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## Black Hills Buffalo Classic To Expand!

Plans for the Dakota Territory Buffalo Association (DTBA) Winter Conference and Black Hills Buffalo Classic Show and Sale are coming together. The conference will be held at the Ramkota Hotel in Rapid City, South Dakota on February 5 and 6. Tentative speakers plans include a Holistic Management introduction presented by Kirk Gadzia of New Mexico, which will be coupled with presentations by regional producers who are in various stages of incorporating Holistic Management techniques in their operations. DTBA helped sponsor a Holistic Management workshop this summer and the response was tremendous and with that in mind, conference planners decided to capitalize on the interest and offer more information to more producers.

As of this writing, we are trying to plan a free of charge, one day workshop on Friday with Kirk Gadzia that would be open to anyone interested in learning more about Holistic Management. This is still in the planning stage, but that is what we are shooting for. The seminar will be held at the Ramkota and will most likely start on Friday morning and continue throughout the day.

The conference will feature a Welcoming Reception on Friday night at Prairie Edge and a general membership meeting and speakers throughout the day on Saturday. The evening will end with an awards banquet for the Black Hills Buffalo Classic Show and the always fun and entertaining Fun Auction!

On Sunday, February 7, the Black Hills Buffalo Classic and Premium Calf and Yearling Auction will take place at the Pennington County Events Center, located on the fairgrounds in Rapid City. Show animals will be offered in the following classes: single heifer and bull calves; Top Ten heifer calves (pens of 10) and Top Five bull calves (pens of 5); single yearling bulls and heifers; a pen of five yearling heifers and single two year old bred heifers. There will also be approximately 20 head of performance-tested yearling breeding bulls offered as part of the Young Guns Yearling Bull Challenge.

The Premium Calf and Yearling Auction will feature pens of up to 20 head of bull or heifer calves. Pens of up to ten yearling heifers will also be featured as a new offering this year.

Entry information is available in this newsletter, via mail, email or is posted on the website's home page under the "BHBC Show and Sale Information" button on the left side of the page.

## Make Hotel Reservations NOW!

Our host hotel for our Winter Conference will be the Ramkota Hotel in Rapid City. Show animals can be brought in starting on Thursday, February 4 and on Friday afternoon, February 5, we will have a board meeting, consignor meeting and our welcoming reception at Prairie Edge. Saturday, February 6 is conference day and awards banquet that evening and our auctions will be held on Sunday, February 7. Please make your hotel reservations accordingly. We have a room block set aside, just ask for the DTBA block when you make reservations. The hotel number is (605) 343-8550. The room block is good through January 4, 2010, so don't wait! The hotel sells out this weekend every year. Call today!





## Notes From The President - Bruce Anderson

Are you ready for sale season? It seems the entire buffalo calendar revolves around the next month. I can't tell you how many people have asked me what calves are going to be worth. Will cheaper feed lead to higher prices or will the difficult winter that we faced last year linger on in buyers minds? We will find out over the next few weeks.



There is much going on in the buffalo meat industry. Buffalo trim has been in very short supply for about 60 days. We have developed a great foothold in the marketplace. With the economy being what it is the more expensive parts of the buffalo are a difficult sale, but that will change.

Recently a group of us were in Cheyenne, Wyo at Boyd Meyer's ranch for the Bison Advantage workshop. There were many presentations geared towards recruiting new producers. It is fascinating for me to watch the industry reinvent itself and put together a cohesive sales pitch all the way from cow/calf operators to feeders to marketers. I was intrigued by the real dollars and cents work that Boyd Meyer does on raising and feeding buffalo. Sandy and Brodie Limpert did a great job on presenting the cow/calf portion of the industry. I personally was impressed by

## Welcome New DTBA Members!

### Cecil Miskin

2HL Buffalo Ranch and Co.  
Burlison, TX

### Craig and Pam Lidel

Chester, SD

## Calendar Of Buffalo Events

**January 20 - 23, 2010:** The National Bison Assn. Winter Conference and Gold Trophy Show and Sale, Renaissance Hotel and NWSS Auction Arena, Denver, CO. For more information, (303) 292-2833 or [www.bisoncentral.com](http://www.bisoncentral.com).

**February 5 - 6:** Dakota Territory Buffalo Assn. Winter Conference, Ramkota Hotel, Rapid City, SD. (605) 923-6383 or [www.dakotabuffalo.com](http://www.dakotabuffalo.com).

**February 7:** DTBA's Black Hills Buffalo Classic Show and Sale and Premium Calf and Yearling Sale. Pennington County Events Center, Rapid City, SD. (605) 923-6383 or [www.dakotabuffalo.com](http://www.dakotabuffalo.com).

**February 20 - 21:** North Dakota Buffalo Assn. Winter Conference and Consignment Sale, Mandan, ND. Best Western Seven Seas and KIST Livestock. Contact the NDBA office at 701-252-1122.

**March 11 - 13:** 14th Annual Eastern Bison Assn. Show and Sale. Harrisburg, PA. For more information, [www.ebabison.org](http://www.ebabison.org) or 302-349-5334.

**March 12 - 13:** Rocky Mountain Buffalo Assn. Spring Conference and Annual Peak to Peak Bison Show and Sale. Renaissance Hotel and National Western Stock Show Auction Arena. For more information, [www.buffaloranchers.com](http://www.buffaloranchers.com) or 303-243-0900.

**April 9 - 11:** Minnesota Buffalo Assn. The Basics Are Back 17th Annual Educational Conference. Rochester, MN. For details, [www.mnbison.org](http://www.mnbison.org) or 507-454-2828.

the job Brodie did in his part of the presentation. I get the feeling we will be hearing more from next Limpert generation on into the future.

And then there was Las Vegas. Karen and I had to fulfill our "duty" and represent the DTBA at the NBA summit in Las Vegas. The NBA wants to work with the state and regional associations to better the buffalo industry. When we were there we caught up with DTBA members Larry Carr, Jud Seaman and Scott Peterson. There was a good deal of discussion about what the NBA can do for the rank and file buffalo producer.

I also would like to take this opportunity to promote the NBA. Our industry needs a national voice. There are plenty of people out there that would love to tell us how to run our businesses. Whether the issue is grassland leases, animal welfare, meat inspection or any one of the other parts of our operations that the government is involved in we need someone fighting for buffalo producers. The NBA does a great job of using common sense when confronted with any "lack of knowledge" about our industry. I know that my business would not be what it is today without the NBA.

In closing I would like to thank our DTBA board of directors for their help. I would like to thank Karen-she is indispensable. I would like to thank all of you for your participation in this great industry. We are all part of taking this great animal to a higher level.

## Time To Pay 2010 Membership Dues

Check on the front mailing label of this newsletter. The year your dues have been paid through is highlighted on the mailing label. If it says "2009", you need to renew your dues at this time. If the date on your newsletter is 2008 or prior, your dues need to be paid now in order to continue receiving materials from the association.

Your membership needs to be current in order to show animals at the Black Hills Buffalo Classic, so don't wait...get your membership up to date today!

One of the inserts in this newsletter is the conference registration/membership renewal form. Even if you can't attend the winter conference (and you really should! It's going to be great!) please fill out the registration form and return with your dues payment.

We will be printing a new membership directory right after the first of the year and many of you have had address changes, email changes and even websites added, so this is the easiest way for the office to get your information up to date and ensure that you continue to receive materials and information from the association.

Thank you to everyone who has already sent in your 2010 dues. It's very much appreciated!

## Member News And Notes

Our thoughts and prayers go out to **Sandy Limpert** and family as Sandy continues to mend from an accident. He and son, Brodie, were out moving some bulls on dirt bikes on November 20 and Sandy lost control of the bike and wrecked. He broke two vertebrae in his neck and chipped another one, but fortunately the bones did not move and he did not have to have surgery. He is at home in a neck brace, driving Jacki nuts while he is recovering! Best wishes for a speedy and complete recovery for Sandy.



## Rumble Strips Keep Us All On Track!

By Jud Seaman, NBA Region 3 Director (SD, ND, MT)

On my trip to Las Vegas to attend the State and Regional Summit, while driving the many miles and visiting with my passenger (Larry Carr DTBA director), once in a while the car would make it to the shoulder of the road and the rumble strips would get our attention and get us back on track. After giving this some thought a light came on and it occurs to me that the rumble strips are what keeps us all on track.



Being involved in this wonderful industry for some 20+ years I look back and think how many times have we been on the rumble strips. I think the NBA has just hit the rumble strips, woke up, and are working diligently to getting back on track financially, listening to the membership for direction, and attempting to fill the needs of it's members. The summit came out of the board meeting held in WI this summer, I was very happy with the outcome of the summit and think all involved came back home with a new appreciation for all the work that is being done

on the other side of the fence. Of course we all have a lot to do but the loudest and most often comment I heard in Vegas was communicate, communicate, communicate.

As part of the summit home work it was decided that regional directors are to be the conduit for information to their members and I promise to work hard to fulfill these duties. Having heard this communication theme over the two days, I reflected back on my CAI schooling and remember being taught that for good communication, some 60% has to be listening. As your regional director I would like to encourage you to communicate with me, I'll do the listening so you can do the talking, you get the 40% side I'll do the 60% side, see how easy this can be! You may contact me either thru e-mail or by phone which ever is easier for you. I'll take your concerns to the NBA board and relay information back to you after those meetings. If we all work together we can accomplish much not only for ourselves but for the industry as a whole.

The buffalo auction season is upon us, I wish for you the best with high prices and heavy weights. Keep in touch!

My phone is (605) 390-1419 or email is: jseaman@rap.midco.net.

## Many Thanks For Their Help - Duane and Cecil To The Rescue!

The last weekend in September brought a variety of activities to the buffalo world. It was the weekend of the Custer State Park Arts Festival, which DTBA and the NBA were sharing booth space, and also the weekend of the big wedding that saw Brodie Limpert and Sam Jensen get married. Of course, both events were on opposite sides of the state in a north/south direction. With some planning and seat-of-the-pants driving, I figured I'd be able to take in both events.

However, as the weekend rolled around, it was looking pretty bleak. Most everyone that might be able to help watch the booth at the park festival was planning to attend the wedding, so I just figured it would work one way or another. I went ahead and set the booth up on Friday down in the park. Duane Lammers arrived just as I was getting ready to leave. He was sharing booth space with Cecil Miskin, another buffalo friend from Texas. I kind of filled Duane in on my situation and he immediately offered to help out. I thanked him and headed for home. My plan was to pick up NBA Executive Director, Dave Carter, at the park's airstrip in the morning and then head for our booth.

When we got to the festival grounds on Saturday morning, Duane and Cecil had done an amazing job. They had moved things around, swapped a few booth spaces and managed to get our booths side by side. They graciously offered to watch the booth on Saturday after Dave and I left and then to set up

Sunday morning so we wouldn't have to be there so early.

It worked out beautifully. We ended up with a very large spot on the end of a row and it was set up so folks could walk through all of the space and learn about and purchase buffalo products. The DTBA/NBA booth was more information and Duane was selling buffalo jerky items and Cecil had a huge assortment of leather and hair-on goods that drew the attention of many folks who were otherwise just passing by.

I thanked Duane and Cecil for their help with our booth and for being so helpful for both Dave and myself. Cecil just stopped, looked at me and said, "That's what buffalo friends are for!" He told me to just not worry about it, things will always work out and he was so right.

As we were tearing down the booths on Sunday evening, Cecil and I talked about the possibility of setting up a similar "buffalo space" again next year. Cecil even thought it would be a great idea (and I do, too!) if all the state and regional associations could have some literature or at the very least, membership applications at the booth. So many people visit from all over the country and it would be a huge plus to have buffalo information from all over to assist us in being able to find meat products and other services for these folks.

Many, many thanks to Duane and Cecil for all their help and for starting what will hopefully turn out to be a very large and beneficial buffalo promotion at the CSP Arts Festival.

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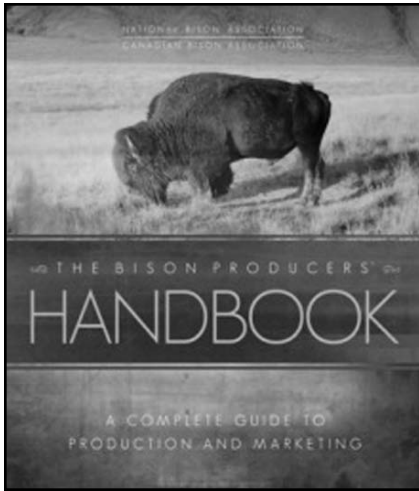
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# New Bison Producers' Handbook Now Available



The all new Bison Producers' Handbook is now available! Nearly 300 pages of new information from the industry's leading veterans and professionals. It is available through the National Bison Association.

\$40 for non-NBA members, \$20 for current NBA members, or FREE with a new Active, Life or Allied Industry membership!

Order yours today to learn everything you need to know about the American bison and how to started, or grow, in this great business! Better yet, join the NBA today and we'll send you a copy for FREE with your new member packet!

A National Bison Association membership is the gift that keeps on giving all year long with the most up to date information and resources in the buffalo business.

And to sweeten the deal, we're having a membership special through the end of the year, join as an Active member and attend our NBA Winter Conference for \$325, a \$50 savings. You'll get the new Bison Producers' Handbook for free and attend our action packed conference and 30th annual Gold Trophy Show and Sale.

Learn more at [www.bisoncentral.com](http://www.bisoncentral.com)

## See The Spark, Help It Grow, NBA Winter Conference

That's the theme for the 15th annual National Bison Association Winter Conference, being held from January 20 through the 23rd in Denver, Colorado.

You may register by downloading and submitting the registration form found on the NBA website, [www.bisoncentral.com](http://www.bisoncentral.com). Or call them at (303) 292-2833 during our business hours - Monday - Friday, 8am - 5 pm MDT. The NBA is also offering its "Join and Go" special again this year, join the NBA as an Active member (or renew) and come to the conference for \$325. A \$50 savings!. Call the NBA to take advantage of this limited time offer (Expires on 12.31.09).

The National Bison Association is proud to celebrate its 15th anniversary (along with the 30th Gold Trophy Show and Sale!) with its members at the new host hotel, the Denver Renaissance. Just minutes from the National Western complex, and close to endless shopping and entertainment.

This year's conference will feature Keynote speaker, Ted Turner, as well as renowned author Steve Rinella whose latest book, American Buffalo: In Search of a Lost Icon, is a best seller. The Winter Conference will also feature a fantastic, buffalo themed trade show featuring everything from bison fibers and jewelry, to top quality farm and ranch equipment. Don't miss out on this special event! Download your registration here. Vendors, download an application to participate in our tradeshow here. In addition, you'll enjoy educational sessions, family fun and networking with the North American buffalo community.

### USDA Monthly Bison Report Summary

#### Monthly October 2009 vs. September 2009 and vs. Previous Year

	Head Processed	Oct. 09 Weighted Ave.	Sept. 09 Weighted Ave.	Oct. 2008 Weighted Ave.	Difference Oct. 09 - Sept. 09	Difference Oct. 09 - Oct. 08
<b>WHOLESALE PRICES</b>						
Young Bulls	1,320	\$ 237.40	\$ 235.11	\$ 239.99	\$ 2.29	\$ (2.59)
Young Heifers	1,206	\$ 222.18	\$ 218.80	\$ 230.17	\$ 3.38	\$ (7.99)
Aged Bulls	21	\$ 162.14	\$ 159.88	\$ 147.02	\$ 2.26	\$ 15.12
Aged Cows	341	\$ 148.50	\$ 147.30	\$ 141.71	\$ 1.20	\$ 6.79

Source: USDA Market News Reporting Service / All Prices Hot Weight

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# Positive Changes and New Additions To The BHBC Show and Sale Lineup

The Dakota Territory Buffalo Association has announced plans for an expanded offering at our 2010 Black Hills Buffalo Classic Show and Sale and Premium Calf and Yearling Auction.

### BLACK HILLS BUFFALO CLASSIC SHOW

There will be a brand new class for a pen of five yearling heifers added to the existing classes. Additionally, the group has amended their rules to allow for up to four teeth for two year old bred heifers entered into the show. The show committee hopes that this will expand the offerings in that class, thus allowing more buyers the opportunity to take home quality breeding age stock.

### REALITY BASED CARCASS CLASS

At the last board meeting, it was decided that the Reality Based Carcass Class needed some new life breathed into it. In visiting with consignors and others that are interested in consigning, all agreed that the data collected during the contest was far more valuable than the prize money offered to the top three places. Additionally, some potential consignors found the \$300 entry fee to be cost prohibitive. With that in mind, the board made the decision to eliminate the prize money and only award trophies for the top three placings in the bull and heifer classes. With the prize money eliminated, the entry fee has been reduced to a modest \$50 per bull or heifer.

### PREMIUM CALF AND YEARLING AUCTION

The board made the decision to expand on this group offering and in 2010, will be offering classes for a pen of up to ten head of yearling heifers in addition to the calf classes. They have also relaxed the minimum on the pens of calves so that each producer

can bring up to a total of 20 head of calves. The lots cannot be mixed as far as bull and heifer calves, but a consignor may bring in two lots of calves as long as it does not total over 20 head per consignor. Only one lot of yearling heifers will be allowed per consignor.

Another change will be to allow the Premium consignors to bring in their animals on Saturday from 10:00 a.m. to 2:00 p.m. Some of the consignors do not bring show animals and this will allow them some flexibility with delivery times for the Premium animals only.

### YOUNG GUNS YEARLING BULL CHALLENGE

At the consignor's meeting last year, many expressed that they felt the entry fee for this class was prohibitive. Much like the carcass class, consignors felt the data was the most valuable part, so the decision was made to eliminate the prize money for the top three placing bulls and award only the bronze trophies to those winners. As a result of that decision, the entry fee has been lowered to \$600 per entry, with \$550 of that going to the host ranch to cover their expenses in caring for the bulls throughout the year.

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## Buffalo Gold Rush - The Bison Advantage Workshop

By Karen Conley

The Bison Advantage - Buffalo Gold Rush workshop is an expansion of the annual Rocky Mountain Buffalo Association fall workshop. The association regularly hosts a gathering at various member ranches and this year's host was Boyd Meyer, Cold Creek Buffalo Co. CO. Boyd leases the Terry I Cheyenne from Ron and Janice and that is where the workshop was held this year.

Boyd was the impetus behind the expansion of the workshop this year. Boyd's idea was to take the gathering on step further and try to include new producers and/or people interested in the industry that are wanting to get in but have no idea where to begin.

The workshop was very well attended, with over 100 in attendance. Attendees came from Colorado, South Dakota, Wyoming, Kansas, Oklahoma, Nebraska and even Canada. Of the approximately 100 at the meetings, there were at least eight to ten new people who are wanting to get into the business. They were there looking for ideas, guidance and suggestions.



**Bison Advantage host, Boyd Meyer, watches as yearling bulls are brought up from the pens to be run through the working facility.**

Nutrition Co., Sterling, Colorado, gave a talk on nutritional aspects of the animal. His focus centered on feeding co-products in bison rations and the importance of mineral nutrition in range bison. Dr. Dave Schroeder, Wellington, Colorado and Dr. Gerald Parsons, Stratford Animal Clinic, Stratford, Oklahoma, handled the veterinary aspects of caring for buffalo. They presented information on a wide range of topics, including parasites, infectious diseases, dietary concerns and reproductive health. They also outlined a sample herd health management plan.

Two distinct presentations were given regarding herd size and management. Larry Higgins, Heart Rock Bison out of Genoa, Colorado and Ray Thieman, Prairie Ridge Buffalo Ranch out of Limon, Colorado handled the smaller producer presentation. Higgins runs approximately 25 cows and one herd bull. He only handles the herd about once each year and even then does nothing to them except wean off the calves and send the cows back out to pasture. He markets approximately 30 head of animals per year for meat. Thieman also uses a hands-off management approach. He runs

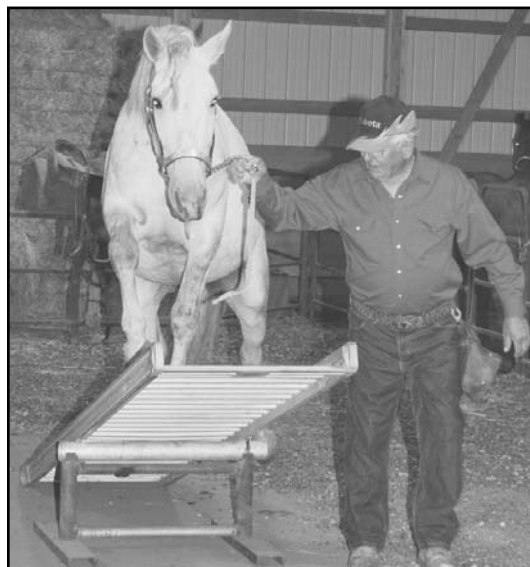
250 cows and 25 bulls. His cow herd is low maintenance and he does not even feed hay or any type of commercial feed. He does about 40 bull hunts each year and markets meat animals year round.

On the flip side, Sandy Limpert, Slim Buttes Buffalo Ranch, an overview of their operation and tips and suggestions for newcomers to the industry. They typically finish over 1,000 head of buffalo in their feedlot each year. Limpert gave an excellent presentation on the pros and cons of raising buffalo and the advantages such as. He also had a solid set of management tips that any producer can

put to use on their operation. His information was presented in a

manner that offered something for both the newcomer and the seasoned producer. Limpert even had conversion costs laid out for fencing and corrals. With more than 20 years of experience in the industry, Limpert did an excellent job of laying out a good overview of what it takes to raise buffalo on any level.

Bison Advantage host, Boyd Meyer, spoke about bison genetics. Meyer had done some extensive record keeping and had plenty of information to share with producers. He has pinpointed things such as dry matter conversion and cost of gain in feeder bulls and the cost of rais-



**Ron Thiel takes one of his mustangs, Pepper, through a series of tricks for the audience. Here Pepper goes over the teeter-totter.**



**Buffalo out in the pens at the Terry Ranch.**

ing a heifer calf for replacement use versus purchasing one. He has spent a great deal of time going through his cow herd, sorting and culling based on the cow's performance records. He has analyzed the size of the cow relative to the weaning weight of her calves. His goal is efficiency. Meyer is a dollars and cents kind of





raising buffalo.

A supper and a dance followed a short afternoon break. There was plenty of networking going on throughout the evening and discussion about the day's topics. A Fun Auction took place after the supper and the proceeds will help pay for the cost of this year's program and any left-over funds will be set aside to help offset the costs of the next Bison Advantage workshop.

On Saturday, attendees were able to tour the Cold Creek Buffalo Co. cow herd out in the pasture and then go through the handling facilities at the ranch. Boyd had two groups of yearling bulls that they ran through the facilities so people were able to see firsthand how the setup worked. The bulls were weighed, wormed and vaccinated; giving



*Ed, above, is one of the main Cold Creek herd sires. The bull is absolutely huge and he was enjoying spending the day with all of his girls! At right, some of the cows in the Cold Creek h herd.*

producer and he has the facts to back up his figures.

The next presentation was a joint effort on the part of two of the industry's top meat processors, Bob Dineen with Rocky Mountain Natural Meats in Henderson, Colorado and Bruce Anderson, Western Buffalo Company, Rapid City, South Dakota. Both of these men stressed the importance of the relationship between the producer and the processor. With the buffalo industry being so small, they feel there is no danger of market saturation anytime in the foreseeable future and beyond. They discussed the need for more producers to meet the ever-increasing demand for buffalo meat. One question to ask yourself as a new producer is can you sell your animals? That is where the relationship between producer and processor is so vitally important. You want to raise buffalo, but what do you do with them? New producers need to have a game plan in place before they get started. Dineen and Anderson also discussed the pros and cons of finishing animals on grass in lieu of grain and Anderson also noted that he feels the by product market is ripe for development.

Dave Carter, the Executive Director for the National Bison Association (NBA), did the final presentation. He talked about the various benefits of the NBA as well as giving an overview of what the association has done this past year. Carter also mentioned that the association and some of the members are working on some programs that might be of assistance to people interested in Absentee Ownership Programs. The national association is a vital link in the industry and they are working hard to develop programs and ideas that will benefit all producers and assist new producers who are interested in getting started

people the opportunity to see how routine management is done. Ron Thiel designed the working facilities at the ranch and most everything can be run by two or three people using hydraulic gates to run, sort and load the animals.

A treat on Saturday morning before the tour was the opportunity to watch Ron Thiel do a Wild Horse demonstration. Thiel has adopted several mustangs and he then trains them to do tricks and it was great fun to watch him work with the horses. You can tell



that Thiel enjoys his time spent with the horses and he really enjoyed having an enthusiastic audience to share it with.

*At left is the chutes leading up to the scale and squeeze. Above is the tub used to sort the animals into the chutes. The gates are all controlled hydraulically.*

Due to the great turnout and the belief that we need to encourage new producers and keep

up the interest in our industry, DTBA has agreed to host the workshop next year. Most likely it will be in the western South Dakota area, but no plans have been made at this time. We will begin laying the groundwork shortly and come up with a host ranch and begin putting the program together. Rocky Mountain Buffalo Association, The National Bison Association and the North Dakota Buffalo Association have all agreed to help sponsor the workshop next year. Organizers are hoping this can be a yearly commitment and by moving it to different regions, it will allow for more people to attend and benefit from the information and presentations.

For more information on the Bison Advantage, check out [www.bisonadvantage.com](http://www.bisonadvantage.com).



## NBA State and Regional Summit Held in Las Vegas in November

By Karen Conley

In early November, your DTBA President, Bruce Anderson, and I were able to attend the National Bison Association's State and Regional Summit that was held in, of all places, Las Vegas! When the idea first came about, I thought it was great. We always have a S/R meeting in Denver during the Winter Conference, but it's hard to get anything done when everyone is running here and there.

The people that were in attendance in Las Vegas were there because they want to improve communication and develop a strong working partnership between the NBA and the S/R. Let's face it...we need a national organization and we need to support it. How do we do that? Well, that was one of the hot topics. Everything from membership dues to participation to the structure of the organization was discussed. People were able to voice their ideas, concerns, gripes and anything that was on their mind. The meeting could have easily run another day or two, but all in all, it was much needed and very productive. Below is an outline of the Action Plan that was developed from the meeting. I think it's important to share it with our membership, as it shows the NBA is serious about developing a good relationship with S/Rs. If you are not a member of the NBA, I highly encourage you to join. They have much to offer.

### Communication:

- The NBA will develop a video presentation for use at SR meetings to communicate association activities and accomplishments.
- The SRs agreed to include the NBA on its newsletter mailing lists.
- The NBA will request local media contacts from SRs to further disseminate positive news, particularly prices, to the media.
- The NBA will send its monthly price reports, and any press releases, to SRs for dissemination.
- The NBA will request monthly updates from the SRs.
- The NBA will request SR articles for the Bison World magazine 30 days in advance of the deadline with a reminder at 2 weeks prior.
- The NBA will encourage its regional directors to communicate more with their respective SR.
- Live animal price reports will be disseminated to SRs.
- The NBA will provide SRs with its membership applications to send to new members that have joined, and SRs will similarly send the NBA its applications to send with our new member packets encouraging them to join their local association.
- The NBA will explore the option to cast "webinars" or "webcasts" as an alternative to traveling to a destination to attend a seminar or workshop.
- The NBA will explore creating its own Facebook account and will look into other social media outlets.

### Membership:

- The NBA and SRs will develop a joint letter encouraging new members to join either their local association or national, if they haven't done so already.
- The NBA will provide a web link in its Join the NBA page to SR links that will open member applications.
- The NBA will explore a potential joint membership discount for people joining both associations. Possibly a 50% savings on their first year of membership.
- The NBA will look into tiered membership levels.
- The NBA will consider donate a NBA Active membership to

SR fun auctions and conferences, with a matching SR membership.

- The NBA will consider giving discounted renewal dues to members who recruit the most new members in a year.
- The NBA will develop a "Value of NBA Membership" promotional tool to distribute to SRs, which they will disseminate to their membership.

### Winter Conference and GTSS:

- The NBA will poll the membership for conference agenda needs prior to future conferences, starting with Summer 2010, to address current challenges in the industry.
- The NBA will bring back the "New Member Luncheon" though it will not be a catered event as it was in the past.
- The NBA will have district seating, according to region, with their respective NBA directors present, if possible, at the general membership meeting.
- The NBA will provide a list of conference attendees with appropriate contact info.
- The NBA will offer SRs the chance to have a flag or banner at the NBA information tent at the GTSS stockyards.
- The NBA will discuss having regional directors will serve as mentors to members in their regions.
- The NBA will look into videotaping the GTSS for future reference.

### Check off & New Producer Investment Program:

- Note: Scott Peterson generously attended the meeting to update the SRs on his work on a new program that would create investment opportunities for new producers looking to start a herd, which will be further detailed at the 2010 Winter Conference commercial marketers committee.
- The NBA is exploring a USDA funded rural microenterprise loan program that could assist the aforementioned program.
- SRs will visit with their board of directors about contributing to the NBA Checkoff program from annual auctions.
- The NBA will update and disseminate its Ag Lender publication to improve borrowing options for bison producer.



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# Sustainable Harvest Offers Field Harvest For Buffalo

By Dan O'Brien

**S**ustainable Harvest Alliance is a non-profit corporation dedicated to supplying an alternative, humane, and culturally acceptable means of adding value to buffalo. The concept is to elimi-

nate the stress of hauling, confinement, and the traditional slaughter process by harvesting animals in the pastures where they are most at ease.

SHA is a South Dakota state licensed meat plant and in its first two years of operation harvested nearly 500 buffalo from native and non-native herds in western South Dakota. The SHA harvest truck is self contained and capable of pulling into the rancher's pasture. The buffalo are shot from a pickup at very close range and hauled to the processing machine where they are skinned, eviscerated, split and cooled. They are then taken to a fixed plant for further processing. The market for all classes of buffalo is good and SHA can find buyers.

Though the cost of field harvesting appears to be higher than the traditional slaughter method, the hidden costs of stress related carcass "shrink", death loss, and criticism from humane groups are eliminated. There are also the management and safety considerations of putting large numbers of animals through corrals and chutes on an annual basis.


If you have buffalo that you need to harvest from your herd, call Dan O'Brien at 605-255-5163. You may find more information about Sustainable Harvest at their website, [www.sustainableharvestalliance.com](http://www.sustainableharvestalliance.com).



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## Minutes From August 10, 2009 Board of Directors Meeting

President Bruce Anderson called the meeting to order. Present were board members John Cammack, Chad Kremer, Larry Carr and executive director, Karen Conley.

The minutes of the March 2, 2009 meeting were reviewed. Kremer made a motion to accept the minutes as presented. Carr seconded the motion. Motion carried. The Treasurer's Report was tabled until the next meeting.

The group discussed the upcoming Bison Advantage - Buffalo Gold Rush workshop to be held in Cheyenne in mid-September. Conley has been working with the Rocky Mountain Buffalo Assn. and they have asked if DTBA would help sponsor some of the costs of the workshop. One suggestion was to have DTBA sponsor a direct mail piece with information and registration forms for the workshop. Conley estimated the cost for printing and mailing around \$500. Kremer made a motion to support the Gold Rush workshop with up to \$1,000 in sponsorship monies. Cammack seconded the motion. Motion carried.

There was discussion about new member recruitment and perhaps getting the association back into doing more trade shows and/or seminars. Conley and Kremer had both been contacted by DakotaFest about having a booth there this year. Conley will look into it for next year, with the thought that it might be a good venue IF we could have some sort of producer session or opportunity to address attendees. Other suggestions included doing something during the Black Hills Stock Show and/or our Winter Conference. Conley noted that the NBA did a great job with the new Youth Judging contest at their conference and they are also working with the FFA group. DTBA will explore the local FFA chapters and see if there might be interest in working with these youth.

Kremer recapped the Holistic Management course that was hosted by Mimi Hillenbrand this past summer. Response was excellent from the attendees and it was noted that there were a number of members who were interested in attending but were unable to due to schedule conflicts, etc. Kremer asked if it might be something that could be done again or if there was a possibility of doing an introductory session during our winter conference or maybe doing a one day seminar during the stock show/conference time. Names of possible speakers and presenters included Mimi Hillenbrand, Phil Jerde, Limperts and John Flocchini. Kremer will visit with Hillenbrand about these ideas and see if a session could be presented in conjunction with our winter conference.

Other winter conference speaker ideas and suggestions included Donovan Sprague. Conley mentioned that she had seen an article written by Sprague and it tied in directly with the history session that was presented at last year's meeting. Anderson noted that he would be interested in following up on this to see if it might be a possible conference session or speaker.

The National Bison Assn. is hosting a State and Regional Summit meeting in Las Vegas in early November. The idea is to get the state and regional organizations more involved in the NBA and all working together. The session is a listening/interactive one and Anderson encouraged the board to offer up suggestions to himself or Conley, as both are planning to attend the meeting. The NBA is looking for feedback on membership growth and retention and what the state and regionals would like from their national organization. Ideas like the Checkoff Challenge that DTBA began with last year's auction are examples of the S/R working with the NBA for the good of all.

Board members were encouraged to start thinking about conference and trophy sponsorships. Conley will be providing materials on that so we can get started on these this fall.

There was discussion about newsletters and frequency of them. It was agreed that DTBA will publish a minimum of three newsletters per year, with target months being Dec/Jan, March/April and Sept/Oct. Show and sale information should go out by mid-November and can be included in a newsletter or mailed alone. All were agreeable to this schedule.

Conley gave an update on several projects, including a new cookbook and the membership directory.

Kremer asked if the association would be interested in sponsoring the meat for the Governor's Office of Economic Development Conference. This group will be present at the Custer State Park Roundup and the meal is a luncheon on the Monday after the roundup. Cost would be approximately \$500 and we can provide stickers or some type of identification to let the participants know who is sponsoring the meat for their meal. Board agreed to go ahead and do this. Conley will provide the stickers for the lunch boxes.

The National Hay Association is having their meeting in Deadwood in September and has inquired about having some buffalo meat in their hospitality room. Attendees from across the country, so the board felt it would be a good way to introduce buffalo to many who may not have the opportunity to try it. Conley will work with their contact to provide meat and they have agreed to include our membership directory in their attendee packets and to recognize the association throughout the conference.

There being no further business, Carr made a motion to adjourn the meeting. Kremer seconded the motion. Meeting adjourned. Next meeting will be in mid-October.

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2009 - 2010 Buffalo Auctions						
	DATE	LOCATION	# OF HEAD	AVERAGE WEIGHT	AVERAGE PRICE	PRICE PER POUND
<b>HEIFER CALVES</b>						
	Nov. 7, 2009	Eastern Bison Assn., PA	8	305 pounds	\$414	\$1.36
	Nov. 14, 2009	Antelope Island, UT	52	356 pounds	\$561	\$1.58
	Nov. 14, 2009	Oklahoma Bison Assn., OK	7	350 pound	\$457	\$1.31
	Nov. 18, 2009	Maxwell Wildlife Refuge, KS	6	N/A	\$275	
	Nov. 21, 2009	Custer State Park, SD	65	346 pounds	\$526	\$1.52
	Nov. 22, 2009	Ft. Robinson, Crawford, NE	58	346 pounds	\$515	\$1.57
	Nov. 28, 2009	Ron Brown Otter, Aberdeen, SD	93	361 pounds	\$419	\$1.16
	Nov. 28, 2009	Minn. Buffalo Assn. Show, MN	13	428 pounds	\$604	\$1.41
	Nov. 28, 2009	Minn. Buffalo Assn. Production, MN	3	363 pounds	\$510	\$1.44
	Dec. 5, 2009	Western Bison Assn., Ogden, UT	15	374 pounds	\$567	\$1.51
<b>PEN OF FIVE HEIFER CALVES</b>						
<b>BULL CALVES</b>						
	Nov. 7, 2009	Eastern Bison Assn., PA	4	332 pounds	\$506	\$1.52
	Nov. 14, 2009	Antelope Island, UT	54	377 pounds	\$578	\$1.53
	Nov. 14, 2009	Oklahoma Bison Assn., OK	12	325 pounds	\$441	\$1.36
	Nov. 18, 2009	Maxwell Wildlife Refuge, KS	6	N/A	\$374	
	Nov. 21, 2009	Custer State Park, SD	85	368 pounds	\$581	\$1.58
	Nov. 22, 2009	Ft. Robinson, Crawford, NE	21	370 pounds	\$547	\$1.47
	Nov. 28, 2009	Ron Brown Otter, Aberdeen, SD	59	383 pounds	\$560	\$1.46
	Nov. 28, 2009	Minn. Buffalo Assn. Show, MN	7	457 pounds	\$677	\$1.48
	Nov. 28, 2009	Minn. Buffalo Assn. Production, MN	27	380 pounds	\$571	\$1.52
	Dec. 5, 2009	Western Bison Assn., Ogden, UT	16	444 pounds	\$742	\$1.67
<b>PEN OF TEN BULL CALVES</b>						
<b>YEARLING HEIFERS</b>						
	Oct. 15, 2009	Ft. Niobrara, Valentine, NE	28	N/A	\$636	\$1.16
	Nov. 7, 2009	Eastern Bison Assn., PA	5	555 pounds	\$650	\$1.17
	Nov. 14, 2009	Antelope Island, UT	10	624 pounds	\$735	\$1.18
	Nov. 14, 2009	Oklahoma Bison Assn., OK	8	679 pounds	\$843	\$1.24
	Nov. 18, 2009	Maxwell Wildlife Refuge, KS	5	N/A	\$600	
	Nov. 21, 2009	Custer State Park, SD	20	622 pounds	\$822	\$1.32
	Nov. 22, 2009	Ft. Robinson, Crawford, NE	2	578 pounds	\$775	\$1.34
	Nov. 28, 2009	Minn. Buffalo Assn. Show, MN	7	590 pounds	\$775	\$1.31
	Dec. 5, 2009	Western Bison Assn., Ogden, UT	5	730 pounds	\$1,100	\$1.51
<b>PEN OF FIVE YEARLING HEIFERS</b>						
<b>YEARLING BULLS</b>						
	Oct. 15, 2009	Ft. Niobrara, Valentine, NE	28	N/A	\$760	\$1.32
	Nov. 7, 2009	Eastern Bison Assn., PA	5	436 pounds	\$430	\$0.99
	Nov. 14, 2009	Antelope Island, UT	11	748 pounds	\$909	\$1.22
	Nov. 14, 2009	Oklahoma Bison Assn., OK	18	702 pounds	\$930	\$1.32
	Nov. 21, 2009	Custer State Park, SD	40	648 pounds	\$927	\$1.43
	Nov. 22, 2009	Ft. Robinson, Crawford, NE	8	693 pounds	\$843	\$1.21
	Nov. 28, 2009	Minn. Buffalo Assn. Show, MN	4	900 pounds	\$1,206	\$1.34
	Dec. 5, 2009	Western Bison Assn., Ogden, UT	7	1054 pounds	\$2,100	\$1.99
<b>TWO YEAR OLD BRED HEIFERS</b>						
	Nov. 21, 2009	Custer State Park, SD	10	866 pounds	\$1,420	\$1.64
	Nov. 28, 2009	Minn. Buffalo Assn. Show, MN	1	870 pounds	\$950	\$1.09
	Dec. 5, 2009	Western Bison Assn., Ogden, UT	4	957 pounds	\$1,612	\$1.69
<b>TWO YEAR OLD HEIFERS OPEN/UNKNOWN</b>						
	Nov. 7, 2009	Eastern Bison Assn., PA	1	715 pounds	\$850	\$1.19
	Nov. 14, 2009	Oklahoma Bison Assn., OK	6	848 pounds	\$901	\$1.06
<b>TWO YEAR OLD BULLS</b>						
	Nov. 14, 2009	Antelope Island, UT	29	1,088 pounds	\$1,293	\$1.19
	Nov. 14, 2009	Oklahoma Bison Assn., OK	5	1,020 pounds	\$1,170	\$1.15
	Nov. 18, 2009	Maxwell Wildlife Refuge, KS	5	N/A	\$960	
	Nov. 21, 2009	Custer State Park, SD	11	1,070 pounds	\$1,677	\$1.57
	Nov. 22, 2009	Ft. Robinson, Crawford, NE	5	1,160 pounds	\$1,340	\$1.16
	Nov. 28, 2009	Minn. Buffalo Assn. Show, MN	3	1,137 pounds	\$1,142	\$1.00
	Dec. 5, 2009	Western Bison Assn., Ogden, UT	6	1,472 pounds	\$2,315	\$1.59
<b>MATURE COWS BRED</b>						
	Nov. 21, 2009	Custer State Park, SD	6	1,037 pounds	\$875	\$0.84
<b>MATURE COWS OPEN/UNKNOWN</b>						
	Oct. 15, 2009	Ft. Niobrara, Valentine, NE	11	N/A	\$764	\$0.75
	Nov. 7, 2009	Eastern Bison Assn., PA	5	846 pounds	\$890	\$1.05
	Nov. 14, 2009	Antelope Island, UT	26	947 pounds	\$927	\$0.98
	Nov. 14, 2009	Oklahoma Bison Assn., OK	34	824 pounds	\$583	\$0.71
	Nov. 18, 2009	Maxwell Wildlife Refuge, KS	6	N/A	\$688	
<b>THREE YEAR OLD BULLS</b>						
	Dec. 5, 2009	Western Bison Assn., Ogden, UT	1	1,968 pounds	\$13,000	\$6.60
<b>MATURE BULLS</b>						
	Oct. 15, 2009	Ft. Niobrara, Valentine, NE	6	N/A	\$1,308	\$0.75

**MERRY CHRISTMAS AND BEST WISHES FOR THE NEW YEAR!!**

## **So Much Inside This Issue!**

Inside this issue of the December newsletter, you'll find all kinds of inserts and information. Please go through everything carefully!

You should find inserts for the Winter Conference registration, Reality Based Carcass Class entry form, Black Hills Buffalo Classic Show form, Young Guns Yearling Bull Challenge entry form and the Premium Calf and Yearling Auction entry form, along with terms and conditions for each of those events. If you are missing anything, please contact the office or you may download all of the information from our website at: [www.dakotabuffalo.com](http://www.dakotabuffalo.com). On the home page, there is a box on the left side for Black Hills Buffalo Classic Show and Sale information and all of the information will be available there in pdf format. It will also be found with the December newsletter under the newsletter tab.

## **Sponsorships Needed For 2010**

With our 2010 events right around the corner, we are still in need of sponsorships. There are trophy sponsorships available at this time. We are also looking for cash sponsors for our Carcass Class and Coffee Breaks. Anyone interested in sponsoring other specific items, such as conference folders, signage for our sponsors, etc. is more than welcome to do so. Thank you to those of you who have so graciously stepped forward to sponsor and/or donate up to this point. Your generosity is much appreciated!

For more information on sponsorships, contact Karen at (605) 923-6383 or email to: [info@dakotabuffalo.com](mailto:info@dakotabuffalo.com).

## **Volunteers Needed For Animals**

The Black Hills Buffalo Classic Show and Sale (BHBC) is a huge event for the DTBA. It takes many hours and many volunteers to put all the events together and we can't begin to thank enough, those who step forward and help out.

Once again, with our 2010 event looming around the corner, Show/Sale Chairman, Zane Holcomb, would like to have some volunteers step forward and assist with the buffalo. Since the dates are in place, they are looking for people willing to be on hand Thursday, February 4 from 12:00 noon until 4:30 p.m. and Friday, February 5 from 8:00 a.m. to 12:00 noon to help unload, weigh and pen animals. They also some extra hands to water and feed the animals as they are penned throughout the course of those days. This will take a number of people with more entries expected. Throughout the weekend, we will need a core crew that can help with daily feeding, watering and also moving animals while the judges are doing their thing. On Sunday, February 7, sale day, volunteers are needed to help sort and pen the animals throughout the day and until loadout is completed for the day. Zane is also asking for a couple of people who could be available on Monday, February 8 for approximately half a day to help finish with loading out the sale animals.

It makes for a long weekend and it seems like the weather is too hot or too cold, but we all appreciate the volunteers who step forward to help care for the buffalo.

If you are interested in volunteering your time to help with this, please contact the DTBA office, 605-923-6383 or e-mail [info@dakotabuffalo.com](mailto:info@dakotabuffalo.com). You can also contact Zane Holcomb at (605) 375-3478 or [ndabuff@sdplains.com](mailto:ndabuff@sdplains.com). THANK YOU!!



# WINTER CONFERENCE & MEMBERSHIP REGISTRATION

*Registrations must be post-marked by January 30.*  
Mail to: DTBA  
P.O. Box 4104  
Rapid City, SD 57709

First Name \_\_\_\_\_ Last Name \_\_\_\_\_

Ranch Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Telephone (\_\_\_\_) \_\_\_\_\_ Fax (\_\_\_\_) \_\_\_\_\_

E-mail \_\_\_\_\_

Web Site Address \_\_\_\_\_

Number of People Attending DTBA 2010 Winter Conference @ \$90 Per Person \_\_\_\_\_  
(Price shown includes all breaks, Saturday lunch and evening banquet meal)

Names of Those Attending \_\_\_\_\_

Banquet Only Ticket @ \$45 - Name \_\_\_\_\_

**You must purchase a full conference to be eligible to purchase one Banquet Only ticket.**

2010 DTBA Membership Dues Enclosed @ \$50 Each \_\_\_\_\_

Total Amount Enclosed \_\_\_\_\_

**PLEASE MAKE CHECKS PAYABLE TO THE DAKOTA TERRITORY BUFFALO ASSOCIATION or DTBA REGISTRATIONS MUST BE POSTMARKED BY SATURDAY, JANUARY 30, 2010.**

There will be a \$30 late fee for registration at the door.

In order to be of greater service to our membership, the DTBA Board of Directors has authorized a VOLUNTARY questionnaire designed to help our membership. Frequently, the DTBA receives requests on where to purchase buffalo or buffalo-related items. We are working on compiling a comprehensive list of our members who would like their goods and services made available, both in the industry and to those outside the industry. Your participation in this survey will help to publicize your buffalo-related businesses. We will use the information provided by you to compile a list that will be made available at trade shows, auctions, DTBA events and also in upcoming membership directories. The list will be used in the DTBA office to answer questions and direct inquires to the appropriate parties. Please check all that apply to your operation and if you have other bison-related items, please write them in.

**Please mark each of the following that apply to your current operation:**

- |  |  |   |
|--|--|---|
| <input type="checkbox"/> Breeding Stock                  | <input type="checkbox"/> Meat              | <input type="checkbox"/> Hides              |
| <input type="checkbox"/> Bull Calves                     | <input type="checkbox"/> Specialty Meats   | <input type="checkbox"/> Skulls             |
| <input type="checkbox"/> Absentee Owner Program          | <input type="checkbox"/> Mobile Concession | <input type="checkbox"/> Leather            |
| <input type="checkbox"/> Hunts                           | <input type="checkbox"/> Gift Boxes        | <input type="checkbox"/> Handling Equipment |
| <input type="checkbox"/> Tours                           | <input type="checkbox"/> Other By Products | <input type="checkbox"/> Other _____        |
| <input type="checkbox"/> Production Auction - Date _____ | <input type="checkbox"/> Location _____    |   |

I agree to allow the DTBA to publish this information in their Membership Directory and on their Web Site.

Signature \_\_\_\_\_ Date \_\_\_\_\_