

Convention 2025

THE *South Dakota* CATTLEMAN

The official publication of the South Dakota Cattlemen's Association



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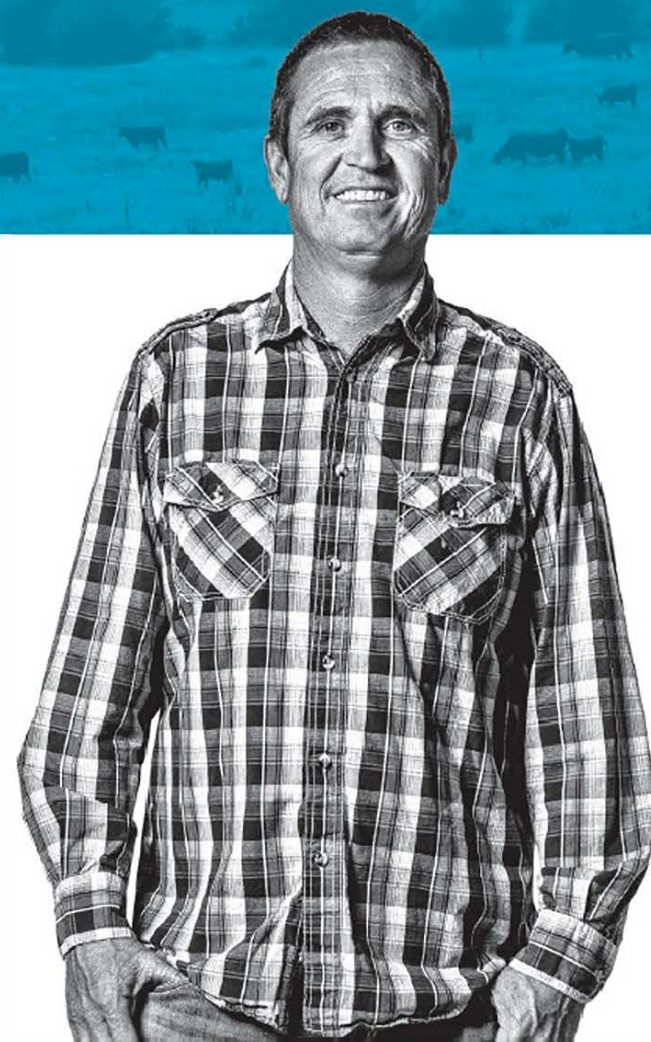
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SDCA Calendar of Events

Dec. 2-3: SDCA Convention & Trade Show | Deadwood
January 13: South Dakota Legislative Session | Pierre
January 28: Board of Directors Meeting | Pierre
January 28: Leadership Academy Graduation | Pierre
January 28: Legislative Mixer | Pierre
January 29: SDCA Day at the Capitol | Pierre
February 3 - 5: CattleCon & NCBA Tradeshow | Nashville, TN
February 16: Cattlemen's Education Day | Brookings



Save the Date
Legislative Mixer

Join SDCA and Class I graduates of the Cattlemen's Leadership Academy for a Legislative Mixer at Dritter's Bar & Grill on January 28, 2026.

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 to access
SDCA's Media Kit

Cover photo by Mackenzie Myers

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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.





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Grassroots in Action

How YOU made a difference.

On October 20th, President Trump made comments that undercut American cattle producers and disrupted the markets.

The announcement of a misguided plan to import Argentinian beef to lower beef prices for consumers concerned our members and cattlemen across the nation.

In a Call to Action campaign, cattle producers across the country delivered over 20,000 letters to Congress in the first 24 hours alone, 1,400 of those from South Dakotans like you! Nationwide, South Dakota ranked in the top five states that participated in the Call to Action.

Your SDCA leadership team spoke up and took a strong position against Argentinian beef and supported a free market!

South Dakota Cattlemen was supported by fellow farm and ranch families in a separate letter to Senator Thune, Senator Rounds, and Representative Johnson who swiftly communicated members' concerns with their fellow lawmakers, agency officials, and the administration.

As additional details and information about the President's plans to related to the beef industry continue to unfold, SDCA will keep you informed and give you a platform to be heard.

Scan the QR code
to read the Letter



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From the Cattle Pen

Warren Symens, SDCA President

It's early October as I write this, after a day of weaning calves. Last week it was 92 degrees, but today was a pleasant 72, which is good, since we throw a lot at them during weaning time. We gathered first thing this morning, gave them a quick sort and a short haul home, while the mommas stood at the gate and bellered.

Over the years, we've changed the process. We used to vaccinate and cut the bulls we didn't plan to sell, then came back two weeks later to wean and boost. Now, we give a round of shots in August, boost and cut at preg-check time in September, then wean a few weeks after that. Keeping them with their mothers through all of this has made a big difference, it's a lot less stress for them and for us.

Once they're home, another trip down the chute results in a weight and docility record, a pour-on, a multi-mineral boost, and a pheromone compound on their face to help them ease into their new world. A gate directly in front of the chute makes it easy to sort bulls from heifers, aside from a few younger, smaller calves we sort later in the day to reduce bunk competition. They've been eating creep feed the last 75 days, which helps when they get home and already know how to eat. We let them clean out the creep feeders we hauled home, and provide fresh, fine stemmed grass hay in the bunk. Round water tanks replace automatic waterers for the first week, and they get a dose of sulfa in the water the first few days.

All this preparation helps mitigate potential problems and gives the calves the best start possible before fall turns into winter. The bull calves need to be ready to sell in February, delivered in April, and turned out to breed cows whenever the buyer's breeding season begins. The heifers need to be ready to breed by the end of May, once we've made it through another calving season. It's all part of the cycle, but this is my favorite season of the year. The chill in the air, the harvest of fall, and the results of past decisions seen in a calf crop lined up at the bunk, munching on summer hay.

In my years with the South Dakota Cattlemen's Association (SDCA), I've had the privilege of getting know some of the finest cattlemen and women in the industry, not only from South Dakota, but from across the country. Many of them have been directly involved with SDCA, offering guidance, thoughtfulness, wisdom, and attitude that has been invaluable in moving the association forward. They've done so with an eye on what's best for our members and a commitment to ensuring their voices are heard. The members of this

organization have always been willing to ask the hard questions, listen to those with the answers, and make the tough decisions that shape policy on important issues. I've been encouraged to see more people stepping forward to offer their time and serve their fellow producers in a variety of ways. It can be a long process that takes patience, but like those past decisions we make in our herds, progress can be seen in incremental steps over the years. The SDCA board and members are moving in the right direction.

I can't overstate how important involvement is in SDCA. Your membership dollars and name on the rolls matter, yes, but what matters most is being part of the association. SDCA's annual convention is coming up December 2-3 in Deadwood, with opportunities to get involved in virtual pre-convention policy meetings and to vote for new board members beginning November 3. While the education and fellowship are always something to look forward to, it's the policy work that truly serves the interests of members, both in South Dakota and nationally. The more ingredients in the stew, the better the flavor, so be one of the cooks in the kitchen!

Being in the cattle business, when done right, is really about being in the people business. At the end of the day, it's people who decide whether the product we raise is in demand. Whether you sell calves to a stocker or feeder, bulls to a fellow breeder or commercial producer, or finished cattle to a packer or direct to consumer, people must want your product. They also must want to do business with you. When a customer makes a purchase, they're buying you as much as they're buying your cattle. Integrity matters, and SDCA has built a reputation of leading the industry with honesty and thoughtful policy – a reflection of the good people who make up this organization.

When you're in the profit-taking phase of the cattle cycle, it's always easier to be positive. Even with these historic highs, I believe it's just as important to stay vigilant. I appreciate that same vigilance in the staff at SDCA, the Board of Directors past and present, and in all of you out there doing chores and raising the best cattle in the country, right here in South Dakota. It has been an honor and a privilege to serve this association, and I fully intend to stay as involved as I can in the years ahead. At the end of the day, it's up to us.

Allied Industry Members

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Central Farmers Cooperative
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Kingbrook Rural Water System, Inc.
Lilac Lane Media
Liphatech (Rozol)

Lyle Signs Inc
Moly Manufacturing LLC / SILENCER
Montrose Veterinary Clinic
NDEco
Rick Dockter/ Wealth Partners
Rivers Edge Bank
Sioux International
Sioux Nation, LLC

Statewide Ag Insurance - Winner
Summit Carbon Solutions
US Premium Beef
Y-Tex Corporation
Zinpro Corporation

Choice Members

4

Convention 2025

The South Dakota Cattlemen

5

Allied Industry Membership information available online at sd cattlemen.org

South Dakota Beef Checkoff Dollars at Work

Jon Dilworth | South Dakota Beef Industry Council Executive Director

What is the Beef Checkoff?

The Beef Checkoff increases profit opportunities for producers by keeping beef top of mind with consumers, restaurants, butchers, and other food retailers. It also reaches out to educators, dieticians, medical personnel, and influencers. In short, it is consistently working to ensure a wholesome, quality beef-eating experience. Efforts include:

- Promoting high-quality U.S. beef in more than 80 other countries.
- Working to build demand for beef and maintain strong consumer confidence in the beef supply.
- Funding millions of dollars annual in product-enhancement and beef-safety research to maintain a high-quality, safe product.
- Reaching consumer audiences with timeless and targeted campaigns through Beef. It's What's for Dinner., and Chuck Knows Beef, the all-knowing beef expert through the Amazon and Google Home devices, and through ChuckKnowsBeef.com.
- Identifying and teaching effective management practices through Beef Quality Assurance (BQA) to provide accountability to consumers and assure them access to safe, nutritious beef and beef products.
- Serving as a catalyst for introduction of new beef products, including new cuts of beef to maximize the whole animal.



Welcomes

Alex Mills joins the SDBIC as the Director of Communications & Marketing. Originally from Lexington, TN, and a graduate of Murray State University where she holds a Bachelor of Science in Animal Science. She has hands on experience in the meat industry as a former butcher, working alongside producers and promoting agriculture education to the public. Alex is passionate about helping support the Council's mission of promoting beef and consumer relations!



Questions & Answers *about your Checkoff*

Who Administers the Beef Checkoff Program?

The Cattlemen's Beef Board (CBB) is responsible for overseeing the collection of the Beef Checkoff and the funding of Checkoff programs. CBB consists of approximately 99 members, including domestic beef, dairy, and veal producers, as well as importers of beef and beef products. Members are individually nominated by certified nominating organizations and appointed by the United States Secretary of Agriculture to serve as a non-paid, three-year term.

What Can the Checkoff do?

The Beef Checkoff's role is to drive demand for beef. To accomplish this, the Checkoff acts as a catalyst for change and designed to stimulate beef sales and consumption, both domestically and internationally, through consumer advertising, research, public relations, and new-product development.

What Can't the Checkoff Do?

By law, Checkoff funds cannot be used to influence government policy or action, including lobbying. The Checkoff doesn't own cattle, packing plants, or retail outlets. It can't control prices or single-handedly turn around a bad market.

Do Packers Pay?

Any packer who owns cattle for more than 10 days prior to harvest must pay the dollar-per-head Checkoff. There are no packer seats on the Cattlemen's Beef Board.

Do Importers Pay?

Importers pay the dollar-per-head Checkoff or the equivalent on imported cattle, beef, and beef products, amounting to millions of Checkoff dollars each year.

Do Contractors Make Money from the Checkoff?

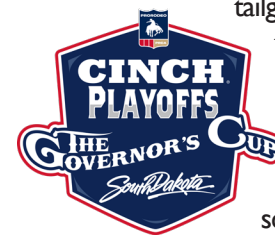
No. The Cattlemen's Beef Board and United States Department of Agriculture must approve all Checkoff budgets and programs before contractors are reimbursed for program expenses. Contractors pay program costs up front from their own organizational budgets and are reimbursed on a cost-recovery basis for substantiated direct costs incurred while implementing their approved checkoff programs.

To learn more about the Checkoff, visit DrivingDemandForBeef.com or contact the South Dakota Beef Industry Council.

Cattlemen's Beef Board | 303-220-9890

Tailgating

In September and October, the South Dakota Beef Industry Council (SDBIC) stayed busy attending tailgates and sponsoring cook-offs. The South Dakota State University Beef Bowl took place on September 13 in Brookings, where SDBIC had a big tailgating turnout with lots of dishes submitted for competition. Dakota Days at the University of South Dakota took place on October 4, for more cooking. Finally, the Augustana University game in Sioux Falls on October 11, with, you guessed it, another wildly successful tailgating cooking competition. The first through third place winners received Beef Bucks to continue cooking and supporting local beef. The SDBIC also attended the Cinch Playoffs in Sioux Falls where Beef headlined across the arena and the big screen.



Junior Ambassadors

November is a big month for the upcoming 2025 - 2026 group of Junior Beef Ambassadors. The Junior Beef Ambassadors are a selected group of talented youth, ages 5 - 18, that strive to promote beef to their community and their peers. They'll also attend several events throughout the year such volunteer at booths at events and continue to be an active part in production. The SDBIC is ecstatic to have a record number of 49 Junior Beef Ambassadors this year! On November 15, the Ambassadors met in Pierre to tour a local meat locker, eat lunch and get to know one another, engage in

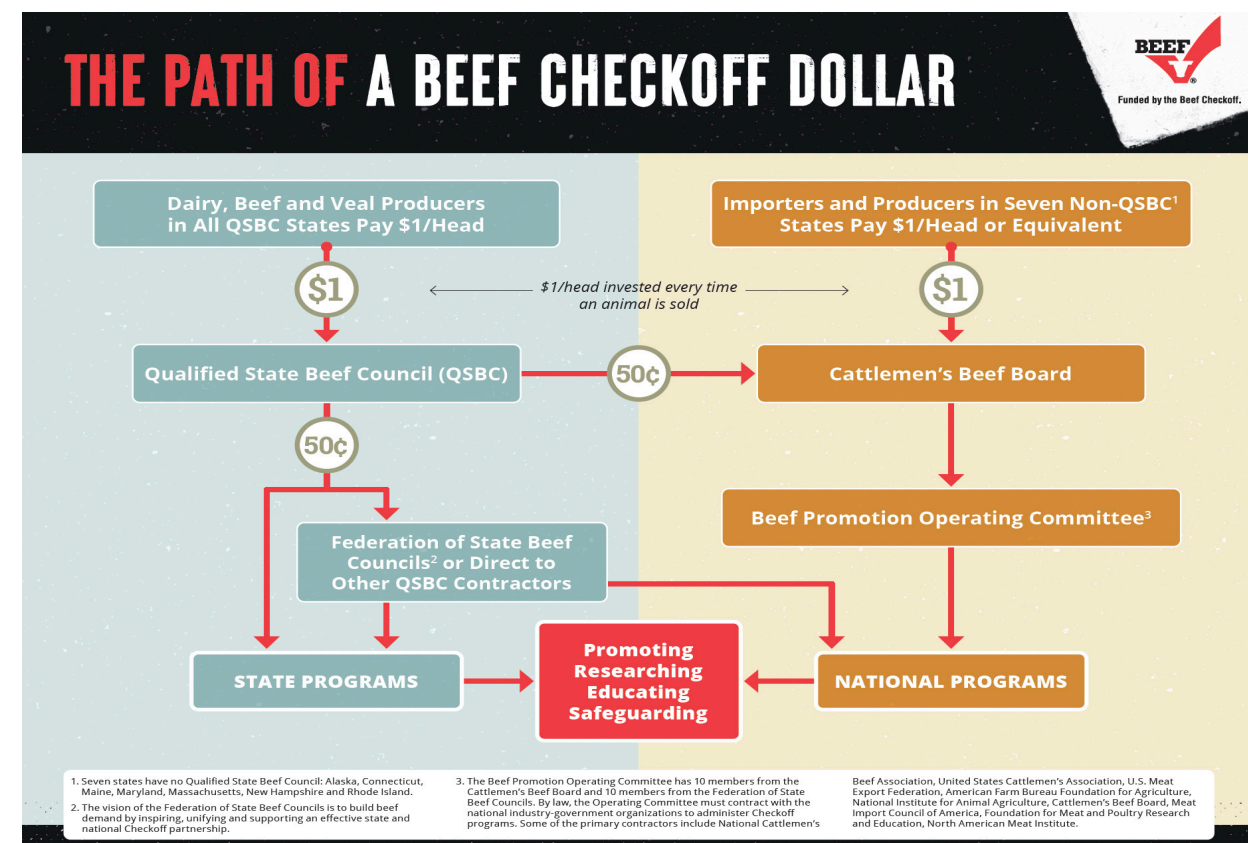
activities, and gained a clear understanding and game plan for the upcoming year. They are ready to go out and conquer.

SDBIC Board Meeting

Join us for the SDBIC quarterly board meeting December 8 at Drifters in Pierre at 1:00 PM Central Time. Lunch will be provided. If attending, please RSVP to Jon Dilworth. His contact can be found at the SDBIC website at sdbeef.org or by calling the office at 605-224-4722.

Events

In October, the SDBIC attended Partners in Action in Denver, Colorado. State Beef Councils across the country came together to listen to speakers, discuss successful ways beef is promoted, and plan what direction of the upcoming year. December 1 and 2, the SDBIC will have a booth at the SDCA's Convention and Trade Show in Deadwood. Come visit and have a beef filled day! The SDBIC is excited to kickoff our holiday campaign starting Black Friday through Christmas Eve to highlight how beef can be at your table this holiday season. Watch for ads through TV, radio, social media, and more. Follow SDBIC on Facebook to learn more!



Historical Trends of the Cattle Cycle

Dr. Erin DeHaan, SDSU Assistant Professor and SDSU Extension Beef Specialist



The beef industry has experienced periods of growth and constriction as a result of environmental changes and worldly matters, which dictate supply and demand of beef products. The first year of growth in the national cattle herd inventory following a period of restriction has been defined as the cattle cycle, with fluctuations in the cattle cycle ranging from 8 to 12 years. The national cattle inventory (figure below) has steadily increased from the 1950's (~80 million head) until about 1975, where the cattle inventory was ~128 million head of beef cattle. This was caused by an increased calf crop from producer herds expanding in the late 1960's. This herd expansion is thought to be the result of men coming home from wars and back to the farm. Subsequently, herds were expanded to feed the growing population and led to the overall increase in beef production since the 1950's. Growth promoting implants (i.e. diethylstilbesterol) were also first introduced in the late 1950's, which helped to meet global beef demands. Since then, there has been a steady increase in beef production. Around 1976, the national herd inventory experienced a rapid decline in numbers, likely caused by severe drought in the late 1970's. This was the first time the cattle cycle witnessed a dramatic change because of environmental conditions. Beef production also declined during this period, largely following the reduction in herd size. Following this cycle, the slow decline in the herd inventory has largely been a result of the fluctuation of pasture conditions. Herds began to increase in the mid 1980's. This coincides with when other implants (such as estradiol benzoate + progesterone) were discovered and used to increase total beef production. As was observed in previous years, the cattle inventory dropped off around 1990, likely due to pasture shortages. The late 1980's and 1990's was during the mad cow disease (bovine spongiform encephalomalacia) scare in the United Kingdom. The Jack in the Box Escherichia coli outbreak occurred in the early 1990's, followed by the cow that stole

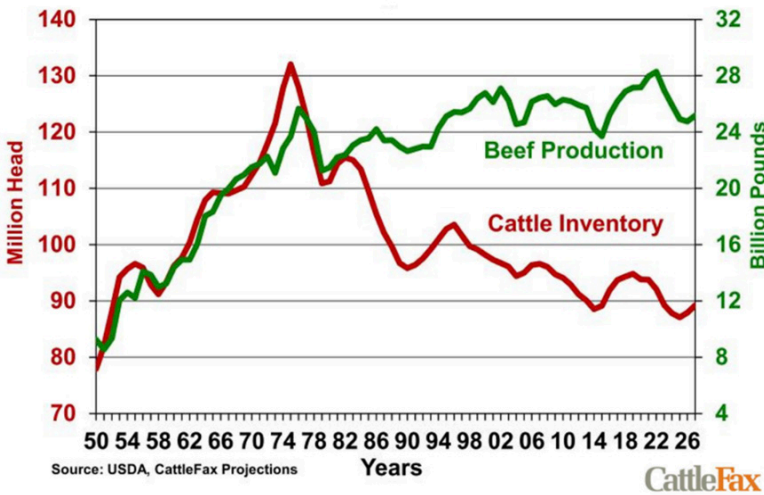
Christmas with mad cow that also occurred a few years later on December 23, 2003. Each of these had a negative impact on the public perception of beef and on U.S. beef exports. After this point, we would not see the national herd inventory reach the levels of previous years in the 1970's and 1980's.

Another event during the early 1990's that was beneficial for beef production was new implants (trenbolone acetate + estradiol benzoate) that were implemented into beef production. From around 1995 to 2014, there was a steady decline in the U.S.

beef cattle industry. This could be partially due to needing less cattle to produce the same (and more) pounds of beef because of growth enhancing technologies (beta adrenergic agonists also introduced in mid 2000's in addition to using implants). This was also during the time of the ethanol and biodiesel industries boom causing an increase in the acres of land being put into crop ground, as well as an increase in the cost of feed ingredients needed to finish cattle. These factors, along with the severe drought in the Southern Plains in

2014, led to the decline in the U.S. beef cow inventory numbers. Following 2014, we saw an increase in cattle numbers, because of general cyclicity. The inventory between 2014 and 2023 was at its highest in 2020, because of less cattle being slaughtered overall due to the Tyson plant fire in August 2019 and holding cattle on feed longer during COVID in 2020.

Currently, we are still experiencing historic low levels in the national herd inventory (~86.7 million head). However, analysts are optimistic that the cow herd may stabilize this year, with the rebuild starting to begin in 2026 into 2027. As observed historically, retention rates will be dependent on climatic conditions and producers' ability to retain cattle. However, retention rates will be even more variable because of the current market conditions and if beef prices remain at high levels. While there is still uncertainty about when the national herd rebuild will officially begin, producers should consider their ability to retain cattle, which could prove beneficial long-term if national inventory remains low and beef demand remains. For additional information contact Erin DeHaan at erin.dehaan@sdstate.edu or 605-394-2236.



Historic and current U.S. cattle inventory and beef production numbers.

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IMPORTANT SAFETY INFORMATION FOR MULTIMIN® 90: Not for use in humans, keep out of reach of children. Multimin 90 has a preslaughter withdrawal time of 14 days after injection. Do not use during the first trimester of pregnancy or in pre-ruminant calves as safety has not been established. Selenium and copper are toxic if administered in excess and may lead to sudden death, depression, weakness, ataxia, salivation, and drooling. Do not use concurrently with other selenium or copper injections or boluses. Maximum volume per injection site is 7 mL. Allow a minimum of 30 days before considering repeat dosing. See prescribing information.

Brief Summary of Full Prescribing Information

MULTIMIN® 90 (zinc, copper, manganese, and selenium injection)

Active Ingredients: Zinc 60 mg/mL (as zinc oxide); Copper 15 mg/mL (as copper carbonate); Manganese 10 mg/mL (as manganese carbonate); Selenium 5 mg/mL (as sodium selenite)

Inactive Ingredients: Edetic acid 399.74 mg/mL; Sodium hydroxide 106.9 mg/mL; Benzyl alcohol 10.4 mg/mL (as preservative)

CAUTION: Federal law restricts this drug to use by or on the order of a licensed veterinarian.

INDICATIONS FOR USE

To provide a supplemental source of zinc, copper, manganese, and selenium in cattle. Not for use in pregnant cows and heifers during their first trimester because reproductive safety testing has not been done in these animals. Do not use in beef calves less than 2 months of age, dairy calves, and veal calves because safety has not been established.

Before using this drug, read package insert for full prescribing information.

DOSAGE AND ADMINISTRATION

Determine accurate body weights prior to treatment. Administer subcutaneously under the loose skin of the middle of the side of the neck per the following dosages depending on age and bodyweight of the cattle:

Cattle up to 1 year, 1 mL/100 lb bodyweight
Cattle from 1-2 years, 1 mL/150 lb bodyweight
Cattle over 2 years, 1 mL/200 lb bodyweight

To be administered as a single dose. The maximum volume per injection site is 7 mL. Use standard aseptic procedures during administration to reduce the risk of injection site abscesses or lesions. Ensure there are at least 4 inches between injection sites for MULTIMIN® 90 (zinc, copper, manganese, and selenium injection) and other injection sites.

MULTIMIN® 90 is intended as a single dose product. Allow a minimum of 30 days before considering repeat dosing. Additional zinc, copper, manganese, or selenium products should not be administered at the same time.

Use within 28 days of first puncture of the vial and puncture a maximum of 15 times. If more than 15 punctures are anticipated, the use of multi-dosing equipment is recommended. When using a draw-off spike or needle with bore diameter larger than 16 gauge, discard any product remaining in the vial immediately after use.

CONTRAINDICATIONS

Do not use MULTIMIN® 90 concurrently with other injectable selenium and copper products. Do not use MULTIMIN® 90 concurrently with selenium or copper boluses.

WARNINGS AND PRECAUTIONS

Withdrawal Periods

Cattle must not be slaughtered for human food consumption within 14 days of the last treatment. No milk discard time is required when used according to labeling.

User Safety Warnings

Not for use in humans. Keep out of reach of children. Do not allow children access to used or empty syringes. Wash hands after use. This product is highly concentrated in zinc, copper, manganese, and selenium. Due to a potential risk of zinc, copper, manganese, and selenium toxicity, care should be taken when handling the product to avoid accidental self-injection. Symptoms of exposure to zinc, copper, manganese, and selenium include aches, chills, nausea, vomiting, diarrhea, tachycardia, epigastric pain, tremors, and irritability.

In case of accidental self-injection or ingestion, SEEK IMMEDIATE MEDICAL ATTENTION and take the vial with you.

To report a suspected adverse drug experience or to obtain a safety data sheet, contact Multimin North America, Inc. at 970-372-2302.

ADVERSE REACTIONS

Accidental overdose of copper or selenium through misdosing or the use of multiple sources, including the use of injectable products in addition to high dietary levels, can result in adverse events, including death, depression, weakness, ataxia, salivation, and drooling.

Animal Safety Warnings and Precautions

Selenium and copper are toxic if administered in excess. MULTIMIN® 90 may cause clinical signs associated with copper toxicity or selenium toxicity, including death, if overdosed or used in conjunction with excessive dietary levels of copper and selenium or other selenium or copper products. Additional zinc, copper, manganese, or selenium

products should not be administered at the same time. Do not use concurrently with other injectable selenium and copper products. Do not use concurrently with selenium or copper boluses.

MULTIMIN® 90 may cause injection site swelling that appears on the day of injection and resolves by 2 days later. MULTIMIN® 90 may cause induration at the injection site that appears the day of injection and may persist for at least 14 days post-injection. These reactions may result in trim loss of edible tissue at slaughter.

Do not use in cases of known hypersensitivity to the active ingredients or to any of the excipients. Do not use in emaciated cattle with a body condition score of 1 on a 5-point scale in dairy or 1-3 on a 9-point scale in beef.

Do not use during the first trimester of pregnancy because safety has not been evaluated. Do not use in pre-ruminant calves because safety has not been evaluated.

TARGET ANIMAL SAFETY

Target animal safety was evaluated in cattle less than 10 months of age. 16 non-pregnant females and 16 intact males (4 animals per sex per treatment group) received MULTIMIN® 90 (1x, 3x, or 5x the labeled dose) or saline for 3 consecutive days. The only treatment-associated findings from the 1x dose group included injection site swelling and a minor, clinically insignificant, dose and time dependent decrease in cholesterol. The treatment-associated findings from the 3x dose group were injection site swelling, a decrease in feed consumption, and a decrease in cholesterol. In the 5x dose group, treatment-associated findings included injection site swelling, a decrease in feed consumption, a decrease in cholesterol, an increase in creatinine kinase, a decrease in calcium, and signs of acute copper toxicity (2 out of 8 animals), including sudden death, depression, weakness, ataxia, salivation, and drooling. Animals in the 5x dose group also had hepatic centrilobular necrosis on necropsy and an increase in serum chemistries associated with liver damage.

STORAGE, HANDLING, AND DISPOSAL

Store between 15°C and 30°C (59°F and 86°F)

Manufactured for: Multimin North America, Inc., Fort Collins, CO 80528

Approved by FDA under NADA # 141-582
FOI: <https://animal.drugs.fda.gov/adafda/app/search/public/document/download/foi/15347>

MULTIMIN® 90 is available in 100 mL and 500 mL vials.

Revision date: July 2025



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Farewell and Thank You!

Calli Williams, Vice President of Memberhsip

The season is changing, our two sons just wrapped up their fall sports seasons (soccer and flag football), and the fall temperatures have finally rolled in. The last few days have been the type of weather you wish you could hang on to or even order for about a three-month period.

I struggled writing this article as this will be my last contribution as the Vice President of Membership for the South Dakota Cattlemen's Association (SDCA). When I first stepped into this role, I quickly realized how beneficial it would be for someone in this position to serve longer than a one-year term. The Vice President of Membership recruits new members and focuses on membership retention and membership benefits. Due to responsibilities at home and my workload changing at our own operation, I am unable to extend my term. It is time for the next candidate to fill this position and keep the association growing.

As an officer with SDCA, I was able to see first-hand what the association does for our members year-round. Having the opportunity to join those elected to represent us at the state level and be part of the policy discussions was empowering. Hearing from

current members about their concerns leading up to the legislative session, traveling to affiliate meetings and hearing ideas from members for promotional or recruiting events was uplifting.

We know agriculture is important to our state's economy, but also to those who live and breathe it every day. The SDCA has a strong influence and voice when it comes to protecting our way of life, but it takes a strong membership to keep that influence moving forward.

I cannot stress enough the importance of communicating with those within the SDCA and maintaining an active membership. The association wants to make sure you are well represented, and they are putting in the work to do so, but the best way to represent you, is to hear from you.

Thank you for giving me the opportunity to serve you this last year. We are all in this business together and there's nothing I love more than visiting with cattlemen and cattlemen and learning about your operations. I look forward to seeing you at future events!

Spearfish REGION ROUNDUP Recap

The final 2025 Region Roundup event was held at Killian's Food and Drink. Attendees received updates from the South Dakota Brand Board, followed by a presentation from Dr. Erin DeHaan, SDSU Extension Beef Specialist. Dr. DeHaan offered insights on weaning management decisions and their long-term impact on cattle performance. Before the event concluded, restaurant owner and head chef Nick Caton spoke about the continued strong demand for beef at the center of the plate, despite cost.



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The Lodge, Deadwood, SD

Affiliate Snapshot

As part of their experience with the Cattlemen's Leadership Academy, Colton Buus, Maria Buus, and Patrick Mahoney, on behalf of McCook-Miner-Lake Cattlemen's Affiliate, hosted a consumer event in early October. They served beef sandwiches to football players, and shared information from Build Your Base on how to properly fuel for game day performance.





Preserving the Spirit of the Sioux Falls Stockyards

For decades, the Sioux Falls Stockyards were more than a place to sell cattle — they were a way of life. From 1917 to 2009, livestock trailers rolled in from every corner of South Dakota and beyond, bringing generations of ranch families to the city's edge. Buyers, commission men, and cattlemen gathered around the ring not just to trade livestock, but to trade stories, shake hands, and build a community rooted in hard work and trust.

At its height, the Sioux Falls Stockyards was among the nation's largest livestock markets — a vital hub that connected producers to opportunity and kept rural economies strong. It was a place where you could find neighbors from Buffalo County and Bon Homme in the same sale, where kids learned the rhythm of the ring and families built a lifetime of memories.

Today, that story continues at the Stockyards Ag Experience — a nonprofit museum and educational center located on the original Stockyards grounds. Through exhibits, school programs, and

events, the Stockyards Ag Experience is preserving the heritage of the livestock industry while helping the next generation understand where their food comes from — and the people who make it possible.

To keep that work going, we've launched a new effort called Thanks-A-Lot. The concept is simple: cattle producers are invited to donate the proceeds from one lot in their sale — just one — to support the Stockyards Ag Experience. Every "lot" goes a long way in helping us continue free admission, host school tours, and create hands-on learning experiences that tell agriculture's story to thousands of visitors each year.

For more than 80 years, the Sioux Falls Stockyards connected cattlemen across South Dakota. Thanks-A-Lot ensures that legacy lives on — honoring those who built it and inspiring those who will carry it forward.



"The Stockyards will always be a special place to me. It wasn't just where we sold cattle — it's where we built friendships and learned a lot about life, too. You could always count on a handshake, a good story, and maybe a little ribbing from an old friend. Those days taught us what hard work and community really mean. And now, it's our turn to make sure young folks get a taste of that same spirit. That's what the Stockyards Ag Experience is all about — keeping those stories alive and looking ahead to what agriculture can be."

- Jim Woster, Stockyards Ag Experience Founder & Longtime Stockyards Employee

SELL A LOT. GIVE A LOT. *Thanks A Lot!*

Thanks A Lot is a simple way for cattle producers to support the Stockyards Ag Experience. By donating the proceeds from just one lot in your sale, you'll help preserve our agricultural heritage and inspire the next generation. Learn more and join the effort at [StockyardsAgExperience.org](https://www.stockyardsexperience.org).



Kinzie

KINZIE FIERY BBQ PINEAPPLE MEATBALLS

Ingredients

- | | |
|---|---------------------------------------|
| 2 lb ground beef | 4 cloves garlic, minced |
| 1 cup Kinzie Fiery BBQ Sauce, divided | 1 white onion, finely chopped |
| 3/4 to 1 cup breadcrumbs | 1 tsp salt |
| 2 eggs | 1/2 tsp black pepper |
| 1/3 cup fresh pineapple, finely chopped | 3 tbsp high-heat oil (for pan-frying) |
| 1 small jalapeño, finely chopped | |
| (remove seeds for less heat) | |

— Instructions —

1. Preheat the oven to 375°F.
2. In a large bowl, combine ground beef, 3/4 cup Kinzie Fiery BBQ Sauce, breadcrumbs, eggs, pineapple, jalapeño, garlic, onion, salt, and pepper. Mix until well combined — but don't overwork the meat.
3. Roll mixture into 1 to 1 1/2 inch meatballs.
4. Heat oil in a cast iron skillet over medium heat. Brown the meatballs in batches, turning to sear all sides (about 2–3 minutes per side).
5. Once browned, transfer the skillet to the oven and bake for 10–15 minutes, or until meatballs are cooked through (internal temp should reach 160°F).
6. Brush or drizzle the remaining 1/4 cup of Kinzie Fiery BBQ Sauce over the meatballs before serving.
7. Optional: Garnish with fresh herbs or serve with roasted veggies, rice, or skewered as party bites.

More Marketing Months

Matthew Diersen, PhD

Griffith Chair in Agricultural Finance at South Dakota State University



CME Group recently expanded the number of listed months for futures and options contracts for live cattle and feeder cattle. The change should make it easier to hedge further into the future. Generally, the trading volume and open interest across the cattle contracts is highest for the nearby contracts and then they taper off with the deferred months. As of late September, the April 2027 live cattle contracts were listed and trading. For feeder cattle, the October 2026 contracts were listed and trading.

Just because a contract or strike price is listed does not guarantee that a counterparty will be there with a fair bid or ask. Any time markets are thin it may be prudent to use limit orders to ensure better pricing. There has, however, been some trading volume in the most-deferred months listed. Having longer time periods available for hedging also implies a greater chance for an eventual margin call. Thus, a hedger may want a solid relationship in place with a lender when using futures. Options with long maturity levels are expensive as they have the most time-value in the premiums. Any such drawbacks may be outweighed by the ability to lock in a favorable price or floor price earlier in the marketing window.

Forward direct sales between feedlots and packers give some perspective on how far ahead producers hedge fed cattle. Under Livestock Mandatory Reporting, the USDA-AMS releases Prior Week Slaughter and Contract Purchases. They reported new signings of 25,495 head for the week ending September 29, 2025. New signings tend to be concentrated three to six months out. Prices are given as a basis versus a futures price. For that week there had been cattle contracted as far ahead as December of 2026. Thus, the forward market does not currently extend out as far as live cattle futures.

For feeder cattle, there would be forward contract volume between producers and feedlots through direct sales and video auctions. Regular auctions remain the dominant outlet for valuing feeder cattle in South Dakota. During the past year there were only five direct reports for South Dakota with transactions, and they covered less than 1,000 head. All those direct sales were for current delivery. Across other locations and pricing mechanisms there are more feeder futures months listed than would currently be in use by hedgers.

Across the U.S. there are often about two million head of feeder cattle sold direct. About 30 percent of those would have a forward delivery date. Texas direct sales account for about half of the total. A preliminary look at delivery dates suggests the farthest out for that

market would be six or seven months. The direct report for the week ending October 3, 2025, listed cattle for delivery in January of 2026. The Texas direct report will sometimes list feeder cattle with a basis level versus a futures price. Most direct sales are reported at a fixed price.

Video auction receipts began exceeding direct receipts several years ago. Forward delivery dates are common during video auctions. In July of 2025, Superior, generally the largest auction, had 63 percent of sales volume with deferred delivery dates. The farthest ahead was for April of 2026 or eight months out. The narrative in that report generally gives the range of dates for deliveries.

Having additional options months listed has different implications by cattle type. There would be some comparable indicators of hedging with options through Livestock Risk Protection (LRP). Listing another option month for feeder cattle allows LRP to be listed for its maximum duration of 52 weeks. That would facilitate sales of LRP for longer time periods than before the CME Group change. For LRP on fed cattle, the 52-week constraint remains binding. The LRP Participation data for fiscal year 2026 shows that there have already been sales of LRP-Feeder and LRP-Fed coverage with 52-week durations. Despite the 52-week constraint, the risk at stages of ownership can often be parsed out. A calf can be covered until weaning time. A light feeder can be covered until it is a heavy feeder. Once on full feed, the feeder can be covered until reaching slaughter weight.

More listed months and trickle-down effects expands the ability to go far ahead to price cattle or to protect against adverse moves in cattle prices. Each segment or stage can benefit, as can buyers and sellers of cattle. Using futures should be viable at longer lengths provided the margin can be covered. Using options will be expensive at longer lengths, but the coverage can be parsed out.



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2025 Convention Agenda

December 2, 2025

7:00 AM - Registration & Heavy Equipment Move - In

9:00 AM - Ag & Food Policy Committee Meeting

9:00 AM - Tax & Credit Policy Committee Meeting

10:30 AM - Live Cattle Marketing & International Trade Policy Committee Meeting

Noon - *Cattlemen's*
LAND & LEGACY

3:30 PM - Trade Show Opens

4:30 PM - PREM & Federal Lands Policy Committee Meeting

4:30 PM - Cattle Health & Wellbeing Policy Committee Meeting

5:45 PM - Trade Show Time

6:00 PM - Bet on Beef Happy Hour

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7:00 PM - President's Auction

December 3, 2025

7:00 AM - Registration Opens

7:15 AM - Breakfast

8:00 AM - Your Checkoff Dollars at Work

9:00 AM - SDCA Annual Business & Policy Meeting

11:30 AM - Trade Show Time

12:30 PM - Lunch / Featured Keynote

2:00 PM -

5:00 PM - Last Call Saloon

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Cattlemen's LAND & LEGACY

Noon - 3:00 PM



Kaitlynn Glover

Kaitlynn Glover | Featured Keynote

Kaitlynn Glover serves as the Executive Director of the Public Lands Council and the NCBA's Natural Resources. Before joining NCBA and PLC in 2020, she served as a policy advisor for Senator John Barrasso (R-WY). Prior to her Senate role, Glover spent several years working with

Teagasc, the agriculture semi-state authority in Ireland. During that time, she received a Masters of Agriscience in Innovation Support from University College Dublin in Dublin, Ireland. Originally from Wyoming, Glover has a diverse background in agriculture policy and production, and strong ties to grazers, recreationalists, and other users of public land resources.

Ranching for the Future Workshop by



Mike Miller | CattleFax

Mike is a beef industry veteran with over 25 years of experience working in many facets of the industry. Although most of his time has been spent with CattleFax, he has also worked for the National Cattlemen's Association, Elanco Animal Health, and Where Food Comes From. His current role for CattleFax is the Director of Global Meat Analysis and Research. Mike is a graduate of Colorado State University with a degree in Agricultural Business and Economics. He lives in Parker, Colorado with his wife Karri.



Mike Miller

Followed by a presentation and panel highlighting research backed strategies to improve herd efficiency and profitability.

- Cole Baloun, AgSpire
- Dr. Kristina Porter, DVM & AgSpire Technical Advisor
- KC Gregg, Producer
- Michael Mendel, Producer

SOUTH DAKOTA CATTLEMEN'S ASSOCIATION

BET on BEEF Happy Hour

TUESDAY | 7:30 PM

Enjoy a full spread of beef bites and hearty appetizers while you mix and mingle.

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President's AUCTION

TUESDAY | 6:00 PM

SNEAK PEEK

- Western Horizons Hot Air Balloon Ride
- African Safari by Numzaan Safaris
- Morries Steakhouse Private Supper
- Okobojo Creek Designs Necklace & Earrings
- Custom Cowboy Hat by Weather Hat Co.
- Brass Bunkhouse Brand Sign
- \$2,500 Bull Sale Credit - Buyer's Choice of one of the following seedstock operations:
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 - Blair Brothers Angus
 - Cane Creek Cattle Company
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 - Symens Brothers Limousin
 - Thorstenson's Lazy TV Ranch

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Wednesday Featured Speaker

Sarah Metzler | Cattlemen's Beef Board



Sarah Metzler

Sarah Metzler is the Senior Director of Organizational Communications for the Cattlemen's Beef Board, the governing body that oversees the national Beef Checkoff. Her work

focuses on producer communications, leading a team to communicate to cattlemen and women with updates on the programs and projects where Checkoff dollars are used to drive beef demand. Born and raised in the small rural town of Yuma, Colorado, Sarah is the fifth generation of cattle ranchers and wheat farmers in her family. She now lives with her husband and four teenagers in Centennial, Colorado, and enjoys doing just about anything that gets her hands dirty.

Wednesday Featured Keynote

Nevil Speer | Industry Consultant



Nevil Speer

Dr. Nevil Speer works as an industry consultant based in Bowling Green, Kentucky. He has experience in both academia and private industry. Throughout his career, he worked with start-ups and consulted on a wide variety of topics. He currently serves as a regular contributor for Feedstuffs and BEEF Magazine.

Dr. Speer holds a PhD in Animal Sciences from Colorado State University and an MBA from Western Kentucky University.

LAST CALL SALOON

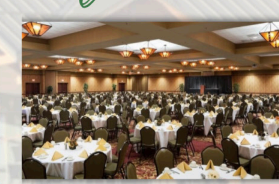
WEDNESDAY | 5:00 PM

Join us for savory appetizers and drinks while we welcome Class II of the Cattlemen's Leadership Academy and honor the Cattlemen of the Year and Friend of SDCA. Then hop on the bus to keep the fun going in downtown Deadwood.

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2025 ANNUAL CONVENTION & TRADE SHOW

The Mendel Family

Rooted in Faith, Family, and the Farm

The Mendel family's tradition of production agriculture began in rural Spink County in 1935. What started as a small, leased farm has expanded from one generation to the next into Mendel Farms Partnership, a diversified family run ag operation located just south of Doland, South Dakota. The multi-generational partnership consists of four partners along with their families and additional hired help who assist in the day-to-day activities. With a passion for sustainability and advocacy for the agriculture industry, the operation is comprised of multiple sectors including cow/calf, a feedlot, and row crops.

The cow/calf sector of Mendel Farm Partnership is structured around three calving seasons: heifers from February through April, cows from May to June, and fall calving cows in September and October. Following calving, they keep the heifer pairs they need and sell the remainder. The spring calving cows are calved out on pasture close to home before moving to summer pasture. Following the fall calving season, pairs graze cornstalk residue where they are also supplemented with feed. Mendel's feed their home raised calves in their feedlot in addition to purchased calves. In the feedlot, they feed the calves until they reach around 900 pounds then sell them at local sale barns. On the farming side, they primarily grow corn and soybeans with the occasional wheat and sunflowers.

The current partners grew up working for the farm with their parents and extended family. One partner, Michael Mendel, got his start in junior high, and then began working full time in the family business in 2018 after graduating from Lake Area Technical Institute in Watertown. By 2022, he bought into the family operation.

Michael participated in beefSD, an intensive educational program for individuals within the beef industry hosted by SDSU Extension. During one of the seminars, AgSpire representatives presented on their company and the incentives they offer to improve practices on cattle and farming operations. This sparked Michael's interest and was just the beginning of the collaboration between Mendel Farms Partnership and AgSpire.

Since the collaboration with AgSpire began in 2024, the most noticeable change is that they have gained a better grasp on their cattle herd numbers. Mendels participate in the Ranching for the Future program which helps producers boost the efficiency and profitability of their cow herd by implementing changes to make their cows more efficient and increase weaning weights of their calves. AgSpire provided technical assistance and on-the-ground guidance to help the Mendel family implement practices that strengthen the long-

term resilience and profitability of their operation.

Moving forward, the Mendels hope to improve their soil health and cattle management efficiency. They are looking to improve their crop ground and pasture soil of poorer quality by planting beneficial crops and implementing a grazing management plan including a rotational grazing system. AgSpire's technical guidance will assist in the improvement of their soil. Mendels plan to improve the efficiency of the cattle side of their operation through the use of artificial insemination for breeding and advanced technology including AgriWebb, a platform designed for herd and land management offered through the Ranching for the Future Program. The relationship Mendels have fostered with AgSpire has proved to be beneficial to their operation and has provided them with the opportunity to share their wealth of knowledge about the ag industry with consumers.

Dr. Kristina Porter, DVM, a Technical Advisor with AgSpire, provided an opportunity for the Mendels to connect with OSI, a leading food service supply company who supplies food products to McDonalds. The opportunity not only served as an educational experience but included a tour of their operation showing the cattle life cycle. The representatives from OSI were able to witness the Ranching for the Future program working first-hand on production operations and what aspects could be tweaked for a better outcome for producers and increase the success of future programs. As a producer, Micheal appreciated the chance to visit with the OSI individuals and advocate for the industry as well as hearing their thoughts on the program.

One piece of advice Michael offers to young or aspiring producers is "Stay curious and never stop learning. Don't be afraid to try what someone else is doing. The worst thing you can say is 'this is how we've always done it.'" He emphasizes that there's an incredible amount to gain from connecting with fellow producers and veterinarians, who serve as invaluable sources of knowledge, experience, and new ideas.

Farming isn't the only tradition that the Mendels hold close. The willingness to serve others and help them gain knowledge in the areas of production ag that they are passionate about. Michael is proud of their operation and the team dynamic they have fostered while keeping their priorities straight – faith, family, then the farm. With the support from programs that AgSpire manages and dedication to lifelong learning, the Mendels are gearing up for success for the generations to come.

Connecting the ranch to restaurant, the Mendels hosted OSI representatives, a key McDonald's supplier, for an educational visit highlighting the cattle life cycle and the Ranching for the Future program in action, offering a valuable insight for both producers and industry partners.



L to R: Matthew, Michael, Maggie, and Marie.

Mendel Farm Partnership Blessings

by Don Mendel, Michael's Grandpa

Blessed to have a heritage that goes back to 1942--more than 80 years.

Blessed to have family members who choose to continue the legacy.

Blessed to have opportunities to grow as younger members join the business.

Blessed to have good leadership to manage, maintain, and protect the business.

Blessed to have honest, reliable, motivated hired workers.

Blessed to have open, trusting, respectful relationships with landowners.

Blessed to have two large complimenting enterprises, cash grain and cattle.

Blessed to have supportive interactions with bankers, accountants, and suppliers.

Blessed to have transition plans that work.



A Smart Bet: Investing in the Right Leaders

Craig Bieber, Vice President

The South Dakota Cattlemen's Association (SDCA) has long been a respected voice for cattle producers, built on decades of credibility, service, and leadership rooted in South Dakota's ranching communities. Today, more than ever, our future hinges on who steps up next, and how we encourage and mentor our new leaders.

Leaders Don't Just Appear

In agriculture and many organizations, we naively count on new leaders to simply emerge. In reality, leadership development requires intentional nurturing and mentorship. Just as we plan for who will carry our ranches forward, we must plan who will lead SDCA into the future.

SDCA needs diverse voices that balance the perspectives of owner-operators and business owners. One lives the day-to-day ranching realities, the other looks at strategy, growth, and long-term vision. Each lens brings value, and we must be intentional about recruiting and encouraging both. It doesn't happen by chance.

If we truly want success – not just a momentary surge, but sustained momentum - we must seek out and place our bets on people who care, think strategically, and who are ready to lead with purpose.

Vote in November. Your Board, Your Voice.

As we prepare for the next cycle of SDCA leadership, you can vote for the Board of Directors. These elections matter. Director is more than a title, these are your voices at the state level, shaping policy, guiding initiatives, defending the industry in Pierre and Washington D.C.

When you vote, you shape what comes next. If you believe in SDCA's mission, and you want a strong voice for producers, seize this chance. Mark your calendar and vote in November. Don't let apathy decide your representation.

Your Presence. Your Future – See you in Deadwood!

The Lodge in Deadwood will host members, new directors, and industry leaders for the 2025 SDCA Convention & Trade Show where ideas meet action and connection meets commitment. More than a convention, it's where we align, engage, and prepare for the future of our industry. Invite a friend, colleague, or neighbor in the beef business. Bring your questions, your passion, and your willingness to be part of something bigger.

When we show up and participate, by voting, attending policy meetings, or serving in leadership roles, we ensure SDCA remains strong, credible, and forward-focused for today's producers, the next generation, and all of South Dakota's beef industry.

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DELIVERING RESULTS IN WASHINGTON AND ON THE RANGE

A Public Lands Council Update by Kaitlynn Glover

The question I get most often when I walk into a room full of producers is "What is going on in Washington?!" – and for good reason. These last few months have been filled with drama and intrigue, from highs like passage of the historic One Big Beautiful Bill Act to lows like the government shutdown.

At the Public Lands Council's (PLC) 57th Annual Meeting in September, we talked about the rollercoaster that is Washington politics and how the scales balance up for 2025. Not to spoil the surprise, but the tally ended up squarely in favor of agriculture, grazing, and PLC's priorities. Immediately following the transition, PLC saw early wins: sustained withdrawal of the United States Forest Service's (USFS) Old Growth proposal that would have further limited forest management nationwide. PLC secured rescission of Bureau of Land Management (BLM) instructional memoranda that would have prevented the renewal of grazing permits across the West – not only was this bad policy, but it was also based on a fraudulent, unapproved "settlement agreement" with radical environmentalists who have long sought to remove grazing from federal land.

As we moved into the next few months, progress just kept coming. At PLC's urging, BLM and the Department of the Interior swiftly took up revision of grazing regulations. Even with the delays as a result of the government shutdown, we are already further along on grazing revisions than we were during the first Trump administration, a credit to the work all grazing permittees and lessees have done over the last two decades.

Next up: a duo of huge wins are imminent for federal land access and multiple use. USFS will soon rescind the incredibly damaging 2001 Roadless Rule, something PLC has opposed since its inception. While rescissions of the rule won't immediately open the more than 45 million acres across the country where access is currently limited, managers and stakeholders on the ground now have the opportunity to make careful, deliberate decisions about what should have road access, what should remain roadless, and how the process should work in the future. Land management is always more successful when decisions are made by stakeholders on the ground. Additionally, BLM will soon officially rescind the infamous "Public Lands Rule", also known as the "Conservation and Landscape Health" rule. When the proposed rule was announced in 2023, PLC rallied cattle and sheep producers, energy interests, recreational stakeholders, and local governments to submit thousands of comments opposing the catastrophic change that the rule would have brought. Despite standing up more than 60 groups to speak with a single voice on our comments alone, the Biden Administration's BLM finalized the rule. PLC and our coalition filed suit challenging the rule, and after the transition, BLM moved quickly to wipe the rule from the books. This is a huge win for all of livestock, because a change in BLM posture would soon follow to USFS, states, and even into the private market.

Following one of the most unproductive Congressional sessions from 2023-2024, this year has been a banner year for grazing and fire related legislation. PLC has secured movement on more than a dozen grazing-related bills that would expand access to allotments in the event of a catastrophic event (S.211), develop a strategy to increase the use of targeted grazing as fuels reduction outside of existing allotments (H.R.471, H.R.1110, S.140), and bills to reduce federal regulatory delays around basic maintenance of range improvements (H.R.2238).

So far in 2025, PLC has had six witnesses testify in Congressional hearings on subjects ranging from the State of the Rangelands and grazing across federal lands to the need for Congress to provide clear direction to agencies on issues like wildfire recovery and endangered species management. This number of witnesses is virtually unprecedented and shows clearly the leadership federal lands grazing permittees exhibit across a variety of issues.

Even in the midst of all this good news, there's still so much work to be done. PLC remains focused on addressing the serious issues plaguing ranchers west-wide like herd stress and depredation from federally protected species. As wolf, bear, and Mexican wolf populations continue to expand their devastating impacts in wider areas, it's never been more clear that Congressional direction for agencies to use all available tools to return species to state management. We have so much work ahead to address frivolous litigation, permitting reform, and defense of multiple use in all corners of the West.

After more than a year of work with the Maude family, PLC celebrated the positive resolution for the family, but we know that Charles and Heather's case is not necessarily unique. PLC continues to work with families in multiple states to address situations just like theirs so that ranching and this heritage isn't threatened by overzealous federal agents or agency staff who simply don't know the process. This is something we watch for constantly – and depend on all of you to reach out to us for help so we can help stop a problem before it escalates.

We have so much to celebrate this year, and I hope it has galvanized your resolve for the future like it has mine. Next year, we have more work to do with Congress, the White House, and the public. The global community will be celebrating the International Year of Rangelands and Pastoralists in 2026, bringing light to ranchers, farmers, producers, herders, shearers, and so many more who protect these grasslands and rangelands around the world. With this kind of celebration and the progress we saw in 2025, I'm proud of the strong future we've built for our industry together.

South Dakota *Cattlemen's* Association LEADERSHIP ACADEMY

The fourth seminar of the 2025 Cattlemen's Leadership Academy took place in early October in and around the Spearfish area. This seminar included the fall industry tour and a persuasive communications training.

The first tour kicked off at Eric and Michelle Jennings' cow/calf operation, Jennings Ranch.

While visiting the ranch, the class learned about water infrastructure, conservation, and grazing strategies, as well as the balance between private property and public grazing rights. Over half of Lawrence County is public land managed by the Bureau of Land Management and the U.S. Forest Service, with Jennings Ranch encompassing BLM areas within the Black Hills Forest and Spearfish Creek. Eric also shared his perspective on servant leadership – whether it's serving on a local church board, the County Commission, or the SDCA Board of Directors, being involved matters.

The next stop was Frederickson Ranch, Nate and Jayna Frederickson's seedstock operation based in Spearfish and Sundance, Wyoming. With the help of Forest Service permits and leased ground, the Fredericksons have been able to expand their herd. They've also taken an innovative approach to water management across their operation and permitted land.

To wrap up the first day, the class had the opportunity to have dinner with Governor Larry Rhoden, First Lady Sandy Rhoden, Secretary of Agriculture Hunter Roberts, and Secretary of Labor and Regulation Marcia Hultman. The Governor, members of his staff and cabinet shared about their own leadership experience and gave advice on how these young leaders can make an impact. Chef and Owner Nick Caton of Killian's Food & Drink

Seminar 4 Recap: FALL TOUR & PERSUASIVE COMMUNICATIONS

prepared a special menu showcasing SD beef and talked to the group about how his business is impacted by the cattle markets.

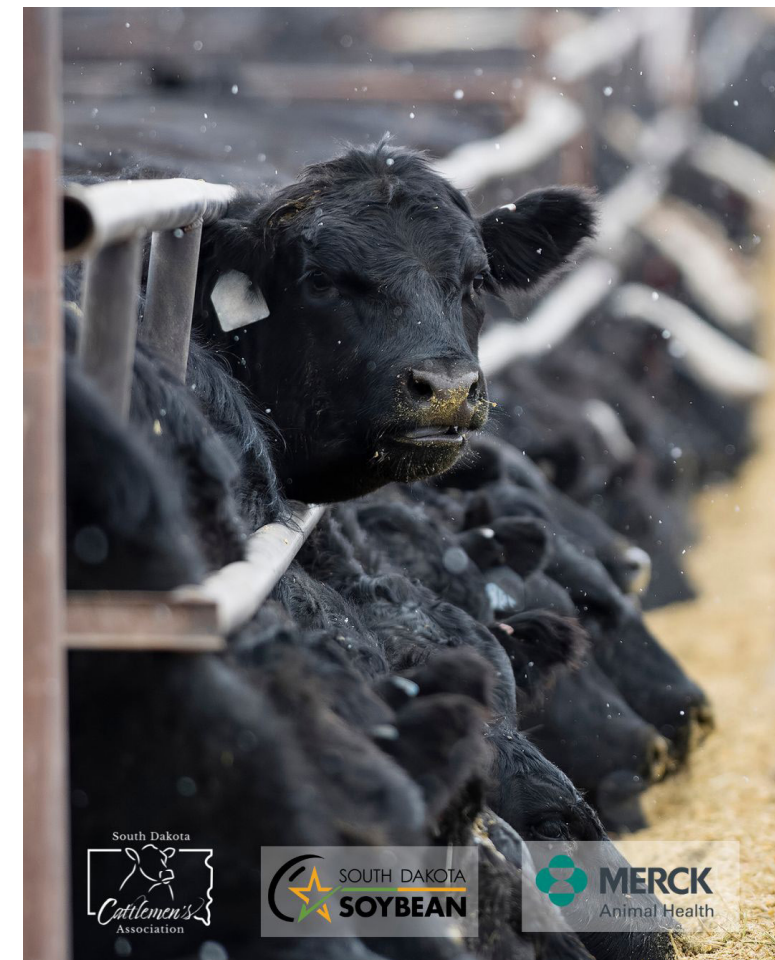
Day two was spent at Black Hills State University, where the class focused on advocacy and shaping industry policy through persuasive communication. Sam Nelson, attorney at Frieberg, Nelson, and Ask, LLP, and lobbyist representing a variety of clients shared practical tips on advocacy such as preparing testimony to building trust and relationships with policymakers.

Sam then led a panel discussion on collaborative policymaking featuring Senator Randy Deibert (District 31), Representative Nicole Uhre-Balk (District 32), and Eric Jennings, Lawrence County Commissioner. The class was able to put what they'd learned to the test in a mock hearing exercise, taking positions on two mock bills. They developed testimony, collaborated with others who had been assigned proponent and opponent roles, and strategized the best way to advocate for or against the legislation. The exercise showed that Class 1 of the Cattlemen's Leadership Academy is top-notch, and the cattle industry will continue to be well represented!

To seminar wrapped up with a session on participating in and running effective meetings including a refresher on Robert's Rules of Order.

Another highlight of this seminar was the announcement of the Myron Williams Leadership Award. Created in partnership with the Williams family to honor Myron's legacy of leadership, mentorship, and advocacy, the award recipient will have the opportunity to travel to Washington D.C. with SDCA leadership during the annual fly-in. The recipient will be announced at The Last Call Saloon Happy Hour event at the 2025 Convention and Trade Show.

Seminar Snapshot



Cattlemen's EDUCATION Day

Learn how yield is calculated, what impacts maturity, and how grades are determined in the plant. Plus, get up to speed on the latest cattle implant rules and explore the benefits of soybeans as a high-quality feed.

TENTATIVE AGENDA

8:00 AM - Registration
9:00 AM - Meat Lab Tour
10:15 AM - Soybeans & Feeder Cattle
Noon - Lunch
1:00 PM - Implants: Rules & Updates
2:00 PM - Carcass Quality & Grade
3:00 PM - Open Discussion



Learn more & register at sd cattlemen.org.



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Cattlemen's Leadership Academy Spotlights

by Kristen Smith, SDCA Contributor

Meet Addie Stamps

Addie Stamps grew up on a commercial Angus operation in Spring Hill, Arkansas. Addie moved to South Dakota to take on a role as the Livestock Production and Stewardship Field Specialist for South Dakota State University Extension.

In her role as the state coordinator, Addie's primary focus is with the Beef Quality Assurance. She's also responsible for additional programming, including cattle handling and outreach with 4-H groups. In addition to her role with SDSU Extension, Addie is involved in a Woman in Ag programming, Local Foods programming, Pesticide Applicator Training, and educational programming on the Rosebud Reservation with SDSU Extension.

Prior to college, Addie spent many long, hard hours helping her dad with the farm, but she didn't see that as her entire future. As college approached, she knew she wanted to experience college far from home. She went on to attend Arkansas Tech University, where she received a bachelor's in agriculture business and animal science. During her second semester as an undergraduate, Addie took an ag class and that is where everything clicked. "I wasn't sure why I had fought to get away from the industry that had supported me my whole life," said Addie.

Addie later continued her education at Oklahoma State University, earning a master's in animal science with an emphasis in ruminant nutrition. She planned to continue for a Ph.D. to focus on research. However, she decided to put a hold on that plan while she considered her next steps. "I found that I really enjoyed the Extension side of the University where I get to take

the research and convey it to the public," said Addie. "I enjoy talking with producers and helping connect the dots between them and the researchers."

Addie firmly believes that life experiences often reshape our goals and that once you find where you fit in the industry, you should keep pursuing that path. Addie hopes to one day have her own operation. Addie's husband, Zackry, who works in wildlife and conservation, shares that vision and hopes to integrate conservation practices into their future operation.

Addie sought opportunities to learn and engage with the agricultural community, leading her to the Cattlemen's Leadership Academy. When she learned about the program, Addie thought it would not only provide her learning opportunities but also help her grow as a young professional in the industry.

Addie would like to leave a legacy of proper stewardship toward animals and the land that they use. "I want to be remembered as someone that does things the right way, not the easy way," said Addie. "Preserving the land and supporting the industry and fellow producers, so future generations have the opportunity to work with cattle and have the education to do it properly."

In December, Addie will return home to Arkansas where she has accepted a position as Director of Commodity Affairs and Economics with the Arkansas Farm Bureau. Addie will be focusing on beef, dairy and equine. "The Cattlemen's Leadership Academy provided skills that are applicable in business, leadership, and advocacy no matter where you are and I'm excited to put those skills to use in this new role."

"I want to be remembered as someone that does things the right way, not the easy way," said Addie. "Preserving the land and supporting the industry and fellow producers, so future generations have the opportunity to work with cattle and have the education to do it properly."

- Addie Stamps



Meet Patrick Mahoney



Patrick Mahoney was born in Gold Beach, Oregon, grew up in St. Paul, Minnesota, and now resides in Canton, South Dakota.

Patrick's background differs from his classmates in the Cattlemen's Leadership Academy as he doesn't have a cattle operation. Patrick serves as the office manager and accountant for the South Dakota Corn.

"Working for an agriculture commodity group is not something I ever envisioned

growing up in inner city St. Paul," said Patrick. "I had a few relatives with farms and maybe a cow or two, but I only remember visiting their farms a couple of times as a child."

It wasn't until Patrick met his wife, Leah, that he got to experience more farm life. Leah's family owns a homestead farm in Jackson, Minnesota, where her parents and brothers grew up, and where her cousin and extended family still live. Although it is no longer a working farm, being able to walk the land, spend time countryside surrounded by corn fields and cattle, and to hear stories about life growing up on the farm gave Patrick an appreciation for what farmers and ranchers do.

Working for the South Dakota Corn has opened Patrick's eyes. "Honestly, I didn't know states had corn grower's organizations before I started my job," said Patrick. "Now I've been to several National Corn Growers meetings and met counterparts from other states." It helps to know that other states have similar challenges as South Dakota, and that those in the industry can

support each other and work together to face those challenges head on.

"My goal at South Dakota Corn and the Cattlemen's Leadership Academy is to continue to learn about what makes our industries great and to share that knowledge and with those around me," said Patrick. "Seeing how cattle operations function gives me a more well-rounded perspective, since corn is critical component of cattle feed and many corn farmers also raise cattle," said Patrick.

In his role at South Dakota Corn, Patrick has attended Commodity Classic, Corn Congress in Washington D.C., and he's been to Pierre for legislative mixers. He's planned South Dakota Corn's annual conference, where he learned from industry leaders speaking on topics such as weather, markets, and new uses such as sustainable aviation fuel. Board meetings are also a source of new knowledge, as guests speak on ag and legislative topics that affect corn farmers and cattlemen.

"I don't see myself getting into corn farming or owning a cattle operation, but I hope to continue supporting farmers and ranchers through my role with South Dakota Corn," said Patrick. "We have a great group of people that work for South Dakota Corn, and I believe our work is making a positive impact on the future of farming and ranching in South Dakota."

Through the Cattlemen's Leadership Academy, Patrick wants to deepen his understanding of how cattle operations work. "Sometimes I take for granted being able to go to the grocery store and pick up a package of steaks, so I hope the Cattlemen's Leadership Academy helps give me a better appreciation of the work it takes to raise a cow from farm to fork while being stewards of the land," said Patrick. In that way, Patrick hopes to be an advocate for the beef industry in South Dakota and show the importance it has now and in the future.



Photo courtesy of South Dakota Corn



Patrick with Cattlemen's Leadership Academy classmates, Addie and Mitchell, along with District 15 Senator Jamie Smith.



Taya Runyan
SDCA Executive Director

SDCA *Working for You*

STAFF UPDATE

We are excited to announce that GalleWaletich has joined the SDCA team as Director of Outreach. While Galle is new to the SDCA staff, she has been a part of our team for the last four years working in membership and affiliated services at National Cattlemen's Beef Association. Welcome Galle!

PGA / CHISLIC CONTEST

SDCA and local cattlemen's affiliates teamed up with Lyon Ranch Beef and Kinzie Foods to participate at the first annual chislic tasting contest at the PGA Sanford International Golf Tournament in Sioux Falls. Participants prepared samples that were judged by event patrons. Our team of volunteers not only served up delicious chislic in a signature pickle BBQ dipping sauce but also talked to attendees about the beef industry in South Dakota. A big thank you to Kendra & Colby Olson, Dawn Butzer, and Walter Kinzie for all your hard work to make the event a success!



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Welcome Galle!

GalleWaletich is excited to join the South Dakota Cattlemen's Association and work on behalf of producers from her home state. Originally from Britton, South Dakota, she grew up on her family's cattle and row crop operation, where her love for agriculture began. A graduate of South Dakota State University, Galle is thrilled to be back in South Dakota and part of an organization that supports the people and industry she cares deeply about - and to cheer on her beloved Jackrabbits!

Before joining SDCA, Galle served as the Director of Membership and Affiliate Services for the National Cattlemen's Beef Association, where she worked with cattlemen's associations across the Midwest and Northeast to grow membership and strengthen the organization's engagement. She looks forward to working alongside SDCA members to continue building a strong future for South Dakota's cattle industry.

SEPTEMBER BOARD OF DIRECTORS MEETING

The SDCA Board of Directors met September 19 in Pierre for their final quarterly board meeting of 2025. They welcomed the South Dakota Department of Revenue Secretary, Michael Houdyshell, who gave an update on the various property tax relief proposals that have been presented during the Property Tax Task Force. He also presented Governor Rhoden's proposed property tax relief plan that will be considered during the upcoming legislative session.

Also joining the meeting was the new South Dakota Beef Industry Council Executive Director Jon Dilworth who gave an update on the council and Ryan Eichler, President of the South Dakota Cattlemen's Foundation to discuss their recently put in place strategic plan. In addition to regular business, the Board of Directors reappointed Marshall Edleman to a second term on the South Dakota Beef Industry Council on behalf of SDCA. Grassroots policy development is the foundation of the association. The policy chairs joined the Board of Directors during part of the meeting to review the policies that will be considered at the annual convention and discuss programming and speakers. Please reach out to any of the policy chairs or board members with ideas for new or amended policy or to discuss sunset policy prior to convention.

REGION ROUNDUPS

The 2025 Region Round Up season was a success. SDCA hosted meetings in Watertown, Mitchell, Gettysburg, Pierre, Winner, Wall, and Spearfish. Thank you to the hundreds who attended these local meetings across the state and thank you to all the local sponsors [see page 11] who helped make these events possible! Take time to thank those in your local community who continue to support SDCA and our members.

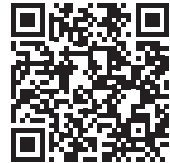
SDSU COLLEGIATE CATTLEMEN'S CLUB

SDCA President Warren Symens attended the first club meeting of the 25-26 school year and spoke to the group of students about opportunities for scholarships, internships, and industry involvement. SDCA also sponsored the meal.



BRAND BOARD AD HOC MEETINGS

Southern Region Director, Kory Bierle, has led the SDCA Brand Committee discussions and represented SDCA at the Ad Hoc Brand Board meetings hosted by DANR. A significant focus of the meetings has been funding and administration of the Brand Board. A fee increase will be proposed during the upcoming legislative session. Additional policy changes will be at considered at the final meeting scheduled for November 3 in Rapid City. To learn more about the previous Ad Hoc meetings, scan the QR code.



CATTLEMEN'S LEADERSHIP ACADEMY

The SDCA Board of Directors envisioned a program that would develop the next generation of leaders in the cattle industry. The first class has learned about different segments of the industry across the state, considered and challenged their beliefs, learned how think critically and articulate their positions, and refined their communication skills. As graduation nears for Class I, there is no doubt that this group will be incredible assets to the cattle industry as leaders. If you are interested in hosting a ranch tour for future classes, please reach out to SDCA staff to discuss further. Scan the QR code to Learn how to support the Cattlemen's Leadership Academy.



SDCA CONVENTION & TRADE SHOW AND ANNUAL BUSINESS MEETING

As you can see throughout this issue, we have a great line up of speakers and programming planned for the upcoming convention. Please pre-register for the event and make plans to join us in Deadwood. The trade show is filling up with great vendors. Keep an eye out for the insert published in both the Tri-State Livestock News and The Cattle Business Weekly for details about vendors and any trade show specials.

At the annual meeting we will welcome new directors and new officers and conduct the business of the association and vote on policy. As members your voice matters and we want your input at the meeting. Look forward to seeing you in Deadwood!



CATTLECON

Make plans to head to Nashville for CattleCon 2026. CattleCon is a mix of national cattle industry meetings combined with the largest industry tradeshow and Cattlemen's College. More than NCBA Policy Committee meetings and NCBA Board meetings, CattleCon hosts meetings of the Cattlemen's Beef Board, America National Cattlegirls, Checkoff Committees, and of course the largest cattle industry trade show. This year, all registrations also include the Cattlemen's College, a series of educational seminars and hands on learning you can take back to the ranch. View the full schedule and register by scanning the QR code.



Updates from Capitol Hill

GOVERNMENT SHUTDOWN

When this issue was submitted to the printer, we were well into the third week of the federal government shutdown (fingers crossed that by the time this hits your mailboxes Congress will have passed a funding measure). While the government may be shut down, the NCBA Policy team in Washington DC remained busy, ensuring members had access to resources and information. They also serve as an important voice on Capitol Hill reminding our elected officials about how program interruptions during the shutdown have real impacts on farms and ranches back home.

THE RUMOR MILL: TRADE, INCENTIVE PAYMENTS, AND CONSUMER BEEF PRICES

Despite a federal government shutdown, there have been no shortage of rumors and speculation coming from Washington, and whether they are true or not, they can sometimes have a very real effect on the industry. One myth that was busted alleged that United States Department of Agriculture (USDA) Secretary of Agriculture, Brooke Rollins, might offer incentive payments to retain heifers to rebuild the herd. While USDA has confirmed they are working on a plan to rebuild the herd, there is no plan for producer payments.

President Trump made headlines in late October with an announcement that he would lower consumer beef prices by allowing more imported beef from Argentina. Across the cattle industry and among groups that do not always find common ground, there was a swift and resounding consensus that imports would not only fail to lower consumer beef prices but would be detrimental to the nations cattle industry and commodity partners. Industry leaders instead urged the President to consider strengthening trade relationships with trusted partners and reducing excessive tariffs.

Still need to Register for Convention?

Attendee and vendor registration is open at sd cattlemen.org or by scanning the QR code. Join us!



Register to Attend!



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Using Technology to Estimate Energetic Expenditure of Grazing Beef Cattle

Jameson Brennan, Assistant Professor & SDSU Extension Livestock Grazing Specialist and Logan Vandermark, SDSU Extension Precision Livestock Field Specialist



Introduction

When we think about energetics for beef cattle, we typically discuss energy in terms of digestible energy in the forage which can be partitioned into the energy required for maintaining bodily function, growth, and lactation. The net energy for maintenance or NEm is a measure of the amount of energy that an animal needs to maintain its body weight, body temperature, and other basic organ functions to sustain life. The net energy for gain or NEg is a measure of the amount of energy in the feed available for producing body mass (gain) after accounting for the loss of energy from maintenance, feces, and urine. Many of the equations we use for calculating NEm and NEg are based on energetic requirements for cattle in feedlots or dry lots. Consequently, rangeland cattle energetics are less known than those in confined systems.

Cattle grazing on extensive systems likely expend more energy than animals in confined systems due to animals needing to spend a considerable amount of energy traversing diverse landscapes to acquire daily nutritive requirements through forage consumption, as opposed to nutrients being delivered via a feed bunk. Though individual variations exist, on average cattle will travel approximately 4-5 miles per day, graze approximately 7-9 hours a day to meet dietary needs, and rest approximately 11 hours a day. Additionally, factors such as topography can play an important role in grazing distribution and energy expenditure. For example, going up or down in elevation can result in more energy exerted compared to walking on flat terrain. This added energetic costs of activity for maintenance or NEm_act, is often not accounted for in grazing animals. This can influence animal performance as some animals are regionally acclimatized or at a higher fitness level than others within a herd.

Ongoing research at the SDSU Cottonwood Field Station has focused on implementing precision livestock technology to study beef cattle grazing on rangeland systems. This includes the use of Virtual Fencing to control and monitor animal movement with GPS technology and in pasture weighing systems that record daily weights on cattle using a scale and RFID ear tag reader when they go to drink. As these technologies become more widely adopted for livestock production, there are opportunities to leverage large data generated from these systems to improve animal efficiency

and livestock production. The objectives of this study were to develop a model that calculates daily net energy for maintenance activity (NEm_act) for individual animals using GPS tracking collars and daily animal weights.

What We Found

The equation utilized for this study includes measurements of daily resting time, flat distance traveled, vertical distance traveled, and full body weight. These measurements were calculated from the GPS tracking and scales in 6 pastures with three stocking rates (heavy, moderate, and light). Overall, animals within the heavy stocking rate expended 3.7% more energy than the light graze stocking rate and 5.6% more energy than the moderate stocking rate. When partitioned into resting energy expenditure, flat energy expenditure, and vertical energy expenditure, results show that light and moderate stocking rates had significantly higher portion of their energy expenditure as resting compared to the heavy stocking rates. Differences in the proportional contribution of flat and ascending energy expenditure may be due to differences in pasture topography, where the light stocking rate pastures had the highest mean elevation, standard deviation of elevation, and slope of all the pastures, resulting in the highest vertical distance traveled energy expenditure.

Management Implications

These results demonstrate a novel approach for integrating different technology data streams with animal nutrition models to estimate energetic expenditure of animals grazing on rangelands. An assessment of steer performance in the northern-mixed grass prairie across different stocking rates reported animals under heavy stocking rates had a 16% and 12% reduction in average daily gain compared with a light and moderate stocking rate. This may indicate animals within heavy stocking rates partition energy differently by reducing resting time potentially due to increase competition for forage. Virtual fence adoption has increased dramatically across the United States where tens of thousands of animals are currently being tracked across diverse rangelands. Big datasets generated from these technologies can be used to build regional energetic expenditures models to better predict livestock performance and inform nutritional management on extensive rangelands.

Stocking Rate	NEmr_Act	Rest EE
Heavy	16.5 ^A ± 0.89	5.57 ^A ± 0.11
Moderate	15.6 ^B ± 0.89	5.96 ^B ± 0.11
Light	15.9 ^B ± 0.89	5.86 ^B ± 0.11

Table 1: Average (kcal/BW^{0.75}/d) followed by standard errors for net energy for maintenance activity (NEmr_act) and resting energetic expenditure (Rest EE) for steers grazing Northern Great Plains rangelands under three stocking rate intensities.

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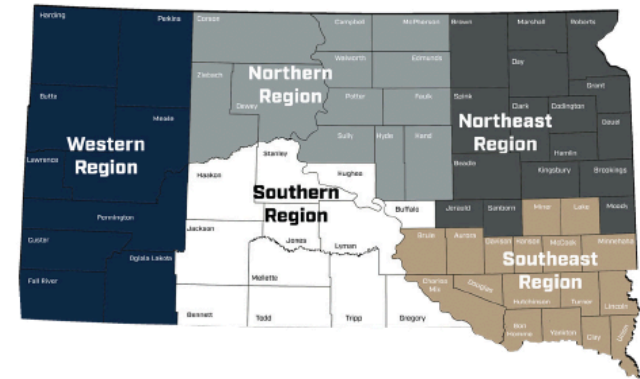
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