to 'Mr. Safaris' in the native tongue. Founded in 1993, owners Stef and Lenette Swanepoel, along with their three sons Jaco, Hano, and AJ, have grown their brand to international acclaim. Their love for the wild and dedication to conservation and the tradition of hunting have worked to establish Numzaan Safaris as one of South Africa's premier outfitters. Today, this family-run enterprise offers excellent rates and booking conditions, ensuring that our valued clients receive the most comfort, peace of mind, and excitement for their money.

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### Perfect solution for natural ventilation in livestock & dairy buildings

- Electric motor operates on a simple drum switch
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- Compatible with all building types (wood, steel, hoop, masonry)
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- Galvanized tubing for a strong, affordable and secure environment
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- Sizes from 24' to 140' wide by unlimited lengths

### Less stressed, more relaxed higher, faster weight gain and increased profits

**Building Applications**

- Salt & Sand Storage
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- Factory Cold Storage
- Equipment Maintenance Shop
- Cattle & Dairy Facilities
- Hog & Poultry Facilities
- Grain & Hay Storage
- Riding Arenas
- Rush-Co Makes Replacement Covers For All Brands





**Performance Livestock Analytics**  
**BOOTH 34**  
*Cattle Technology*

Performance Livestock Analytics is a technology company specializing in feed, performance and animal health record keeping.



**Prime Pursuits**  
**BOOTH 39**  
*Promoting Prime Pursuits, recruiting program cattle*

Become a partner with Prime Pursuits. We are satisfying our customers need for high-quality beef at everyday low prices. McClaren Farms, our private label at Walmart, was launched in 2021 and is currently in 565 stores in the southeast. We are providing the finest Angus beef to Walmart customers.



**Prime Risk Management, LLC**  
**BOOTH 27**  
*Livestock Insurance*

Prime Risk Management is a full-service insurance agency that strives to provide the highest quality service in the industry. Our risk management tools allow producers to offset risks that could negatively effect their operations. Pasture, Range and Forage (PRF) and Annual Forage protect against below average rainfall. Livestock Risk Protection(LRP) protects against falling cattle prices. Multi-Peril Crop Insurance(MPCI) protects crops against adverse growing conditions and market failures. Let us educate you on value and protection these subsidized risk management products can provide to your operation.



**Real Tuff Livestock Equipment**  
**BOOTH 48**  
*Maternity Pen*

Real Tuff Livestock Equipment is a family owned and operated cattle handling equipment company. Dave Dahblerg, owner and rancher, has been making safe, strong and simple cattle equipment since 1994. While Real Tuff has it's headquarters and mother plant in Mobridge, SD, we have added Milbank, SD as a crucial plant building double alleys and hydraulic squeeze chutes. We are the research and development team for a our product and will provide you with the best product and customer service.



**Renovo Seed**  
**BOOTH 7**  
*Forage, cover crop, and perennial grass seed-ing products.*

Renovo Seed™ takes a diverse approach to achieve profitability and long-term land resiliency for farmers, ranchers, and landowners. With Renovo Seed, you can keep your seed choices simple and achieve your land use and profit goals. From forages, to cover crops, to conservation, the Renovo Seed lineup includes practical and profitable recommendations for success. Backed by Millborn's powerful supply chain and streamlined logistics, the Renovo team of land-use experts offers a robust seed inventory with prebuilt, proven to work seed mixes.



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Bloomfield, NE 402-373-4449    Hartington, NE 402-254-3908    Wayne, NE 402-375-3325

[Grossenburg.com](https://Grossenburg.com)





# 2023 Buyers Guide



## SD Grassland Coalition BOOTH 25

*Grassland management*

The South Dakota Grassland Coalition began in 1997 as a response to a need for greater education regarding conservation and management of grasslands. It is a producer-driven organization with an emphasis on management of private land. The volunteers on the nine-member board are all landowners involved in production agriculture. They work with a number of other partners to bring up-to-date, science-based, production proven educational opportunities and information to grass managers and the general public in our state.



## Shearwell BOOTH 6

*Herd Management Software, EID Ear tags, RFID readers*

We provide a complete livestock management system allowing farmers to collect and collate data to help them make better-informed business decisions.



## Sioux Automation Center Inc. BOOTH 31

*Ag equipment including TMR feed mixers, roller mills, silage baggers, manure spreaders, and ag scales and systems.*

Sioux Automation Center, Inc. (SAC) is an equipment manufacturer based in Sioux Center, Iowa. SAC offers a diverse portfolio of ag equipment including: TMR mixers, silage baggers, dry manure spreaders, roller mills, and scale parts and systems, along with 24/7/365 parts and service.



## South Dakota Beef Industry Council BOOTH 44

*Beef Checkoff Information and Beef Nutritional Information*

The South Dakota Beef Industry Council is working to increase demand for beef by investing South Dakota's \$1 Beef Checkoff in Promotion, Research and Education.



## South Dakota Soil Health Coalition BOOTH 43

*Sustainability*

The South Dakota Soil Health Coalition is a producer-led non-profit organization dedicated to increasing sustainable agriculture production through diversification and improved soil health. The Coalition directors – nine producers farmers and ranchers from across the state – and the staff members promote the successful integration of livestock on the landscape through carefully managed grazing of rangeland, cover crop grazing, and improved animal health. The Coalition maintains the South Dakota Grazing Exchange, a free website designed to help livestock owners and landowners find available forage resources and form private grazing agreements. The Coalition strives to achieve its mission by educating producers and aiding them with the adoption of sustainable practices. Major projects and membership benefits include: field walks and workshops, annual Soil Health School, annual conference, mentoring network, bi-monthly newsletter, informational videos, public service announcements, and the distribution of soil health education kits to school groups. Additional information can be found at [www.sdsoilhealthcoalition.org](http://www.sdsoilhealthcoalition.org).



## StockGuard BOOTH 9

*Livestock Risk Protection Software*

Stockguard is a leading livestock risk management producer. With the goal of making risk management solutions more accessible for livestock producers across the country, Stockguard makes it possible for all farmers to protect their investments against unexpected financial risks. As part of its initiative to fill an industry gap, Stockguard's team developed an easy-to-use portal, which allows users to track national market prices in real-time and order customized policies with only a few clicks. Stockguard is dedicated to bringing simple, transparent, and affordable risk management to all livestock producers.





### Ten Corp Inc/Cattlemen's Heritage Beef Co. BOOTH 35

*Cattle Comfort Facilities (Beef Confinement) and Shares for a New Cooperative Beef Processing Facility*

Ten Corp Inc & Cattlemen's Heritage: Ten Corp Inc is the industry leader in the construction of cattle comfort facilities, Partnering with you to build a better way to feed cattle. Cattlemen's Heritage is a corporation with its roots in livestock production and barn construction who will build a \$520 million beef processing facility in Mills County Iowa. The Cattlemen's Heritage facility will deliver high quality beef products from Midwest family farms to the consumer.

### THE CATTLE BUSINESS WEEKLY *For Cattlemen by Cattlemen*

### The Cattle Business Weekly BOOTH 37 Newspaper

The Cattle Business Weekly has become a popular source of information for cattlemen and women throughout our 9 state region. We aim to provide articles to educate and entertain those that raise cattle or enjoy the lifestyle. The Cattle Business Weekly, based in Philip, S.D., provides beef cattle industry news, market reports, and event coverage for South Dakota and the surrounding region. Founded in 2005 "For Cattlemen, by Cattlemen", the weekly newspaper and annual Cattle Business Herd Reference Guide has quickly become a trusted source of information in many farm/ranch homes and agribusinesses. In addition to the weekly paper, we publish South Dakota Angus News, Charolais Country, & Range & Pasture Journal. We also provide ring service and produce sale catalogs and other promotional materials for customers.



### Tri-State Livestock News BOOTH 14 Newspaper

Tri-State Livestock News  
Farmer & Rancher Exchange  
1501 5th Ave Belle Fourche, SD 57717  
www.tsln.com 877-347-9100 Toll Free

For more than five decades, Tri-State Livestock News has established a strong reputation as a leading publication within the livestock industry. Much of Tri-State Livestock News' growth and success is due to the long-term support from livestock producers and ag businesses in South Dakota, Wyoming, Montana, Nebraska, North Dakota, Minnesota, Iowa, Colorado and Kansas. Published every Saturday, Tri-State Livestock News is the commercial cattlemen's publication, located in the heart of one of the greatest beef producing regions in the world. We look forward to serving the needs of livestock producers with timely editorials and advertisers who serve the livestock industry. Please stop by our booth to subscribe, advertise, or just visit. Check us out online at www.tsln.com, updated daily.

The Farmer & Rancher Exchange's first issue was published in the spring of 1981. The bulk of our distribution centers in South Dakota, Nebraska, Wyoming, North Dakota and Montana. We are proud to say many of the businesses that began advertising in 1981 continue to advertise with us today. The Farmer & Rancher Exchange is the largest weekly advertising publication distributed free in the upper Midwest region. It is truly the "buy and sell bible" for a seven-state area. Hundreds of businesses advertise in Farmer & Rancher Exchange including livestock markets, vehicle dealers, farm machinery and equipment dealers, antique dealers, realtors, auctioneers, seed, feed retail, grocery and building material businesses. In the spring of each year, hundreds of registered livestock producers promote their livestock production and/or private treaty sales.



### Hurley & Associates BOOTH 2 Agri-marketing Centers

Our Mission at Hurley & Associates is to help our clients achieve economic stability while maintaining the dignity and value of the farm family. We help agricultural producers secure revenue through proactive, business-minded decision making.

Our disciplined approach to marketing is individualized to each farm's financial outlook, environmental factors, logistics and personal needs. Partnership is a core value at Hurley and Associates. We seek to work collaboratively with other key partners supporting the farms we serve to create a holistic approach to their market plan.

## LAKESIDE LIVESTOCK EQUIPMENT

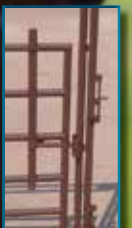
### PORTABLE LOADING CHUTES

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# 2023 Buyers Guide



## U.S. Senator Mike Rounds BOOTH 30

### Constituent Services

On January 6th, 2015, Senator Marion Michael "Mike" Rounds was sworn into the United States Senate. Senator Rounds serves on five committees: Senate Armed Services; Banking, Housing and Urban Affairs; Indian Affairs; Veterans' Affairs; and the Select Committee on Intelligence.

Rounds previously served as the 31st governor of South Dakota from 2003 – 2011, easily winning reelection in 2006. From 1991 to 2000, he was elected five times to the South Dakota State Senate. In 1995, his colleagues selected him to serve as Senate Majority Leader, a position that he held for six years. During his time in state government, Rounds was committed to growing the economy, keeping taxes low and strengthening South Dakota families.

A lifelong South Dakotan, Senator Rounds was born in Huron, the eldest of 11 children. He earned a bachelor's degree in political science from South Dakota State University. In the private sector, Rounds built a successful insurance and real estate business with offices throughout the state. He resides in Fort Pierre and is the proud parent of four grown children and 10 grandchildren.



## Ward Laboratories, Inc. BOOTH 21

### Agricultural Laboratory Testing

Ward Laboratories, Inc. is a full-service agricultural testing laboratory analyzing soil, feed, forage, plant, water, manure, and fertilizer samples. We aim to provide information needed to make critical production decisions. Participation in proficiency programs and trained, educated personnel ensures accurate, precise, and reliable test results. Our goal to fully serve farmers and ranchers is accomplished through consultation by professional staff before, during, and after testing.



## Y-Tex BOOTH 15

### Y-Tex Cattle Identification Tags, EID Tags, Insecticide Tags, Insecticide Pour On.

Y-Tex is a third generation family owned corporation, established in Cody WY in 1967. We manufacture cattle identification tags in both a one piece tag and a two piece button tag. We also manufacture EID tags, as well as Insecticide Tags and Insecticide Pour On for cattle and horses.

We are proud to say that everything we manufacture is made right here in the USA!



## Zoetis BOOTH 20

### Pharmaceuticals

Zoetis is the world's leading animal health company. Our name comes from "Zoe," the Greek word for life. The use of science to sustain life is at the foundation of everything we do. How can science create longer, more fulfilling lives for pets? Better life-saving treatments for veterinarians to use? More sustainable livelihoods for ranchers and livestock farmers, with safer food for the people they serve?

We answer all of these questions through a mixture of innovation and compassion, leaning on cutting-edge technologies and deep-seated connections to our communities to create advancements in animal health vaccines, medicines, diagnostics and technologies. We ensure science is always at the center of our journey forward.



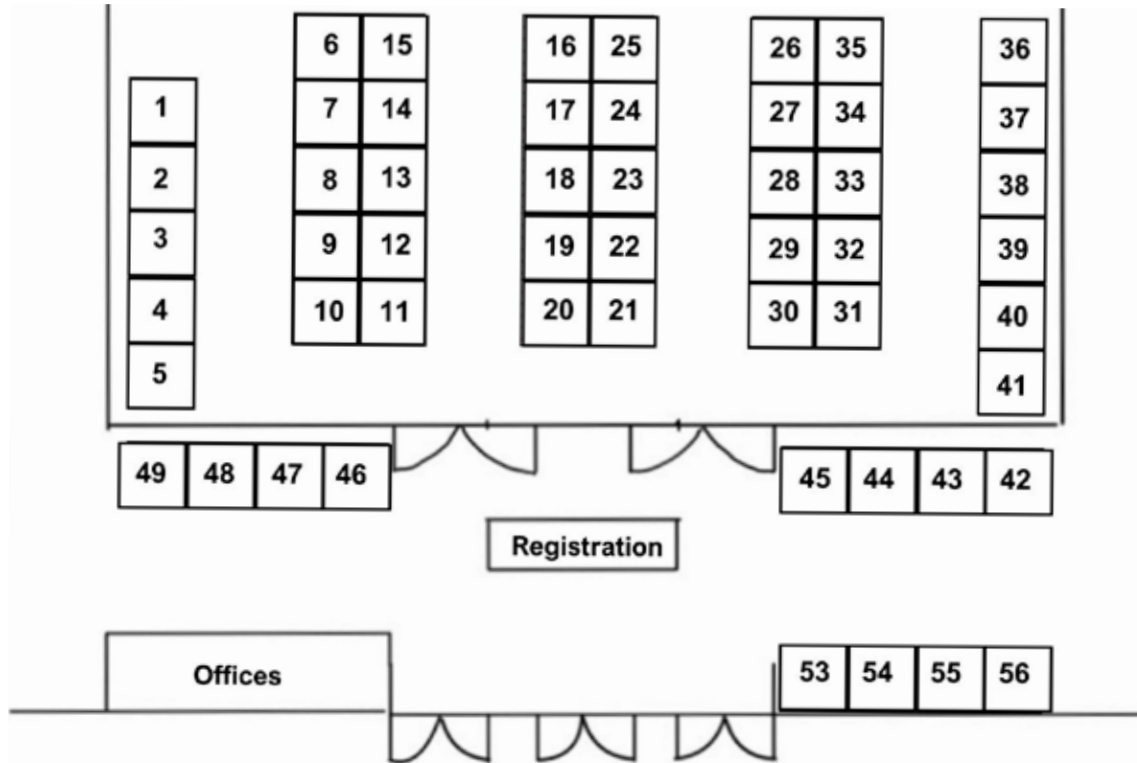
75<sup>th</sup> Annual

## Convention & Trade Show

**November 28-29, 2023**

WATERTOWN EVENT CENTER & RAMKOTA HOTEL  
WATERTOWN, SOUTH DAKOTA





# November 28-29, 2023

## WATERTOWN EVENT CENTER & RAMKOTA HOTEL WATERTOWN, SOUTH DAKOTA

# TRADE SHOW MAP



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### Cattle Guards

- Heavy duty Cattle Guards will stand up to the heaviest equipment or trucks. They are 16' wide by 8' across.



Pointed Fir Posts



### Freestanding Corral Panels

- We sell MFG 5' x 24' freestanding corral panels manufactured by Wolles MFG.
- The panels are super strong made from 2-7/8" well pipe and 7/8" rod.
- The arched legs give better stability on uneven ground.



Guardrails



Railroad Ties

NOW AVAILABLE - Drill Stem in 2 7/8", 2 3/8" & 2"



Continuous Fence



Macksteel Hanging Bale Feeder



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South Dakota



## WHY JOIN SDCA?

The SDCA is a grassroots organization consisting of five regions – Western, Southern, Southeast, Northeast, and Northern. Within those regions are 16 local affiliates that also provide opportunities for members to be involved in their local communities. Three Councils focus on specific segments of the industry, Cow-Calf Council, Feeder Council, and Young Cattlemen's Council.

Each region and council elect representatives to the state Board of Directors. These

volunteer leaders are the voice at the state level. The members' policy is created through a policy committee and voted on by membership at the SDCA's Annual Meeting. The SDCA represents that policy to the legislature, state agencies, consumer groups, and media which provides a statewide voice for today's beef producers.

In addition to being a statewide voice, members of SDCA leaders and staff work closely with South Dakota's congressional delegation on federal issues. SDCA is also affiliated with the National Cattlemen's Beef Association (NCBA), which means that you have a seat at the table and a vote in the decisions made at the national level. The NCBA Washington office is considered one of the most effective lobbying groups on Capitol Hill, and not to mention that NCBA is the only cattle organization that has full time lobbyists to communicate to those affecting agriculture at the federal level.

We encourage you to go to [sd cattlemen.org](http://sd cattlemen.org) and check out the membership opportunities available. SDCA has a membership that is right for everyone – from ranch memberships, individual producer and student memberships, to corporate and business memberships.

Not only is your voice being heard at the local, state, and national level, your membership provides many benefit opportunities:

- A full-time lobbyist representing you in Pierre. The SDCA staff and lobbyist monitors all state and federal legislation and rules while advocating for the policy created by members
- A subscription to The South Dakota Cattleman magazine and The Cattle Guard, a weekly e-newsletter keeping you informed on news and upcoming events
- Networking events

- Exclusive access to market reporting service
- Complementary cattle sale and beef sale advertising on the SDCA's website
- Discounted advertisement rates for The South Dakota Cattleman
- Tours and educational events
- Discounted SDCA Merch!

We also encourage you to consider being a member of NCBA. NCBA represents the livelihoods of cattlemen and women nationwide; becoming a member will also give you access to education and member benefit programs and discounts on brands like Ram, John Deere, Dell, Roper, Tin Haul and more.

Nearly 300 South Dakotans have joined NCBA, and as a state affiliate our voting power and benefits are related to our membership level. The SDCA currently holds 2 votes on the NCBA board. We are close to receiving an additional vote as we increase our membership. Supporting NCBA also supports the state association in the form of funding that can be used to fund state initiatives.

JOIN SDCA



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# Editorial

BY ERIC JENNINGS, SDCA PRESIDENT

I don't think I have had many formal partnerships in my years of existence. I've had many handshake partnerships. I've partnered on bulls, sold firewood, done custom haying, and put cows out on shares. I probably define partnerships a little more loosely than some; I define it as working with an individual or entity to accomplish a common objective.

I had a partnership with a couple of my horses; I'm not sure they felt that way -- but I did. That partnership was best displayed during artificial insemination (the original A.I.) season. Some of my favorite memories are while breeding cows in early May. I would saddle up at daybreak, ride out to heat detect, and then get the cows that needed to be bred that morning. I would relish the time spent just sitting there on the horse, watching the sun come up with the sunrise chill in the air, calves bawling as they looked for their mom for breakfast, the geese would be honking, the meadowlarks singing, and the grass would glisten with dew. Of course, that would only last for 20-30 minutes before I had to face whatever else I had to do that day, but it was a great way to start the day.

The second-best part was sorting the heat detected cows from the previous evening to AI. My horse and I would ride through the cows looking for the ones heat detected the previous evening. I was better at reading the ear tag numbers, but the horse was better from then on. Once I picked out the right cow and guided the horse on a couple of turns she would be locked on to the cow. The horse completely understood what we were doing and would fully commit to getting the cow where she needed to go. She would anticipate which way the cow was going to turn before I could; all I had to do was keep her from taking the cow in on a dead run, and most importantly, hang on.

More than once I thought the cow had submitted to heading to the corral, and I started gawking around for the other cows I needed to get in, only to have the cow try to make an escape and the horse make a hard

turn to cut her off. While I never came completely off in the pasture, there were times I was grabbing for leather.

This may be an unconventional example of a partnership; however, to me this is a partnership. The horses and I had the same objective -- to get the cows where they needed to go. We wanted it for different reasons, but the objective was the same. What made it a true partnership is that we both needed each other to accomplish our objective. I needed their speed and athleticism. They needed me to choose the cow, and more importantly to them, the whole feed and care thing that I provide for them.

As much as we are fiercely independent and determined to do things on our own, we all have depended on others to help with our operations. Few, if any, can claim they got started without any help from someone else. Someone helped you secure a few acres, a few cows, or maybe some machinery. Whether handshake deals or formal agreements, we all had partnerships to get us started.

Even after we get going, we continue to partner with the businesses and agencies we need to survive. We work with our animal health professionals, our nutrition team, our feed and seed suppliers, our fuel dealer, and the multitude of repair professionals we keep in business. Even though we sheepishly admit it, we are in partnership with the United States Department of Agriculture's Farm Service Agency to mitigate our production disappointments and losses. Speaking of disasters, we all work with a team of insurance providers, whether it is for property, liability, or price protection. The Natural Resource Conservation Service (NRCS) is an important partner to many of us for infrastructure and conservation improvements. How many of us would have been able to put in water lines, build cross fences, and build lagoons without their cost-share help. We also receive technical assistance from NRCS and South Dakota State University Extension staff to provide us with in-

formation and training on how to improve our operation or solve a problem we are experiencing. Our lending agency is certainly an important partner who provides financial insight and financing. The genetic companies who supply us with AI products or bulls to fit our genetic objectives are important to accomplish our long-term goals for our cow herd. Some of us use feedlots, work with order buyers or packers; maybe you market your cattle using a marketing grid to capture the added value of your cattle.

I am sure many of you have thought of partnerships you have formed in your operation that I have forgotten here. But just like my partnerships with my horses, you formed them and continued with them because you both were working toward a common goal. If you weren't working toward a common goal you probably no lon-



ger have that partnership. I know I have had a few unsuccessful and short-term partnerships with horses that didn't share my objective.

The theme of this year's South Dakota Cattlemen's Association (SDCA) Convention is partnerships. I particularly value the partnership I have had with SDCA; its advocacy has definitely benefited my operation. I encourage you to make time to attend and learn more about partnerships that are available to you and how to get the most out of them.

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# 2024 SOUTH DAKOTA LEOPOLD CONSERVATION AWARD SEEKING NOMINEES



**LEOPOLD CONSERVATION AWARD**

**DEADLINE: MARCH 6, 2024**

[sandcountyfoundation.org/ApplyLCA](https://sandcountyfoundation.org/ApplyLCA)

Nominations may be submitted on behalf of a landowner, or landowners may nominate themselves. The application can be found at [sandcountyfoundation.org/ApplyLCA](https://sandcountyfoundation.org/ApplyLCA).

The application deadline is March 6, 2024. Applications can be emailed to [award@sandcountyfoundation.org](mailto:award@sandcountyfoundation.org). If mailed, applications must be postmarked by March 6 and mailed to:

**LEOPOLD CONSERVATION  
AWARD**

c/o South Dakota Cattlemen's  
Association  
P.O. Box 1258  
Pierre, SD 57501

Sustainability – it's a word that has flooded mainstream media for the past several years, has become increasingly popular in the promotion of food products, and has been the center point for the policy decisions made by this administration. To the rest of the world "sustainability" is a buzzword that's capturing the attention of consumers; however, for the cattle industry, sustainability has been the driving force behind decades of continual improvement. For South Dakota cattle and beef producers, sustainability means that our members have an association that represents their needs, producers have a business

climate fit for operating family-owned farms and ranches, and continued improvement in conservation allows us to leave the land, water, and natural resources better than we found it.

The \$10,000 award honors ranchers, farmers and forestland owners who go above and beyond in their management of soil health, water quality and wildlife habitat on working land.

Sand County Foundation and national sponsor American Farmland Trust present the Leopold Conservation Award to private landowners in 24 states. In South Dakota, the award is presented with the South Dakota

Cattlemen's Association and the South Dakota Grassland Coalition.

Given in honor of renowned conservationist Aldo Leopold, the award recognizes landowners who inspire others with their dedication to land, water and wildlife habitat management on private, working land. In his influential 1949 book, "A Sand County Almanac," Leopold called for an ethical relationship between people and the land they own and manage.

Selected recipients must be available to host a tour and video production team during the summer, and participate in a fall award presentation.



The Leopold Conservation Award Program in South Dakota made possible thanks to the generous support of American Farmland Trust, South Dakota Cattlemen's Association, South Dakota Grassland Coalition, Sand County Foundation, South Dakota Farmers Union, First Dakota National Bank, South Dakota Department of Agriculture and Natural Resources, South Dakota Farm Bureau Federation, South Dakota Game, Fish & Parks; South Dakota State University College of Agriculture, Food and Environmental Sciences, USDA Natural Resources Conservation Service, Audubon Dakota, Bad River Ranches, Belle Fourche River Watershed Partnership, Blair Brothers Angus Ranch, Cammack Ranch, Daybreak Ranch, Ducks Unlimited, Jim and Karen Kopriva, McDonald's, Millborn Seeds, North Central SARE-Sustainable Agriculture Research and Education, South Dakota Pheasants Forever, Professional Alliance, South Dakota Association of Conservation Districts, South Dakota Agricultural Land Trust, South Dakota Soil Health Coalition, South Dakota Soybean Association, The Nature Conservancy, Todd Mortenson family, U.S. Fish and Wildlife Service-Partners for Fish and Wildlife, and Wagner Land & Livestock.

### LEOPOLD CONSERVATION AWARD PROGRAM

The Leopold Conservation Award is a competitive award that recognizes landowner achievement in voluntary conservation. Sand County Foundation presents the award in California, Colorado, Iowa, Kansas, Kentucky, Maryland, Missouri, Montana, Nebraska, New Mexico, New York, North Dakota, Oklahoma,

Pennsylvania, South Dakota, Texas, Utah, Wisconsin, and in New England (Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island and Vermont). [www.leopoldconservationaward.org](http://www.leopoldconservationaward.org)

### SAND COUNTY FOUNDATION

Sand County Foundation inspires and empowers a growing number of private landowners to ethically manage natural resources in their care, so future generations have clean and abundant water, healthy soil to support agriculture and forestry, plentiful habitat for wildlife and opportunities for outdoor recreation. [www.sandcountyfoundation.org](http://www.sandcountyfoundation.org)

### AMERICAN FARMLAND TRUST

American Farmland Trust is the only national organization that takes a holistic approach to agriculture, focusing on the land itself, the agricultural practices used on that land, and the farmers and ranchers who do the work. AFT launched the conservation agriculture movement and continues to raise public awareness through its No Farms, No Food message. Since its founding in 1980, AFT has helped permanently protect over 6.5 million acres of agricultural lands, advanced environmentally sound farming practices on millions of additional acres, and supported thousands of farm families. [www.farmland.org](http://www.farmland.org)

### SOUTH DAKOTA CATTLEMEN'S ASSOCIATION

The South Dakota Cattlemen's Association is a member-driven organization working to advance and protect the interests of all cattlemen. [www.sdcattlemen.org](http://www.sdcattlemen.org)

### SOUTH DAKOTA GRASSLAND COALITION

The South Dakota Grassland Coalition is a non-profit organization that seeks the voluntary improvement of grasslands for the long-term needs of the resource and its various species. The South Dakota Grassland Coalition is dedicated to improving and maintaining the state's grasslands by informing and guiding grassland managers to make cost-effective and environmentally sound management decisions. [www.sdgrass.org](http://www.sdgrass.org)

## South Dakota Leopold Conservation Award Seeks Nominees

NOMINATIONS AND APPLICATIONS ARE NOW BEING ACCEPTED FOR THE 2024 SOUTH DAKOTA LEOPOLD CONSERVATION AWARD®






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# 2023 South Dakota Leopold Conservation Award

## Congratulations to SDCA Member, Bill Slovek and Family, of Slovek Ranch



Slovek Family at Leopold Conservation Award Presentation.

COURTESY PHOTO

The Leopold Conservation Award honors ranchers, farmers, and forestland owners who go above and beyond in their management of soil health, water quality and wildlife habitat on working land. Sand County Foundation and national sponsor American Farmland Trust present the Leopold Conservation Award to private landowners in 23 states for extraordinary achievement in voluntary conservation.

In South Dakota, the award is presented in partnership with the South Dakota Cattlemen's Association and the South Dakota Grassland Coalition.

The 2023 South Dakota Leopold Conservation Award recipients are Bill and Pennie Slovek and family. The family owns and operates a multigenerational cow-calf/yearling and seedstock business located northwest of Philip, South Dakota. In recent years, the Sloveks purchased a second ranch

South of Kadoka to make room for the next generation of Sloveks in the family cattle business. Today, Bill is the primary land manager of Slovek Ranch's nearly 26,000 acres of grazing lands alongside his wife, Pennie, and the families of their adult children: Bo, Brock, and Belinda.

Bill inherited more than some rolling acres of prairie from his father Earl. He also inherited his legacy of careful land stewardship. Bill considers himself fortunate to manage land that was not worn out by his predecessors. Although his father didn't have today's water and infrastructure resources at his disposal, he did have the foresight to not overgraze the ranch. Earl also kept an open mind after Bill graduated from college, moved home, and began buying land, developing water infrastructure, and tearing out old fencing.

By 2001 Bill was installing cross fencing to divide pastures and experiment with rotational grazing. He kept a close eye on the changes that longer rest times and more pasture rotations brought the grass and soil. Slowly but surely, he noticed better infiltration of rainwater, less erosion, and healthier grasslands.

After seeing the initial results of his new grazing strategy, Bill developed more pastures and water infrastructure. Slovek Ranch now has 60 pastures and three herds moving across it, so at any given time 57 of their pastures are at rest.





A more intensive grazing rotation has resulted in pounds of forage continuing to increase on every pasture. Those gains are achieved by having adequate water distribution on the landscape to evenly spread out grazing and decrease unnecessary land disturbance. With assistance from the NRCS, the Sloveks installed almost 30 miles of water pipelines and 120 tire tanks.

Leaving behind enough of this year's grass growth provides the necessary shade, protection, and moisture to give next year's grass growth an advantage. Slovek Ranch's grazing system has produced an increase in the diversity of plant species across the landscape. Not overgrazing also provides feed and habitat for wildlife and threatened grassland birds and pollinators.

Over the years, the intrinsic value and uniqueness of intact grasslands motivated Bill to become a dedicated student of the land in tandem with growing his family's

cattle business. To make room for the next generation, the Sloveks recently purchased a second ranch near Kadoka, where Brock and his wife, Ashley, raise 400 beef cows. The new ranch also features intact native grasslands, interspersed with badlands.

Slovek Ranch is a regular host of tours centered around grazing management, and its efforts have earned several conservation and beef industry accolades. Much of this is thanks to Bill's ability to pay close attention to what worked, and maybe more importantly, to what didn't. Bill has evolved into a conservationist whose years of careful observation resemble Aldo Leopold's own way of studying soil, plants, wildlife, and people's role on the landscape.

Bill's ability to adapt and innovate has produced an improved landscape and conservation ethic that he can hand down to his children.







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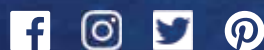
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