



# GRASSROOTS

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## **SDGC Annual Meeting Reminder December 8<sup>th</sup> - Oacoma**

This year's guest speaker will be Gregg Simonds of the Deseret Ranches in Utah. Simonds has spent 30 years managing or consulting on ranches whose mission is to make money while improving the ranches natural resources. He has worked for many of the largest ranch enterprises in the United States. He has received numerous awards for management as well as conservation. Simonds received his B.S. and M.S from Utah State University. In 1978, Simonds began employment for the Deseret Ranch in Utah. When he arrived, communication was lacking, the land was in poor shape, and the ranch was losing money. For Simonds, these were all aspects of the same whole. During his time there, he improved morale, communication, the water cycle, biodiversity, and productivity of the land, and turned the annual deficit into a substantial surplus. This meeting will be free of charge to SDGC members; however, there will be a \$30 fee for non-SDGC members. Registration begins at 9:00 a.m. and after which Simonds will speak. The program ends at 3:30 p.m. with a meal provided. If you are interested in attending, please RSVP to Kyle Schell at [Kyle.Schell@sdstate.edu](mailto:Kyle.Schell@sdstate.edu) or at (605) 688-6623 by December 3.

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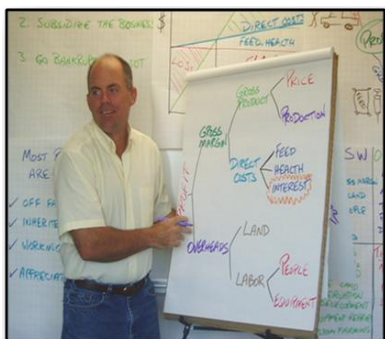
**SD WILD GRASSLAND COALITION**

**CALENDAR OF EVENTS**

For more information or other events the **SOUTH DAKOTA GRASSLAND COALITION** is involved with, please contact Kyle Schell or visit the website: <http://www.sdgrass.org>

## Ranching for Profit Workshop Recap

The South Dakota Grassland Coalition, in cooperation with the Badlands RC&D and South Central RC&D, recently held a Ranching for Profit Workshop featuring Dave Pratt.



Dave Pratt, Ranching for Profit instructor

We had a great turnout for this workshop; despite the poor weather that day, there were nearly 70 people in attendance. Some of the topics that Dave covered during included: creating a sustainable business, three secrets for increasing profit, and profitability benchmarks. Some things I learned and found most interesting were in his three secrets to increasing profit, he discusses cutting out the unnecessary expenses. This seems like fairly common knowledge; however, sometimes producers have difficulty knowing whether or not their investments are returning. Dave provided some valuable tips on determining whether or not these investments are sound. I also enjoyed the

profitability benchmarks portion as he covered ratios such as asset turnover ratio, gross margin ratio, and overhead ratios and helped me in fully understanding where each of these ratios come from and how to make decisions based on the ratio. The school was informative and definitely worth attending. Dave will present his complete Ranching for Profit school in January in Rapid City. For more information about this, please go to:

[www.ranchmanagement.com](http://www.ranchmanagement.com)

The SDGC sincerely thanks all of the sponsors who helped with this program. They are: First National Bank, Security First Bank, Murdo Chamber of Commerce, First Interstate Bank, Bank West, Bennett County Conservation District, and Shannon County Conservation District.

### 2009 No-Till Clinic December 9<sup>th</sup> Mitchell, SD

On December 9<sup>th</sup> there will be a no till clinic in Mitchell at the Davison County 4-H Fairgrounds. This workshop is sponsored by the Davison, Douglas, and Sanborn Extension Educators, SDSU Extension Service, NRCS, Davison County Conservation District, and Davison County Crop Improvement Association.

The cost to attend this clinic is \$20.00 if registration is received by December 2 and \$25.00 after. There will be variety of excellent speakers scheduled for this event; whether you no-till or not, you will want to attend this one day clinic. The information presented will be helpful to all crop producers. There will also be some equipment on display, so invite your neighbor to this educational program. For more information, contact the Davison County Extension Office at 605-995-8620.



No-till Farming

### Corn Stalk Quality after Weathering

Fall rainfall is good for wheat and next year's crops, but it does have its drawbacks. One challenge is rain's impact on corn stalk quality. Rain in the fall usually is welcomed despite the delays it causes with crop harvest. Pastures and alfalfa benefit from extra growth and winterizing capabilities. Wheat and other small grains get well established as do any new fields of alfalfa or pasture. And the reserve moisture stored in the soil will get good use during next year's

growing season. But rain also reduces the feed value of corn stalks in fields already combined, and even on standing stalks. And this fall many fields have had some pretty heavy rain on those stalks. Rain reduces corn stalk quality several ways. Most easily noticed is how fast stalks get soiled or trampled into the ground when fields are muddy. Less noticeable are nutritional changes. Heavy rain soaks into dry corn stalk residue and leaches out some of the soluble nutrients. Most serious is the loss of sugars and other energy-dense nutrients, which lowers the TDN or energy value of the stalks. These same nutrients also disappear if stalks begin to mold or rot in the field or especially in the bale. Then palatability and intake also decline. There is little you can do to prevent these losses. What you can do, though, is begin to supplement a little earlier than usual. Since weathering by rain reduces TDN more than it reduces protein, consider the energy value of your supplements as well as protein content. Weathered corn stalks still are economical feeds. Just supplement them accordingly.

Source: Bruce Anderson, UNL Extension Forage Specialist

### **GSI Program offered through NRCS helps Grazing School Enrollment**

South Dakota livestock producers can apply for the Grazing Lands Sustainability Initiative (GSI), a management-oriented incentive to improve drought sustainability on grasslands. The Natural Resources Conservation Service (NRCS) is offering GSI through the Environmental Quality Incentives Program (EQIP). The deadline for this program expired on November 20; however, it is something that should be looked into for next year. One of the ranking protocols for this program is that the producer must have attended the SD Grazing School, so those SDGC members who have completed the Grazing School should consider this program. Due to the popularity of this program the SDGC have been receiving an increase in requests to attend the Grazing School and due to demand, we will offer two Grazing Schools in 2010. The Grazing School Planning Committee is in the process of planning for next year's upgrade and is contemplating offering two schools back-to-back in Chamberlain. If any of you are interested in the 2010 GSI program, please contact your local NRCS representative. You can obtain more information regarding the

Grazing School by calling Kyle Schell at (605) 688-6623 or at [kyle.schell@sdstate.edu](mailto:kyle.schell@sdstate.edu). Or check out the SD Grassland Coalition Website at [www.SDGrass.org](http://www.SDGrass.org).

### **SD Wild Grassland Coalition is Not Affiliated with SDGC**

Some of you may have noticed recent press about the SD Wild Grassland Coalition. They are a group trying to designate some US Forest Service land in western South Dakota as a wilderness area. The Board of Directors for the SDGC would like to convey that the SDGC has no affiliation with this group. The SD Wild Grassland Coalition is a separate organization with entirely different goals than that of the SDGC. Please do not confuse the SDGC with the SD Wild Grassland Coalition.

### **SD Cattlemen's Convention**

The SD Cattlemen's Association will hold their annual convention at the Sioux Falls Ramkota on December 2-3. The SDGC will sponsor Terry Gompert as a speaker during lunch on Thursday the 3<sup>rd</sup>. We will also have a booth at the Trade Show. Please stop by and see us and we hope you can attend Terry's presentation.



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**Calendar of events:**

<u>Event</u>	<u>Date</u>	<u>Location</u>	<u>Contact Person</u>	<u>Phone No.</u>
Cattleman's Annual Meeting	Dec 2-3	Sioux Falls	Kyle Schell	605-688-6623
SDGC Annual Meeting	Dec 8	Oacoma	Judge Jessop	605-280-0127
National GLCI Conference	Dec 13-16	Reno		

Please remit any comments, suggestions, or topics deemed necessary for further review to: Kyle Schell, SDSU Box 2170, Brookings SD 57007, [kyle.schell@sdstate.edu](mailto:kyle.schell@sdstate.edu), (605) 688-6623