

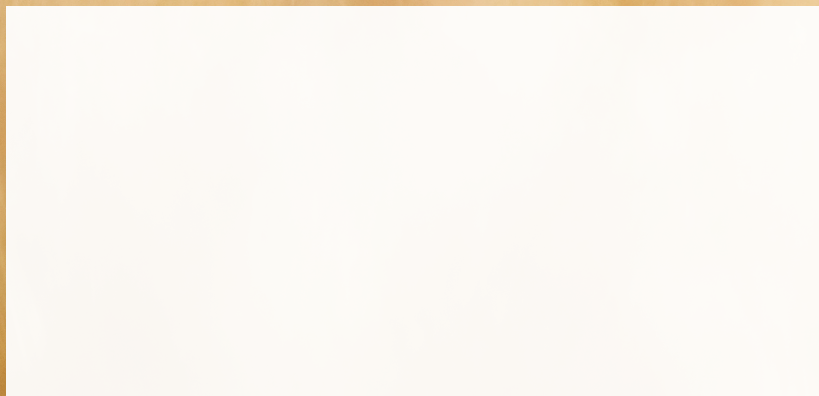
Fall 2024

THE

South Dakota

CATTLEMAN

The official publication of the South Dakota Cattlemen's Association





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SDCA

Calendar of Events

September 7: SDCA Tailgate at SDSU Football Game | Brookings, SD

September 14: SDSU Beef Bowl | Brookings, SD

September 15: Spearfish Region Roundup | Spearfish, SD

September 19: SDCA Board of Directors Meeting | Pierre, SD

October 12: South Dakota Beef Industry Council & Beef Logic at USD Dakota Days | Vermillion, SD

December 10 - 11: SDCA Convention & Trade Show | Pierre, SD

February 4 - 6 | NCBA Cattlemen's Convention & Trade Show | San Antonio, TX

Advertising Opportunities

The South Dakota Cattleman is published six times a year and sent to SDCA members including beef producers, beef industry supporters, property owners, allied industry partners, as well as state and local government officials with a circulation over 1,000.

Advertising deadline is the 5th of the month prior to publication.

The SDCA e-newsletter, *The Cattle Guard*, is emailed to all SDCA members every week. *The Cattle Guard* contains updates and news from SDCA, industry partners, and NCBA.

Follow us on our social media platforms to stay informed of the latest SDCA news, events, and information.



Scan for the SDCA's Media Kit

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South Dakota



Mission

To advance the interests of South Dakota Cattlemen through representation and promotion of the beef industry.

Vision

To be an organization where members can work together to protect their interests; seek solutions to industry problems; provide a unified voice, and to build the good will, esteem, and recognition the industry deserves.



South Dakota Cattlemen's Association



SDCattlemen



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From the Cattle Pen

Warren Symens, SDCA President



I know it's a few months until the SDCA convention in Pierre, SD, but it's never too early to think about the exciting world of policy formation! At the Region Roundup meetings this year and the local affiliate meetings, a wide range of thoughts regarding our industry were represented and discussed across the state.

The topics have centered around mandatory identification, disease traceability, landowner rights, local control, eminent domain, and federal land management. This is only the tip of the iceberg of important topics on which we have or need policy to address.

Did you know that SDCA has seven policy committees that manage policy in different subject matter areas? SEVEN! They include Ag & Food (AGP), Cattle Health and Wellbeing (CHW), Federal Lands (FED), International Markets (INT), Live Cattle Marketing (LCM), Property Rights and Environmental Management (PREM), and my personal favorite, Tax & Credit (T&C). Some of these titles include more policy resolutions and directives than others. Some are obscure but meaningful, and some are referenced quite often. Among the obscure is *AGP-2019-02, Health Care*, which states that SDCA does not support health care reform that raises federal deficits, limits individuals' choices, or mandates coverage. One referenced a lot this past year was *CHW-2022-00, Mandatory Animal ID*, which states that SDCA supports mandatory ID of all breeding cattle, supports, and encourages voluntary ID of all cattle, and supports the development of new technology to enhance traceability. No matter how frequently or infrequently a policy is referenced, each plays an important role, guiding our board and staff as they work on behalf of members.

Did you also know that any member can propose new policy or an amendment to existing policy? Our policy book is mailed to all members after convention each year and available on our website. It includes the list of members who generously give their time to chair these committees. You can contact them to talk or any of our staff about proposed policy ideas. Policy resolutions that are received before convention are assigned to the appropriate committee, and discussed by the members present at the committee meetings held during the annual convention. If it passes the committee, it goes before the full membership present at the annual meeting to consider. This is true grassroots efforts in action.

But that's not where the excitement ends! SDCA is an affiliate of the National Cattlemen's Beef Association (NCBA), and that means our members have a say in shaping policy at the national level. Whenever a member of the board of directors attends the national convention or summer business meeting, we carry our policy book with us. We work to understand what national policy says and based off SDCA's policy approved by our members, we vote accordingly. The number of votes we cast at the national level are based on our state's membership in NCBA. I encourage every producer reading this to sign up

for an NCBA membership to help us gain influence there. As a member of the national organization, we can bring your policy perspective before the rest of the affiliates represented.

At the risk of making you all jealous, a select few members including our policy chairs and board members are gathering in September to discuss how these committees work, how to run the meetings, and how to shape the policy itself. This is the second consecutive year we've held this training, and there was so much fun had by all, we thought we'd do it again.

As you may have figured out by now, I'm using some hyperbole when I describe one of the main purposes of our Association. The tongue-in-cheek comments aren't intended to diminish this important work, but truly to underscore the importance of taking part in this process and even disclose that it can be a little fun to work on the policy that shapes our industry. It really is driven by all of you. I've always felt, and tried to communicate, that the more involvement we have by membership in this process, the better the results, and the more the Association can serve the many instead of the few.

I invite you to review our current policy book (scan the QR code) and be thinking of issues that are important to you and your operation that you want to see included. You will notice that most of the policy resolutions and directives states the reason for the resolution, otherwise known as "whereas" followed by the "resolved" statement of position or action. With that in mind, I present the following resolution:



WHEREAS, The South Dakota Cattlemen's Association members are the backbone of the Association; and

WHEREAS, the policy put in place by those members guides the Association as it maneuvers through state and federal legislation; and

WHEREAS, the policy process is by far the most exciting part of what we are trying to accomplish as an Association; therefore, be it

RESOLVED, SDCA members should study the current policy; be it further

RESOLVED, SDCA members should be aware of policy set to expire; be it further

RESOLVED, SDCA members should draft new policy that is timely and applicable to the state of the industry today.

As always, if you have any questions about forming a resolution or policy related thoughts, the board, committee chairs, and staff welcome your calls or emails. Membership has its privileges, so don't hesitate to reach out. I invite all of you to come, grow with us.



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Allied Industry Membership information available online at sd cattlemen.org



2024 REGION ROUNDUP

Recap

Four of the five Region Roundup events took place over the summer, with the final Roundup to take place in Spearfish on September 15. The South Dakota Animal Industry Board provided information and answered questions about electronic identification for disease traceability and what that means for producers. Thanks to our sponsors and all who made the Roundups a success!



Midland Region Roundup



Mitchell Region Roundup



Webster Region Roundup



Winner Region Roundup



Gettysburg Region Roundup



EID in CATTLE COUNTRY

Frequently Asked Questions

When does the updated rule go into effect?

November 5, 2024. If your animal has been tagged with a visual only ID tag prior to the rule's effective date, you are not required to apply an EID tag, the original tag will be valid for the life of that animal. After the effective date, sexually intact cattle 18 months of age or older or used for rodeo exhibition, or recreational events, and moving interstate, must be tagged with an EID.

Do EID requirements apply to animals that do not move interstate or move interstate and are less than 18 months of age?

According to USDA Animal & Plant Health Inspection Service, (APHIS) this rule does not change the types of animals to which official ID requirements apply, nor does it change the categories of animals that are exempt from official ID requirements. If cattle are going directly to slaughter, they are exempt from official identification. If cattle do not move interstate, they are not subject to the ID requirements, unless required by APHIS program disease regulations. Beef feeder cattle 18 months of age are not subject to the ID requirements. Direct to slaughter cattle, include cull cattle, are not subject to the ID requirements.

What do I do with my cull cows before they go to the livestock market?

As a producer, nothing has changed regarding cows and bulls. If cattle are sold across state lines, they are identified with EID at the market.

My cattle are branded - why do I need EID?

The previous 2013 rule was implemented to provide traceability for diseases, with the goal of accomplishing traceback within 48 hours. Not every state has a brand registry, the same brand registry protocol. Most of the movement of these cattle indicated on brand papers are filed away and the search for these papers would likely take longer than 48 hours.



View from My Side of the Fence

Craig Bieber, Vice President



Over the summer, SDCA hosted Region Roundup meetings across the state. These meetings have been productive, with Dr. Thompson doing a commendable job addressing questions and helping everyone understand animal identification updates, including the shift from metal clips to EID

tags for the official identification of certain cattle. These EID tags will be crucial, not only for Bangs vaccinated heifers but also for breeding cattle being sold across state lines. It's wise to ensure your local vet is aware of your needs so you can be adequately prepared. We have had a lot of good questions on this update and some of the questions can be found on page 6.

The main takeaway is that metal clips will be replaced with EID tags, effective November 5, 2024. We encourage you to work with your local veterinarian and make sure they know how many heifers you think you are going to Bangs vaccinate and if you plan on selling breeding cattle across state lines. Based off this information, work with your veterinarian to obtain free EID tags made available through the funding that was allocated to USDA for that purpose.

At the present time, the free tags available are the low frequency EID, however the rule allows you to choose high frequency if you purchase them. I have no doubt the technology will continue to develop and advance. I have personally spoken with staff at companies developing technology that will read tags without running through a chute. At some point down the road, technology will read these going down an alley. I know it is not there yet, but technology moves us to the most efficient way, and this will win in time. Our operation is preparing for it, and your operation should be thinking about it as well.

On Saturday August 3, several of us helped with the SDCA Cattlemen's Cookout booth for Agtegra's Customer Appreciation event. We had a great day cooking brats, hamburgers, and steak sandwiches. Special thank you to Scott Slepikas, Eric Gross, and Lynn Dixon from the Central Cattlemen's affiliate, as well as and members Brody Presnall, SDCA Region Director Drew and Kayla Edleman, SDCA VP or Membership Jake Harms, SDCA Region Director Troy Hadrick, and Tyann Slepikas. We served over 1,000 beef meals and it wouldn't have been possible without the volunteers listed above – we appreciate them and their willingness to spend a day volunteering on behalf of SDCA!



Snapshot of Cattlemen's Cookout at Agtegra





Cull Cow Considerations

Matthew Diersen, PhD

Griffith Chair in Agricultural Finance at South Dakota State University

At this point in the cattle cycle, high cattle prices tend to receive a lot of attention. Cull cow prices are also high, adding complexity to any decision to expand cattle inventories. High prices and/or lower costs are needed for profitability. Some profitability is needed to give cow-calf producers an incentive to expand. Cow slaughter has slowed in 2024 compared to the past two years. However, the mix of heifers on feed remains high suggesting that the expected return from cows is in a slight transition phase. The purpose of this article is to look at some of the price aspects as producers weigh returns if cows are sold against costs to hold cows longer or to develop heifers.

For a typical cow-calf operation the Economic Research Service (ERS) costs and returns data suggests that around 15 percent of revenue is likely to come from culled animals. That suggests spending more management time on calves, but not zero time on other aspects. Thus, some management time on cull cows is justified. What is a cull cow worth? That depends on what condition it is in. The most consistent local price series has been that for breakers out of Sioux Falls Regional Livestock (SFRL). When aggregated monthly, the price has averaged 58-60 percent of the price for choice slaughter steers. The cow price has also fluctuated from 55-65 percent of the steer price.

The seasonality of cull cows differs from slaughter steers. There is typically a single peak in cull cow prices. For steers, the seasonal peak varies from March through May. Thus, from strictly a price standpoint, the market likely just passed its seasonal peak in cull cow prices. Prices tend to fall from August until a low in January, suggesting the returns from selling would be higher the earlier cull cows are sold. However, that ignores the benefit of greater gains for any un-weaned calf or any change in quality or weight.

Price forecasts and projections specific to cull cows are uncommon. The ERS provides a quarterly forecast for cutter cow prices at the national level on a live equivalent level (per cwt). The projected price is generally available for one year ahead. The projections for the rest of 2024 are \$132 and \$122 for the third and fourth quarters, respectively. Then, the projections are \$118 and \$130 for the first and second quarters of 2025. The forecasts are higher than the observed prices for the past year. The forecasts are not fixed percents of the steer price forecasts, suggesting the ERS is credibly incorporating additional factors or different seasonality assumptions when preparing these forecasts.

The Livestock Marketing Information Center (lmic.info) compiles various USDA-AMS reports, including some on cull cows. Cull cows sold at other locations and at different quality levels share the same general price pattern of peaking mid-year. The price for Southern Plains lean cows varies more, but still peaks mid-year. The national price for cutter cows peaks mid-year. The LMIC tallies SFRL prices for lean and boning cows, at sharp discounts to breakers. Prices for premium white [fat] cull cows, formerly Commercial 2 4, are generally at a premium to breakers. However, the carcass weights and dressing percentage tends to be higher for premium white cows, masking part of the value difference that price alone signals. Seasonally, the price difference is greatest when the breaker seasonal price is the greatest. The rest of the year, the relative profitability likely comes down to the cost of gain to add weight to and change the fat color of cows on feed.

The costs to maintain a cow or to develop a heifer into a replacement have fluctuated in recent years. Purchased feed and harvested feed costs peaked in 2022 and are expected to remain lower through 2024. Fuel costs also peaked in 2022. Grazed feed has continued to increase as a major cost. As lower cost levels, animal health and labor costs have steadily increased. Another cost that had been very low, interest on operating capital, has increased sharply since 2021. Interest from the ERS is measured as an opportunity cost – the funds used for operating expenses could have earned low returns if invested elsewhere. Purchased and raised feed prices (mainly corn and hay) have fallen and are expected to stay lower through 2024. Grazed feed continues to steadily increase. Recently, USDA-NASS reported higher pasture rental rates for 2024 in South Dakota. The Federal Reserve has been more openly discussing lower interest rates going forward. However, the total costs to own cows remains high and sustained higher calf (and slaughter cattle) prices are necessary to justify expansion.

Producers looking at their cow and heifer inventory may want to focus on what will generate the greatest number of calves in the next few years. If feed is not readily available (in quantity and price), then selling opens earlier is better than later. With adequate feed, feeding cull cows, maintaining opens, and developing heifers are options. With lower feed costs, calves will continue to have value as animals to feed whether the cow-calf producer feeds them or sells them to someone else.



What Does a Weed Cost? More Than You May Think!

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“Years of data collection across the country established the standard that every pound of broadleaf weeds eliminated in the pasture returns at least a pound to a pound-and-a-half of forage,” says Sam Ingram, a field scientist with Corteva Agriscience Range & Pasture.

Forage response depends on weed and grass species present, soil type, moisture and other factors. When Ingram analyzed data from several university trials, nitrogen rose to the top as a primary limiting factor.

“Most common broadleaf pasture weeds contain about 3% nitrogen at the midbloom stage,” Ingram explains. “A moderate weed infestation level produces about 500 pounds of weeds per acre. So those weeds are stealing 14 pounds to more than 20 pounds of nitrogen per acre.”

It begs the question: What could productive forage grasses do with that nitrogen?

A successful weed control program in effect gives nitrogen back to the forages to grow more grass. This table shows how much nitrogen various weed species rob and the pounds

a greater response to nitrogen; thus, the dry matter production is higher,” Ingram says. “Regardless, grass replaced each of the weed species pound for pound, at least.” Ingram says this information reinforces two important points:

1. Control weeds early. “The sooner you stop weed competition, the less nutrients, moisture and sunlight they can steal from grasses,” Ingram says. “A residual product, such as DuraCor herbicide, lets you make that early treatment and then maintain control well into the season.”
2. Protect your fertilizer investment. “This data drives home the point that if you fertilize without weed control, you’re fertilizing weeds,” Ingram says. UltiGraz[®] Pasture Weed & Feed provides one-pass convenience and cost savings. “If budget requires you to choose between weed control or fertilizer, control the weeds first,” Ingram adds.

Weeds out, flexibility in.

Whether that extra forage goes toward increasing stocking rates, extending the grazing season, or putting up extra hay, an abundant, high-quality forage base gives cattle producers the flexibility to manage according to the goals of their individual operations.

“More grass means more pounds of beef per acre. In today’s market, that’s a significant impact on the income side of the equation,” Ingram says.

If you want to learn more about why it’s important for your pocketbook to keep your pastures free of weeds please visit www.rangeandpasture.com. For custom recommendations on your operation, be sure to connect with your local Corteva Range & Pasture Specialist by going to www.rangeandpasture.com/specialist.

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Nitrogen Loss to Various Broadleaf Weeds and the Resulting Loss in Forage Production

Broadleaf Weed Species	Nitrogen Content Midbloom	Pounds of Nitrogen Removed Per Acre Per 500 Pounds of Weed Pressure	Forage Yield Increase (based on 40 pounds of dry matter per pound of nitrogen)
Canada thistle	2.7%	14 pounds per acre	560 pounds dry matter per acre
Common lambsquarters	2.9%	14 pounds per acre	560 pounds dry matter per acre
Common ragweed	3.4%	17 pounds per acre	680 pounds dry matter per acre
Curly dock	3.0%	15 pounds per acre	600 pounds dry matter per acre
Henbit	3.2%	16 pounds per acre	640 pounds dry matter per acre
Redroot pigweed	2.7%	14 pounds per acre	560 pounds dry matter per acre
Virginia pepperweed	4.2%	21 pounds per acre	840 pounds dry matter per acre
Forage Grasses in Study			
Smooth bromegrass	2.6%	13 pounds per acre	
Tall fescue	2.2%	11 pounds per acre	
Bermudagrass	1.8%	9 pounds per acre	

Source: Compilation of data from multiple land-grant university studies.

of dry matter that lost nitrogen potentially could produce. “Certain grass species, bermudagrass for example, exhibit



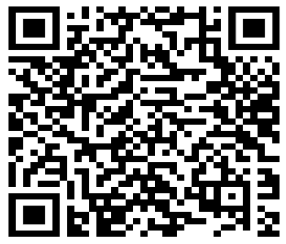
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SDCA LEADERSHIP ACADEMY SCHEDULE

- Mid-April 2025 | Seminar I: Policy & Communications
Pierre, SD
- Early June 2025 | Seminar II: Spring Tour & Media Communications
TBD
- August 2025 | Seminar III: Mentorship & Telling Your Story
TBD
- October 2025 | Seminar IV: Fall Tour & Persuasive Communications
TBD
- December 2-4, 2025 | SDCA Convention & Trade Show
Deadwood, SD
- January 28-29, 2026 | Leadership Academy Graduation & SDCA Day at the Capitol
Pierre, SD

(*Schedule is subject to change.)



SDCA Honors Myron J. Williams

January 7, 1948 - June 24, 2024



The SDCA and cattle industry leaders across the country mourn the loss of Myron Williams. He had a deep passion for his family, the Wall community, and the beef industry which led him to become involved in and lead many organizations. He was a proud member of the National Cattlemen's Beef Association, in which he chaired many committees, including the Live Cattle Marketing Committee, the Budget & Finance Committee, the Governance Task Force and was on the Federation Division Operating Committee for almost 6 years. Myron became the Chairman of the Federation Division of Beef Councils from 2004-05 and was appointed to Cattlemen's Beef Board in 2007. He proudly served on NCBA's Executive Committee from 2000-2002, was a National Livestock and Meat Board Director from 1994-96 and a US Meat Export Federation Director for 5 years. He also served as the President of the Association of National Grasslands from 2011-13.

His roles at the state level were very important to him as well, where he served on the SD Brand Board, the SD Ag Rural Leadership Advisory Board, and was an SDSU Foundation Trustee from 2006 until 2024, including being on the Board of Governors from 2008-14. He served as the Federal Lands Committee Chair for the South Dakota Cattlemen's, and as a Director for the SD Beef Industry Council for 20 years representing the SD Farm Bureau.

For many people within the cattle industry, Myron was a mentor and he encouraged others to serve. The SDCA has partnered with the Williams family to honor Myron's legacy of leadership, mentorship, and advocacy to create the Myron Williams Leadership Award. The award recipient will have the opportunity travel to Washington DC with the SDCA leadership team to meet with the NCBA policy team and have meetings with congressional and agency leaders to advocate on behalf of South Dakota producers.

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There are five rangeland management principles that can help guide producers to think of their operation as an entire system - and not just focus on one piece, like the cows or the grass - to improve their management. Rangeland management principles are never changing and withstand the test of time. Thus, ranchers should rely on these principles to determine which methods will be most effective for their operation.

The first principle is adaptive management. Producers should always be ready to implement adaptive management to adjust to environmental and industry changes. As the industry changes, be open to new ideas, especially with technology. However, be sure to weigh out what will work for your operation before adopting something new. Adaptive management also involves monitoring rangelands throughout the year and adjusting management based on what the land is telling you from the collected data. An example of applying adaptive management would be adjusting your stocking rate mid grazing season due to low forage quantities from a drought.

The second principle is to create a forage plan, with “plan” being the keyword. A forage plan is a guide to follow throughout the grazing season to ensure your rangeland is being properly grazed (at the right time, for the correct duration, with the proper number of animals) and receiving an adequate recovery period to promote the native plant community. With any forage plan, producers must be ready to implement adaptive management and make changes if necessary. Stocking rates should be adjusted from year to year to match fluctuations in forage production and carrying capacity. A forage plan should also be changed from year to year to ensure different plants are being grazed at different times throughout the season. Further, a forage plan not only needs to fit the type of land you are grazing, but also your management style, and should incorporate decisions for disturbances like drought.

The third principle is to promote ecosystem biodiversity. Ecosystem biodiversity is the basis of all holistic management – it helps keep all parts of the system (soil – plant – animal – human) intact. Having a diverse rangeland leads to a diverse animal community both above and below ground. Insects and microorganisms feed on different types of plant roots and excretions, wildlife and pollinators utilize various plants, even particular livestock species graze different plant species. Ecosystem biodiversity is key to an operation's

success during challenging years. Having a diverse plant community will increase the availability of palatable forage, that more adequately meets livestock nutrient requirements (protein and energy), for grazing throughout the season.

The fourth principle is to leave enough residual forage or soil armor on top of the soil to keep the system functioning properly. Soil armor is a critical part of the ecosystem because it protects the soil from water and wind erosion. It also promotes water infiltration, reduces water loss from evaporation, maintains soil temperature, increases soil nutrients, and helps sequester carbon dioxide in the soil. Leaving adequate live plant residue (green leaf) after grazing is also crucial to help plants regrow between grazing periods, so that they can continue the important process of photosynthesis.

The fifth principle is to make your operation climate ready. To be climate ready, your operation should have a plan in place for the “what if” situations, such as drought, flood, fire, or other natural disasters. All of these should be part of a larger whole ranch plan that includes management decisions to be made in good and bad years. Of course, the plan will be adjusted every year after careful monitoring and adapting to changes. Decisions made about the climate readiness of your operation should be carefully communicated to those involved in your operation. Lastly, a written plan helps remove emotion from intense situations such as droughts, floods, or extreme winter storms - it is written in black and white.

Overall, these five range management principles should be considered foundational to your operation. When you start to think about your operation as a system that is intricately connected, you can more readily solve complex problems by accounting for the relationships between key factors in the system to improve its entirety. In addition, when you start to think of your entire system, you can avoid unintended consequences because you can see how each part of your system is connected to others.





Reports from Farm and Ranch Owners Now Required

Under New Corporate Transparency Act

By: National Cattlemen's Beef Association

In 2021, Congress passed a law called the Corporate Transparency Act (CTA). Its goal was simple: prevent financial crimes by knowing the identity of corporation owners. In many states, forming a company is as easy as filing a document with the secretary of state and many types of legal entities like limited liability companies (LLC) offer tremendous privacy to their owners. With concerns mounting around foreign business acquisitions, Congress wanted a way to unmask anonymous legal entities.

While the law's intentions may have been good, honest farmers and ranchers have been unfortunately caught up in the Corporate Transparency Act and are now subject to its onerous rules. The law requires companies with 20 or fewer employees to file beneficial ownership information with the Financial Crimes Enforcement Network (FinCEN), a division of the U.S. Department of the Treasury, identifying who owns or controls the company. The stakes are also high because the law comes with severe penalties. Failing to file a report on time can result in fines of \$500 per day and willfully ignoring the law can result in up to two years of jail time.

Thankfully, complying with the law is fairly straightforward but farmers and ranchers must act now to review the law and gather information to file with FinCEN. Any corporation, LLC, or other type of legal entity that has 20 or fewer employees

and files with the secretary of state is likely required to file with FinCEN. These reports to FinCEN include basic identifying information about the people who have "beneficial ownership" of a company—information like legal name, date of birth, home or business address, and a driver's license or passport number. While FinCEN has a specific legal definition of "beneficial owner," it generally applies to those who own over 25% of the company, have significant say in its operations, or receive a large benefit from its assets.

FinCEN started accepting reports at the start of 2024 and deadlines for filing these reports are rapidly approaching. For companies created or registered prior to January 1, 2024, FinCEN reports must be submitted by January 1, 2025. For companies created in 2024, owners have just 90 days after forming their company to submit a report to FinCEN. That deadline shrinks to just 30 days in 2025. Additionally, any updates or corrections to FinCEN reports must be submitted within 30 days.

This new requirement can be confusing, but FinCEN has created resources like a frequently asked question document and a Small Entity Compliance Guide. Both resources, and the form to file with FinCEN, are available at www.fincen.gov/boi. Producers with additional questions can also contact FinCEN by calling 1-800-767-2825 toll free or 703-905-3591.

Corporate Transparency Act FAQs

Who must file:

Any producer whose farm or ranch employs 20 employees or less, is a corporation, limited liability company (LLC), partnership, or was formed as another type of entity by filing a document with the secretary of state or similar state office is required to file a Beneficial Ownership Report with FinCEN.

When to file:

Companies that were registered before January 1, 2024, have until January 1, 2025, to file their report. Any companies created between January 1, 2024, and January 1, 2025, have 90 days from their creation or registration with the state to submit this report to FinCEN. Additionally, any updates or corrections to beneficial ownership information must be submitted within 30 days.

Where to file:

To comply with the Corporate Transparency Act, you must fill out a form on FinCEN's website. The form will require your name, date of birth, residential or business address, and a unique identifying number like your driver's license or passport number. Producers are encouraged to consult with their attorneys to determine if the CTA applies.



[View additional FAQs](#)



[View the Compliance Guide](#)

Disclaimer: This is not professional advice. Consult with a tax professional or attorney for advice as to whether the Corporate Transparency Act applies to you.



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Affiliate Spotlight:

SIoux BASIN CATTLEMEN TOURS TYSON FOODS

By: Ella Stiefvater, SDSU Collegiate Cattleman & SDCA Contributor

Seeing the entire harvest process from the perspective of one of the largest packing plants in the United States is a rare opportunity for most. Thanks to the South Dakota Cattlemen's Sioux Basin Affiliate, fifteen cattlemen and cattlemen got the chance to do just that, visiting Tyson Foods in Dakota City, Nebraska, on August 14th.

Carl Johnson, President of Sioux Basin Cattlemen's Affiliate, helped organize the event. "It's always great to connect producers to the next step in the process that their product goes through," Johnson said. "Packing plants are amazing logistical marvels which our group got to see first-hand."

The visitors saw nearly every step of the harvesting process for the thousands of cattle that arrive each day. From hide removal to carcass cutting and the chilling rooms where they saw carcass grades applied by the United States Department of Agriculture. Next, they visited the fabrication area where pieces from the carcass were split even further and distributed to different lines to be cut into the specifications needed.

The tour attendees learned about the two different working shifts the plant had, with an overnight cleaning crew to keep everything up to standard. They also heard about the challenges Tyson faced with language barriers and communicating with workers speaking over 13 different languages and dialects in the plant. Another challenge the plant has is the dirtiness of hides when the animals arrive to be processed. This affects the workers who wash those hides, causing them to become ill at a higher rate than others, especially in the winter. While they understand the loading and transport process add a level of difficulty to keeping the hides clean, Tyson said they were open to suggestions for how to overcome the challenge presented by dirty hides.

Overall, the group had the opportunity to see how a large beef processor operates, the things that make the American harvest process one of the most efficient and safe in the world and learn about the challenges that they face. This was a unique experience and I'm glad I was able to attend!





Agenda

The South Dakota Cattlemen's Association's Annual Convention and Trade Show is slated for December 10 - 11 in Pierre. The Annual Convention & Trade Show provides a forum for members to network with fellow cattlemen, craft policy that will guide SDCA staff and leadership in the coming year and learn about the latest industry happenings.

The 2024 event focuses on leading the future and how investments made today have long-term impacts on your operation and the cattle industry.

December 10, 2024

9:00 AM - Registration & Heavy Equipment Move - In

10:00 AM - Ag & Food Policy Committee Meeting

10:00 AM - Tax & Credit Policy Committee Meeting

11:00 AM - Live Cattle Marketing & International Trade Policy Committee Meeting

Noon - 3:00 PM - *Cattlemen's*
LAND & LEGACY

3:15 PM - Trade Show Opens / Cattle Conversation

3:45 PM - PREM & Federal Lands Policy Committee Meeting

3:45 PM - Cattle Health & Wellbeing Policy Committee Meeting

4:45 PM - Trade Show Time

5:00 PM - Best of Beef Happy Hour / Roping Contest

7:30 PM - President's Auction

December 11, 2024

7:00 AM - Registration Opens

7:15 AM - Breakfast

8:00 AM - Market Update by CattleFax

9:30 AM - Annual Business Meeting

11:00 AM - Trade Show Time

Noon - Lunch / Featured Keynote

1:30 PM -  CATTLEMEN'S
EDUCATION
SERIES

4:00 PM - Annual Policy Meeting

6:00 PM - Happy Hour

6:30 PM - Cattlemen's Banquet

South Dakota Cattlemen's Association
LEADING THE FUTURE

76th Annual Convention & Trade Show
December 10-11 | Pierre, SD



Meet the Emcee ♦ Janelle Booth

Janelle Booth is a native of Timber Lake, South Dakota, and is the Chief Executive Officer of the South Dakota Ag & Rural Leadership. Booth is a graduate from Montana State University and was co-founder and director of REAL Montana, a highly successful leadership training program for Montana industry and agricultural leaders, and served as a research director for the Montana University System in the Office of the Commissioner of Higher Education.

Booth holds a Master's degree in Public Administration from Montana State and a Bachelor's degree in biology from South Dakota State University. She and her husband grew up near Timber Lake in the north central part of South Dakota and work alongside family on their Black Angus cow-calf operation.

Cattlemen's LAND & LEGACY

New this year to the Convention & Trade Show is the Cattlemen's Land & Legacy event with programming focused on conservation and working lands, be inspired and gain insight into concepts and practices that you can implement on your operation.

Schedule of Events* (Noon - 3:00 PM):

- Lunch & Featured Keynote Mark Eisele, NCBA President & 2015 Wyoming Leopold Conservation Award Recipient
- Presentation of the 2024 South Dakota Leopold Conservation Award to Blioux River Ranch
- Conservation workshop featuring RMC Ranching for Profit Workshop



(*Schedule is subject to change.)



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FREDERICKSON

— Ranch —

Nestled along the Wyoming state line west of Spearfish, South Dakota, lies the Frederickson Ranch headquarters. Nate Frederickson, a third-generation rancher, along with his wife, Jayna, their two sons, and his parents, Mark and Mary Kay, own and operate Frederickson Ranch, alongside full-time herdsman, Ross Potter.

Nate is a Minnesota native, whose job as a pharmaceutical representative, brought him to the Black Hills. While living in the area, he met his wife, Jayna. In 2011, Nate's parents sold their ranch in Minnesota and purchased their current place near Spearfish. Soon after, Frederickson's purchased a Forest Service permit, allowing Nate to leave job and join the ranch full time. In 2020, an extension of the ranch was purchased near Sundance, Wyoming. Over the years, two more Forest Service permits were added into the mix and a few pasture leases have been acquired.

Frederickson Ranch is primarily known for its seedstock operation. Their annual sale is the first Saturday of December where they auction their Angus and Hereford bulls. Marketing is a key focus for the seedstock side of the operation. Through Nate's previous job, he gained marketing and customer service skills, which have been invaluable in the seedstock business. Building direct customer relationships and providing top notch customer service are skills that his team takes pride in. Helping bull customers market their feeder calves is also a way they help establish their customer relationships.

A unique element of Frederickson Ranch is their freezer beef sales. Each year, 25-30 head are sold to local customers. The beef is marketed over social media and purchased by individuals in the northern Black Hills area. The marketing and sale of the freezer beef is primarily Jayna's responsibility. Weather and drought can prove to be a challenge on any agricultural operation. "Being able to pivot and roll with the punches is key, but one of the biggest returns on investment in the cattle industry is having good water," Nate stated. Frederickson's have been innovative when it comes to implementing water

management systems within their operation. One of their Forest Service permits had a good spring but limited water elsewhere. A solar pump was added to the spring and pipeline and tanks were put in to distribute the water. In other areas, the same concept was used but the water is sourced from wells. Water management systems are not cheap to put in place but have visible benefits. The addition of tanks led to a more even disbursement of cows across the pasture allowing Frederickson's to increase their stocking rates. An increase in calf weights is also a noticeable change. Frederickson Ranch combats drought by keeping their herd consistently 100 head understocked. On dry years, the pasture benefits by not having to support as many cattle and on the good years, yearlings are purchased to use that extra pasture. "Take care of the land and the grass, the cattle come second," is a quote Nate lives by.

While the permits have allowed the Frederickson's to expand their cow herd, a large portion of Frederickson's summer ground use Forest Service permits and leased ground, this can be a challenge as they are never guaranteed pasture. A final challenge Nate mentioned is achieving an optimal capital investment, which is an issue on ag operations across the board.

Nate strives to make the ranch more efficient. They are not currently looking to expand but will continue doing what they do best, to the best of their ability. Frederickson's increase their efficiency on the seedstock side by running a commercial herd alongside their registered herd. When needed, bull numbers can be increased due to having their own commercial herd.

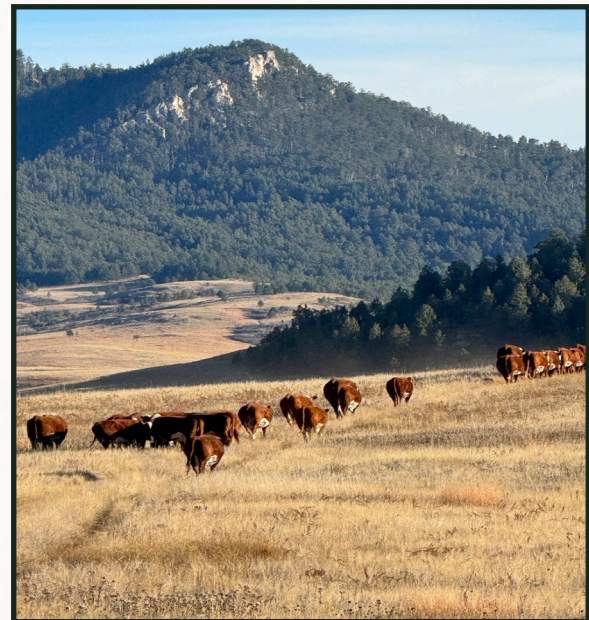
To producers starting off or looking to get into the cattle industry, Nate encourages individuals to seek jobs off the place. Nate was able to grow the ranch and cow herd once he quit his job, but that job provided him with a living for 15 years while also allowing him to put away some money. When starting out in production ag, Nate offered the advice, "Always look out your yourself and look for opportunities of benefit."





Left to right: Teegan, Nate, Jayna, and Tiernan.

Scan to learn more about Frederickson Ranch





Research Update: Supplement Delivery Methods for Weaned Calves

By: Warren Rusche, Ph.D.

Assistant Professor, SDSU Extension Beef Feedlot Management Specialist

Introduction

Successfully transitioning calves from nursing through weaning into the next phase of beef production can be stressful, for both cattle and managers alike. Calves must adapt to new diets and environments and often face pathogen threats they did not face on their home ranch. Vaccination protocols, pre-weaning management, and strategies to reduce stress are all important management considerations for successful weaning. One of the most critical success factors in this process is ensuring that calves consume sufficient nutrients to support their immune system and for setting them up for rapid, efficient gains throughout the feeding period.

Providing sufficient trace minerals and feed additives such as *Saccharomyces cerevisiae* yeast culture products are proven approaches that can affect the health of both the animal and the rumen environment. The research question we wanted to ask was how effective different methods were to deliver these nutrients – specifically how did providing a self-fed cooked molasses block compare to including these additives directly to the diet.

What We Did

We used 192 crossbred steer calves in this experiment. These calves all came from a single ranch in western SD, and based on prior experience with this set of cattle we expected that they would have low concentrations of liver copper. These calves were weaned on the ranch and shipped to the research feedlot at SDSU in Brookings. The steers were vaccinated using our standard receiving protocol and we also sampled a subset for liver trace mineral concentrations. We started the steers on a receiving diet of wheatlage, oat hay, dried distiller and soyhulls that contained 13% crude protein and 47 Mcal/cwt NEg. The steers were then divided into three groups:

1. Receiving diet supplemented with inorganic trace minerals at concentrations to meet the nutrient requirements for growing beef steers (CON).
2. Receiving diet plus a low-moisture cooked molasses tub containing organic trace minerals and a yeast culture product placed in the pen (TUB).
3. Receiving diet plus a supplement mixed in the diet containing organic trace minerals and a yeast culture product (FORCE). The supplement was designed to match the TUB treatment if the steers ate 0.5 pounds per day of the tub. The TUB and FORCE treatments were fed for the first 28 days of the study. We weighed the tubs daily to estimate tub intake. We conducted liver biopsies on day 14, 28, and 49 to compare

against the baseline samples. The entire study lasted for 49 days.

What We Found

Tub disappearance and dry matter intake for the first 28 days are shown in Figure 1. Based on the tub label, the steers should have consumed between 0.33 and 0.5 pounds per day. However, they only averaged 0.25 pounds per day for the first 28 days. Tub consumption was greater than expected for the first nine days but decreased after that time. Calves on the FORCE treatment had greater feed intake than CON or TUB during the first 28 days and for the entire 49-day experiment.

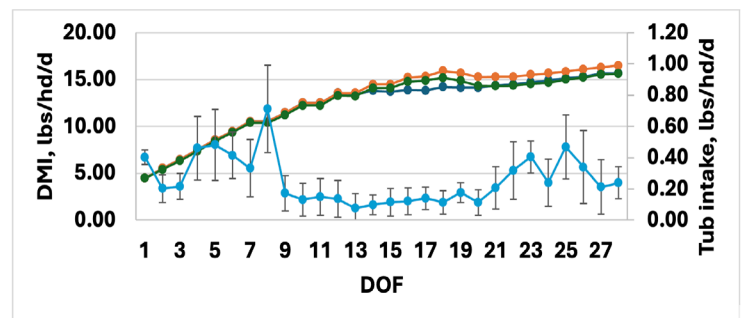


Figure 1. Effect of supplement delivery method on feed intake.

We saw notable differences in liver concentrations of copper as shown in Figure 2. All groups started at near zero concentrations of copper in the liver and all groups increased over the course of the experiment. Steers on the FORCE treatment had greater liver copper concentrations compared to every other group throughout the study. Steers on the TUB treatment had greater liver copper concentrations than CON at d 14 and d 28, and their liver copper concentrations would be considered sufficient by d 14.

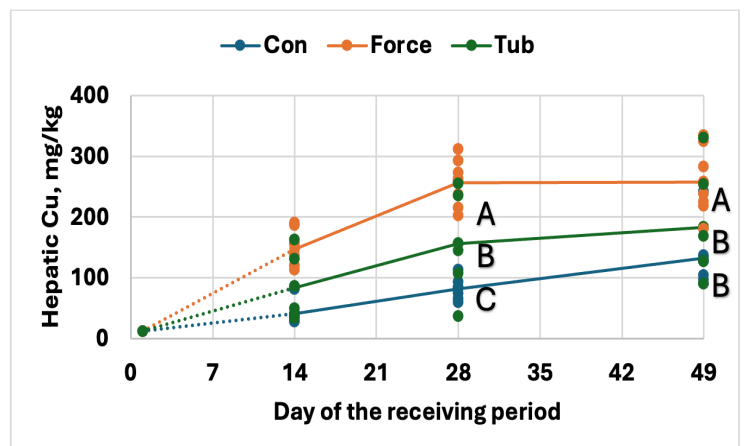


Figure 2. Effect of supplement delivery method on liver copper concentrations.



Differences in growth performance are shown in Table 1. Overall differences were small, but steers fed FORCE ate more, gained faster with no differences in feed efficiency. There were no differences in health outcomes in this study.

	CON	TUB	FORCE
Initial weight, lbs	567	567	564
Final weight, lbs	679	681	690
ADG, lbs	2.31	2.34	2.56
Dry matter intake, lbs	13.1	13.0	13.7
Feed efficiency	5.68	5.59	5.41

What Does This Mean?

Both the tubs and force-fed supplement were effective at rebuilding liver copper stores. FORCE also increased cobalt concentrations but there were no differences for manganese or zinc. In this study, steers dramatically reduced intake after about nine days. This is similar to an earlier study we conducted at SDSU with calves from the same ranch where tub consumption decreased after five days. Including both trace minerals and a yeast product in the diet for 28 days resulted in eleven pounds more gain over the seven-week study period.

So which approach is the best? The answer depends on what resources you have available and the kind of cattle that you are feeding. The FORCE treatment resulted in the most rapid rebuilding of copper stores and supported the highest gains. The FORCE treatment was also the highest cost because we fed the additional

supplement for 28 days. We do not know if the supplement needs to be fed for a full 28 days or if we could shorten the feeding period to perhaps 14 days and achieve comparable results.

In our studies, calves reduced their intake of the tubs after about 7-10 days. That might be long enough considering that liver copper concentrations were adequate by that point. The tubs are more convenient, but convenience comes at a greater cost per unit of feed or nutrient. In some cases, the cost may be justified if it saves labor, simplifies diet mixing, or reduces the amount of product on inventory.

What about health responses? It may be tempting to look at the “bare bones” treatment and compare that to the same performance with zero health issues and conclude that additional supplementation is not necessary. However, before you go down that road you need to keep in mind that this scenario is not exactly typical of normal calf receiving conditions. First, these steers were not co-mingled, which reduces the risk of disease. Secondly, because we need replicated pens to determine what effects these diets may cause, this experiment was conducted with eight steers per pen. It is much easier to locate sick animals in those conditions and calves have less competition at the bunk. The bare bones approach in a group of calves from multiple sources fed in one group could easily result in a very different outcome in terms of sickness and death loss.

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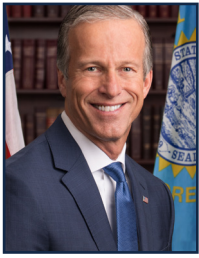
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More Farm in the Farm Bill

From the Desk of U.S. Senator John Thune

Agriculture is the lifeblood of South Dakota. Our state's farmers and ranchers rise before dawn and put in the hard work necessary to feed America. As a member of the Senate Agriculture Committee, I have the opportunity to advocate for South Dakota producers, and the farm bills that Congress takes up every few years are among my top priorities as a senator.

I've had a hand in crafting four farm bills during my time in Congress, and my number one goal is always to ensure each bill reflects the needs and priorities of the men and women on the ground: farmers and ranchers, their families, and everyone else who helps strengthen our state's agriculture community. As I travel around the state, I always take special note of my conversations with agriculture producers, and many of the bills I introduce for inclusion in the farm bill are based on these conversations.

The current farm bill will expire later this year, which is why Congress needs to focus on advancing the next farm bill. Not only are deadlines approaching, but updates are needed to a number of farm programs, and this work is all the more critical given the headwinds farmers and ranchers are currently facing.

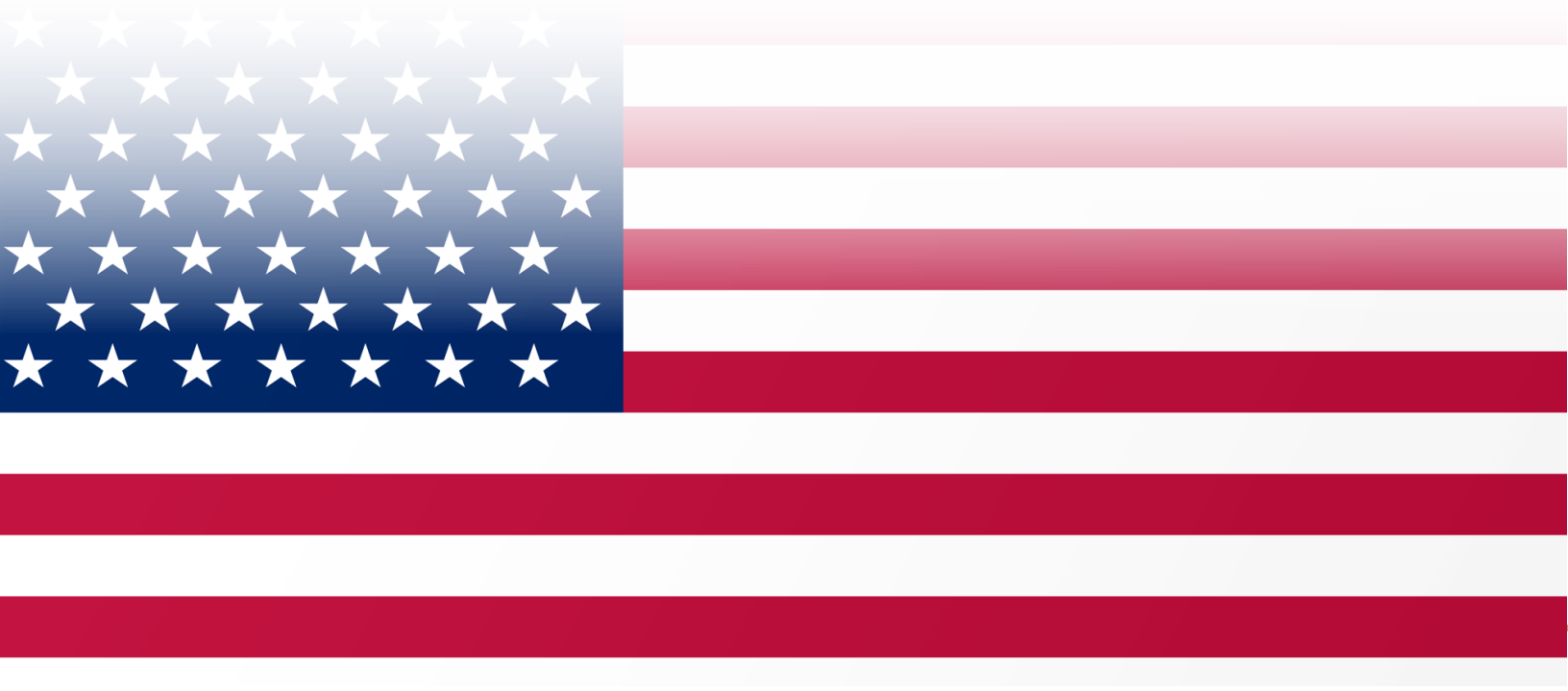
Sen. John Boozman (R-Ark.), the lead Republican on the Senate Agriculture Committee, released a farm bill framework to get this process moving. It builds off of House Republicans' farm bill, which advanced out of the House Agriculture Committee with bipartisan support. Unfortunately, progress in the Senate has been hamstrung by my Democrat colleagues' insistence on prioritizing things like climate over the needs of farmers and ranchers. I hope that this new framework and the action in the

House will refocus efforts on farmers and ranchers – instead of Democrats' climate obsession – and move deliberations along.

In preparation for this next farm bill, I introduced a number of pieces of legislation that I hope to get included in the final bill. As I mentioned, they are based on the conversations I've had with farmers and ranchers as I travel throughout South Dakota, as well as events I've held to hear from producers about their priorities for the farm bill.

Importantly, this framework would make improvements to the Agriculture Risk Coverage and Price Loss Coverage programs, which are essential elements of the farm safety net. I'm pleased that the Senate framework also contains measures from a number of the bills I introduced. It includes elements of my Conservation Reserve Program (CRP) Improvement Act, which would make CRP a more effective option for producers. It also includes my CRP Flexibility Act, which would provide additional drought flexibilities for CRP contract holders. And it includes legislation I introduced to make crop insurance more affordable for young farmers, plus elements of another bill I introduced to increase processing options for livestock producers and expand smaller meatpackers' capacity are incorporated into the framework.

This framework is an important step forward in producing a farm bill that delivers for farmers and ranchers. Again, I hope that my Democrat colleagues will approach pursuing a bipartisan farm bill with a new seriousness about helping farmers and ranchers, not advancing their climate agenda. There needs to be more farm in the farm bill, and farmers and ranchers can't afford any more unnecessary delays.





+



The South Dakota Cattlemen’s Association (SDCA) is excited to announce a new opportunity for you to make a lasting impact on our organization and the beef industry. The Leave Your Mark Legacy Fund is a voluntary fundraising initiative to support specific SDCA programs and initiatives selected by the SDCA Board of Directors that will advance the interests of cattlemen across our state and ensuring the sustainability and growth of the organization. The SDCA Board of Directors has elected to earmark contributions to the Leave Your Mark Legacy Fund in fiscal year 2025 to support the creation and administration of the new South Dakota Cattlemen’s Leadership Academy.

The SDCA launched the new South Dakota Cattlemen’s Leadership Academy to strengthen our association and tackle the challenges ahead by identifying and developing future leaders within the beef industry. The South Dakota Cattlemen's Leadership Academy will empower emerging leaders with knowledge of the

various sectors of cattle production and marketing, skills to communicate and advocate on behalf of producers, and the desire lead into the future. Enclosed is additional information about the Leadership Academy. Learn more and apply at sd cattlemen.org.

Contributions to the Leave Your Mark Legacy Fund are tax deductible, thanks to the partnership between the South Dakota Cattlemen’s Association and the South Dakota Cattlemen’s Foundation, a 501(c)(3) non-profit organization. Members who go above and beyond their membership dues to support the Leave Your Mark Legacy Fund will be recognized in an issue of The South Dakota Cattleman magazine and on the SDCA website, or they may choose to give anonymously.

Thank you for considering a donation to the Leave Your Mark Legacy Fund. Together, we can continue to make a lasting impact on SDCA and the future of the beef industry.



Together, we can continue to make a lasting impact on the future of the beef industry.

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Taya Runyan, SDCA Executive Director



Facts First

Navigating through biased reporting, entertainment news, and social media to learn about current events can seem like a daunting task. Even conversations with friends and neighbors about an issue can leave you wondering what the facts really are. Frequently in today's media, information is presented in a way to influence or persuade the consumer by telling them what to believe or how to feel, but rarely is the information laid out to allow us to consider the facts, hear multiple viewpoints, and formulate our own opinion about an issue.

When we do get to the facts, it can be difficult, because consuming non-partisan news means it's almost guaranteed that you would hear things you don't want to hear. I encourage you to challenge yourself to get comfortable hearing what you may not want to hear. Be open to considering facts that you might not like and appreciating opposing viewpoints. Be open to changing your mind as you learn new facts. The more we explore the opposite viewpoints, the better we can express our own opinions and justify why we believe the things we do.

Even if every person focused only on the facts, their ultimate opinion will still be colored by their life experience, meaning we find ourselves with different opinions and in healthy debate with friends, neighbors, or sometimes family. We might not find consensus... because in any debate, there is most often a valid argument that exists on each side. And that is ok, because mutual respect doesn't require agreement.

In September, the SDCA policy committees and association leadership will begin the work of considering potential legislation. There will be pressure to "come together" and "be on the same page" across the entire industry. While a goal worth pursuing, failure to find consensus on every issue is not failure. Presenting more than one well thought out position, rooted in facts, isn't the worst outcome. Rather, it's only the beginning of a healthy debate. When we agree to engage in healthy debate about the facts, with mutual respect of each other's position, the industry will be stronger than if we only focused on the areas where it was an easy consensus.

South Dakota Cattlemen's Association is committed to focusing on the facts first. Presenting members with information and encouraging healthy debate among members and with other organizations. Please consider seeking a role on the board of directors during the upcoming election, participating in a policy committee, or applying for the SDCA Leadership Academy to work together toward a stronger industry.

Policy Committees

Committee Chairs will be meeting to review resolutions and prepare for fall meetings. Each committee will host a Zoom meeting to review any new resolutions assigned to the committee. We want to hear from YOU during this grassroots process! Please contact to the SDCA office or any of the committee

chairs to be added to the pre-convention meeting invite.

SDCA Elections

The SDCA board is comprised of two Region Director from each of the five regions. The Region Directors are elected for two-year terms, with one Director being elected on a rotating basis. Regional Directors can serve up to three terms.

Region Directors serve as the connection between the members in the local affiliates in their respective regions and the Board of Directors.



If you interested in serving on the SDCA board of Directors, scan the QR code and complete the interest form.

NCBA Summer Business Meeting

SDCA President Warren Symens, VP Craig Bieber and I attended the NCBA Summer Business Meeting in San Diego on behalf of SDCA and attended the various policy meetings. NCBA members passed 99 resolutions or directives by renewal, amending or newly adopting. The final step will be approval by the members of NCBA- ballots will be mailed out in September for individual NCBA members who are in good standing.

Also in San Diego, the rest of the South Dakota delegation representing the Beef Council, Cattlemen's Beef Board, and Federation. During the general session it was reported that the most recent return on investment for each \$1 invested, there is a total financial benefit of \$13.41 for the producers and importers who pay into the program. To learn more about the work being done on behalf of the industry, scan the QR code to read the report.



Preparing for the Election

We are often asked where SDCA stands on a few of the hot topics that will be on the ballot this November.

Initiated Measure 28. The SDCA board voted in June to join other SD organizations including South Dakota Retailers Association, SD Agri-Business Association, SD Pork Producers Council, SD Association of Conservation Districts, SD Association of Cooperatives, SD Bankers Association, SD Farm Bureau Federation, SD Municipal League, Associated General Contractors of SD, and Associated School Boards of SD, just to name a few, to encourage voters to Vote No on IM-28.

IM-28 would not only repeal the tax on food but would also repeal the tax on anything sold for human consumption, including tobacco products. Passing IM-28 would leave the state of South Dakota and local communities forced to make huge cuts or new implement new taxes.

Referred Law 21. The SDCA closely monitored SB 201 during



the 2024 legislative session. The association remained neutral on the SB 201 and have not taken a position on referred law. We value the input of all our members and ensure that when we engage as an association, that it is based on clear policy that our members have passed. When considered at convention, there was no consensus on policy that allowed us to engage with the bill. However, as the legislature considered the package of bills including SB 201, HB 1185 & HB 1186 last year, SDCA did work to educate lawmakers on the impact that legislation had for producers and advocated for private property rights and increased protections for all landowners that is outlined in our policy. SDCA also encouraged legislators to focus on including those components in any law passed.

As voters cast their ballots on RF 21, the most important thing to consider is the facts. There is a lot of misinformation surrounding the issue, confusion as to what the law will or won't do, what support or opposition means, etc. RF 21 is a prime example of the need to wade through the rhetoric, the emotions, and understand the real facts before ultimately deciding where you stand. The two most important facts to keep in mind are that RF 21 is not about eminent domain and doesn't impact current eminent domain laws, and that RF 21 is not an endorsement or authorization of any project.

No doubt the SDCA will once again be talking about the issues surrounding pipelines, property rights, and much more at convention and I look forward to hearing from our members and a healthy debate during the committee meetings!

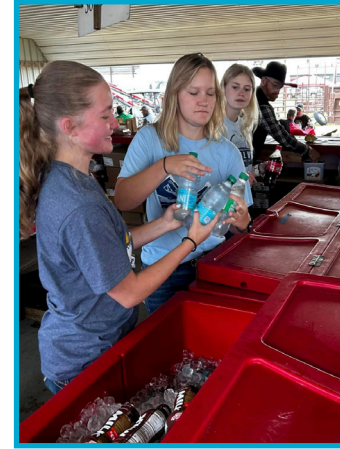
Dakotafest

The SDCA Beef Booth at Dakotafest is an always popular event, and a significant fundraiser for the association. The event is a success thanks to Cory Eich, the Central Cattlemen's affiliate crew, and all the dedicated volunteers who manage, cook, and serve at the booth each year, and all the businesses and customers that come back year after year!

On day two of Dakotafest, SDCA leaders attended the US Congressional event to hear updates on the Farm Bill, market access and trade, biofuels, labeling and other important issues impacting South Dakota farmers and ranchers. Then the SDCA teamed up with the National Cattlemen's Beef Association to welcome the NCBA policy team from Washington DC to discuss their efforts on Capitol Hill that benefit farmers and ranchers across the nation and answer questions from the audience. Ethan Lane, Vice President of Governmental Affairs and Tanner Beymer, Senior Director of Governmental Affairs talked about their ability to influence lawmakers on the Hill thanks to their full-time presence in Washington DC and dedicated team of staff and lobbyists.

They talked about what the delayed reauthorization of the Farm Bill means for producers, the significant challenges created by the ever-widening divide between the parties in Congress, and how NCBA is fighting a radical agenda from animal rights activists. The pair also addressed how they are working on behalf of SD cattle producers, Charles and Heather Maude in their fight with the US Forest Service. NCBA, PLC along with other ag groups have been working in Washington to seek a resolution for the Maude family and ensure actions are taken to prevent similar actions against other permit holders.

Snapshot of DAKOTAFEST



Scan the QR code to watch
the *From the Ranch to Capitol Hill* event



SOUTH DAKOTA STATE UNIVERSITY

Collegiate Cattlemen's Club

FOR THE SECOND OFFICIAL YEAR THE COLLEGIATE CATTLEMEN'S CLUB IS
BACK AT SDSU! MEET THE EXECUTIVE TEAM LEADING THE CLUB THIS YEAR!



MEGAN SANDERS | *President*

Megan Sanders of Oral, SD, grew up on her family's farm and ranch as a sixth generation Fall River county agriculturist. Sanders' family focused on cow/calf production and irrigated corn and alfalfa. She is currently pursuing a major in ag business with minors in animal science and agribusiness marketing. On campus she is active in Little International staff, CAFES Prexy Council, and AFA.

SYDNEY HEINS | *Vice President*

Sydney Heins, a senior animal science major at SDSU, is originally from Wayzata, MN. A third generation Hereford cattle producer, Heins is very active at SDSU with the Sigma Alpha sorority, Animal Science Ambassador team, and Little International. Heins also stays busy with undergraduate research in beef cattle genetics.



DREW STOCK | *Treasurer*

Drew Stock is a junior animal science major at SDSU originally from Waukon, IA. He grew up on registered Gelbvieh cattle seedstock operation and is involved on campus in Farmhouse Fraternity in addition to his position on the Collegiate Cattlemen's Club officer team.



ABBY MORSE | *Secretary*

Abby Morse of Madison, SD, is a junior at SDSU studying animal science with minors in ag business, agribusiness marketing, and chemistry. In addition to her academic schedule, Morse also stays involved in Alpha Zeta, the Fishback Honors College, and as a member of the Little International executive team. Growing up on a row crop and cow-calf operation, Morse was also very involved in 4-H and FFA which allowed her to exhibit cattle and pigs for many years.



ELLA STIEFVATER | *Marketing Chair*

Ella Stiefvater, of Salem, SD, is a junior agriculture communications major at SDSU. Her background includes working for her parents at their family veterinary clinic and showing cattle and sheep in 4-H and FFA. At SDSU she's involved in CAFES ambassadors, Little International, Swine Club, and Collegiate Farm Bureau.



Making the Most of Membership

Jake Harms, VP of Membership



Agriculture is an industry heavily based on traditions, while also adapting as the world around us progresses. South Dakota Cattleman's Association (SDCA) recognizes the value in keeping the traditions alive. We also acknowledge the importance of evolving with the technology and being a part of the broader conversations about the future of the industry. As SDCA continues to move forward, it is important to partner with companies that have the same mentality and goals.

SDCA is proud to announce our new member partnership with Neogen. They have generously agreed to provide members, new and renewing, with products that will support their operations. Neogen is a diverse company that is constantly pushing to enable their customers to produce more efficiently and effectively than they could before. Included in their wide range of products and solutions are genetic testing and animal health products, which our members now have the opportunity to try.

New SDCA members can receive a .5 Gallon of Prozap Protectus Pour-On Insecticide-IGR, a pour on to help take care of flies and lice, treating around 60 head of cattle.

Current members who renew their SDCA membership can receive a 10 pack of tissue samplers and an applicator to use with them. Neogen's lab will process these samples for DNA testing. The information DNA tests provide can help the producer learn more about their herd and make even more informed decisions about which cattle to keep or sell. The use of DNA in seedstock herds has been widely adopted and helps genetics and traits evolve at an increased rate. Commercial producers are starting to use DNA testing in their herds to aid in heifer retention decisions and what bulls to purchase or use. For members who choose to take advantage of this membership offer, Neogen will reach out and work with you to determine the right kind of testing for your operation.

As members, I hope you take advantage of this new partnership. I also hope that you encourage neighbors, friends, and colleagues who may not yet be members to join SDCA for these unique opportunities. Partnering with people and companies who are invested in the future of the ag industry is even more important as legislation and policy evolve our businesses and way of life.

NEW MEMBERS

Retail value
\$105.57*

Join SDCA and receive a FREE .5 gallon of Prozap[®] Protectus Pour-On!
Treats up to 65 head of cattle at 1,000 pounds per animal!



*Price may vary at distributor locations.

Retail value
\$107



CURRENT MEMBERS

Renew your SDCA membership and receive a 10 pack Tissue Sampling Unit* and 1 tag applicator!



*TSUs must be submitted to Neogen for Igenity, AngusGS, and GGP testing.

CATTELEMEN ATTEND MIDWEST TRADE EXPORT SUMMIT



The Midwest Ag Export Summit had the theme of “Comparative Advantage,” and this was mentioned many times during the day. Our region is fortunate to have the natural resources, infrastructure, and knowledge to abundantly produce and due to that, we are in a great position to take advantage of international trade.

However, it’s also important to realize the challenges that and work to create agreements that minimize interruptions.

One strategy that was mentioned several times was the need to have diversified trading partners. China is always one of the big players that’s mentioned, but they come with their own set of challenges to work with and as a result, there’s been a lot of attention turned towards the African continent. There’s a growing population that will need our meat and grains, so it’s essential that those markets are secured through trade deals.

Another point that was brought up was the need to keep ag trade out of geo-political arguments. Food is a universal necessity. Having adversarial governments use it as a weapon against their own people to spite US values is a humanitarian issue. Moving forward there’s a push by our export organizations to compartmentalize ag trade so it doesn’t get caught up in political disagreements.

Finally, it was reiterated many times that the trade we enjoy because of USMCA is worth more than \$1 trillion per year. Mexico and Canada provide us with huge markets and relatively simple logistics. One issue with that agreement though that will be discussed in an upcoming review by all the countries is the fact that China has been trying to circumvent the rules by dumping product into Mexico and then importing it to the US from there. Mexico agrees that this has been going on and needs to stop.

For cattle producers, international trade adds \$450 dollars of value to live cattle. Overall, more than 40% of ag products are exported, so it’s essential that we continue to build strong trade deals with other countries to support our markets and our rural communities.

– Troy Hadrick

SDCA Northern Region Director



The Midwest Ag Export Summit was a great opportunity to network with our industry partners, learn about factors influencing global and regional trade and where the opportunities are, as well as hearing real life stories of Midwest states forming trade relationships with countries around the world.

The United States-Mexico-Canada agreement (USMCA) has been a success, and our agreement with Canada and Mexico allow each of us to leverage our competitive advantages, strengthening our respective positions. A great example that those of us in agriculture can relate to: corn is grown in the US and sold into Canada to feed sows, where there is less swine concentration (biosecurity). Canadian hog integrators raise pigs which are weaned and then sold into the US, where we have abundant feed production to finish these hogs. The hogs are processed in the US and a significant percentage of the pork is sold back to Canada. Both countries can leverage their competitive advantages, allowing each to benefit through efficiencies.



While there remain issues to work through, the USMCA sets the standard across the globe for trade agreements. The annual review, which is different from renegotiation, feature of the agreement will provide a means to stop China from skirting our tariffs by selling Chinese products into the US through Mexico, among other issues that arise.

In the short-term, there are and will be opportunities to trade with countries in Southeast Asia, and in the long-term we would be mistaken to overlook the vast population growth and trade potential in Sub-Saharan Africa. Right now, we need US leadership that focuses on these opportunities.

We also need to focus as a state and the Midwest region to foster relationships with friends, new and old, across the world. These friends value quality, reliability, and relationships – areas where South Dakota cattlemen excel, but are many times too humble to claim. I look forward to the work that our good friend Luke Lindberg and his team at South Dakota Trade will continue to do for South Dakota and Midwest agriculture.

– Austin Havlik

SDCA Southeast Region Director

Pictured from left to right: Hadrick, Luke Lindberg, President & CEO of South Dakota Trade, Havlik



VOTE NO

IM28

Five Reasons to Oppose IM-28

The individuals behind IM-28 say it repeals the tax on food, but the truth is, it repeals the tax on *anything* sold for human consumption, including tobacco products. As a result, IM-28 will create a hole in the state's budget. Though the measure claims to have good intentions, it's actually very bad for South Dakotans. Let's take a closer look...

1. IM-28 eliminates sales taxes on many items other than food, cutting up to \$646 million in annual funds to the state.

IM-28 prohibits South Dakota from collecting taxes on anything sold for human consumption, except alcohol and prepared food. Other items include tobacco, vaping products, CBD, mouthwash, toothpaste, aspirin, marijuana, beverages, toilet paper and much more — equaling 46.5% of state sales tax. With 80% of our state expenditures going to education & human services, cutting \$646 million from our budget means South Dakota's children, patients and seniors would be most negatively affected by the passage of IM-28.

2. IM-28 will kill cities and towns, preventing them from collecting sales taxes on the same items, cutting \$50 million from local budgets.

Our communities are prohibited from taxing anything the state can't tax. This will cut a major source of revenue for South Dakota cities and towns, above the \$646 million loss to the state, resulting in additional local budget cuts affecting law enforcement, roads, pools and parks.

3. IM-28 is designed to force South Dakota to implement a state income tax.

The 2023 bill (HB 1075) that would have eliminated the sales tax on groceries did not refer to "anything sold for human consumption," instead it referred to "food and food ingredients." IM-28, by the way it is drafted, is deliberately different and MUCH broader than groceries and is designed to force South Dakota to implement a state income tax to replace the lost revenue.

4. IM-28 will reduce funding for Tribal governments via sales tax compacts with the state.

Tribes in South Dakota have compact agreements with the state to distribute a portion of sales tax collections to them; this would substantially diminish that funding source.

5. IM-28 is poorly written and creates major problems.

South Dakota has a low, broad-based sales tax (currently 4.2%) that has worked for decades. Passing this sloppy, ill-conceived measure would be a huge mistake. We need to VOTE NO on IM-28.

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Upcoming Events:

August 15 - September 15 - 2024 -2025
South Dakota Junior Beef Ambassador
Applications Open (scan the QR code to apply!)



August 28 - September 2 - South Dakota
State Fair

- Beef Impact Bags around the Fairgrounds August 29th & September 1st
South Dakota Junior Beef Ambassadors will be handing out Beef Impact Bags to South Dakota State Fair attendees. These bags include beef swag & more!
- Beef Swag at the Freedom Stage August 29th, 30th, and September 1st
South Dakota Junior Beef Ambassadors will be handing out beef swag to attendees before three performances on the Freedom Stage
- FFA Adventure Center -- Make Your Own Beef Seasoning on August 28th at 3 PM
South Dakota Junior Beef Ambassadors will be making beef seasoning with youth attending the FFA Adventure Center!

September 9 - 15 - Sanford International PGA Tour

- September 11th & 12th - PGA ProAM
- September 14th - PGA BBQ Contest of Champions, following the completion of play.
- Beef farmers and ranchers will be serving BEEF sandwiches to the veteran's & military first responders tent the duration of the tournament!

September 14 - SDSU Beef Bowl + Beef Tailgating Competition

- SDSU vs. Augustana game at 6 PM. Beef Tailgating Competition judging starts at 3 PM at the Beef Activation Zone inside SDSU tailgating area.

September 26 - 28 - Cinch Playoffs - The Governor's Cup

October 11 - SDBIC sponsored beef meal at the Western Junior Livestock Show from 11 AM - 1 PM (MST)

October 12 - SDBIC & Beef Logic at Dakota Days

To learn more about SDBIC upcoming events and activities, visit sdbeef.org or SDBIC's Facebook page.

FOR THE **CATTLEKIDS!**

1. Hen
2. Beehive
3. Horse
4. Doghouse
5. Tractor
6. Barn
7. Seeds
8. Chick
9. Eggs
10. Dog

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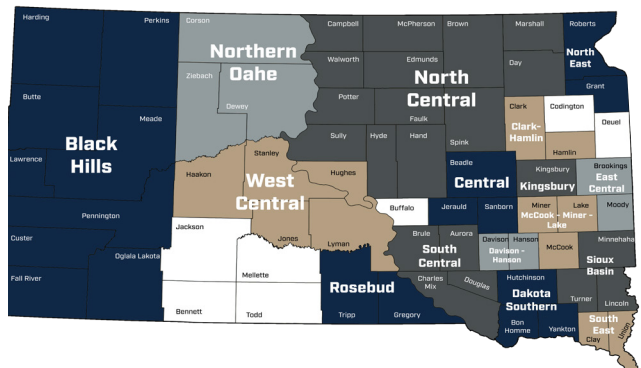
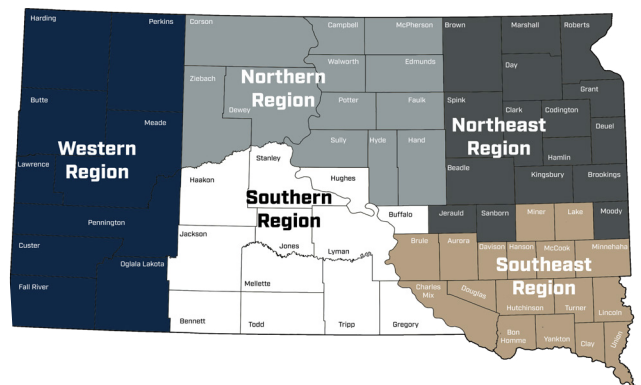
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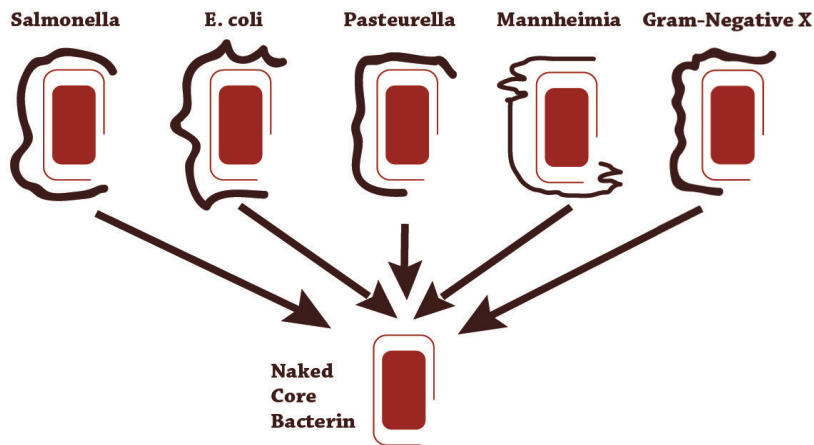
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