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TERRITORY BUFFALO NEWS



Fall, A Good Time For Buffalo!

Photo: Caitlin Steuben



Dakota Territory Buffalo Association Newsletter

October, 2019



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The vision of the Dakota Territory Buffalo Association is to perpetuate buffalo as the great North American native animal.

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the Web!*



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Notes From the President - Moritz Espy

Well, all I can say is thank you! You, the members, are taking full advantage of the website. Please continue to do so, and don't hesitate to provide feedback to the Board.

Between working cows and life, I had a couple of chance encounters with the real world recently that I think all of us in the bison industry should consider pursuing more often.

The other day, in a nameless farm and fleet themed store, I saw a pallet full of our favorite dog food. You know the one. With the beautiful scene of bison grazing and wolves planning their next meal. So, I flipped one of the bags over to see if anything had changed on the ingredients list. Then I shook my head in disgust at seeing non-descript buffalo as the main ingredient and roasted bison way down at the end of the list. The manager of the store asked if I needed any assistance. With it being 9 a.m. on a Tuesday, I responded that I did need assistance. I asked if he knew anything about this dog food. He was very excited and told me that he, and many others, fed this to their dogs and it was made from buffalo like the "Buffalo Bill" buffalo. I kept playing dumb because dumb is my natural state and asked why he thought it said buffalo here and roasted bison there. Well, there just happened to be customer service number right next to the ingredient label, so he called it. When the gal from the company told him that it was water buffalo and sourced from outside the United States and is a good source of protein and very palatable to dogs the look on this guy's face was like he had just been robbed. When he hung up I informed him that I was in the bison business and that this phony labeling is hurting our industry. We gained an ally from that chance meeting. It may be only one guy with a couple dogs, but it might have some influence on a couple friends or maybe his store.

My second encounter was at my favorite hippie store where I can buy good milk. While in line with my milk the gal checking out ahead of me had the Wild Idea of getting a couple packages of ground bison. Her statement to the cash-



ier was that the price had come down and she was excited about it. Since it was about 10 o'clock on a Tuesday, I kindly interrupted their conversation asking if she thought that was a sustainable price for everyone in the chain of production for that pound of bison. She responded that she never thought about it that way. She follows their blog and likes what they do and thinks bison is expensive but delicious. I thanked her for supporting the bison industry and encouraged her to keep eating bison. Her curiosity peaked and she asked me if I worked for Wild Idea. I replied no, but that I had sold them some animals in the past and explained my experience with them and all the preparation, labor, and logistics it takes to put that pound of bison in the store. By the end of our discussion she realized that the price difference she was so excited

about equaled just one of the eight bottles of coconut water she had just purchased. She also realized that she could make a big difference by buying regionally sourced bison meat from a local company that lives and works in her community.

I am telling you these stories because I don't think we give ourselves enough credit for what we do as producers. We all care for our animals, our land, and our communities. We all pay taxes and we all pay bills. We give time and money to school programs, rural fire departments, county fairs and events, churches, and the list goes on. What is the best way to tell the consumer that a price difference equal to one bottle of soda, when applied towards the purchase of a pound of bison burger, could make the difference between an operation surviving or thriving? Could we tell our individual story better? More importantly, what can the DTBA do to tell our story better?

As always, I am honored to serve as your President and thank you for the opportunity to do so. If I can serve you better or if you have any needs or concerns, please let me know.



The mission of the Dakota Territory Buffalo Association is to promote buffalo and furnish a positive forum for creativity and camaraderie among a diverse membership.



A Conversation with Bruce Anderson - Western Buffalo Company

By Perry Handyside – Executive Director, DTBA

How did the Western Buffalo Company get started?

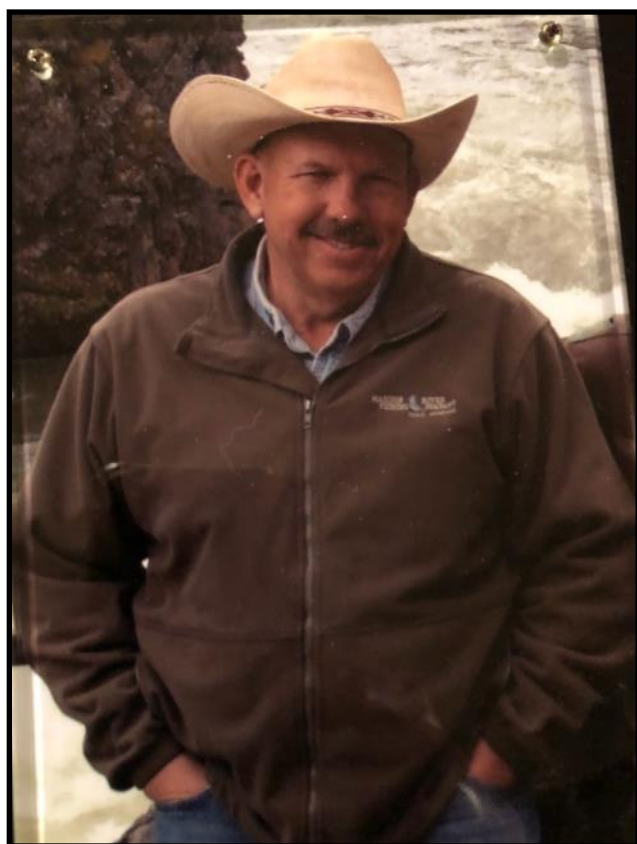
The original name of the business was RC Western Meats. The facility was successful as Western Meats from the mid 60's until it was sold in about 1973. That owner went bankrupt in 1977 and in April 1979 the facility came up for sale. My family had always felt that the packing industry was the place to be in agriculture, so they decided to set the oldest son up in a packing plant. We began in April of 1979, but our focus was beef and pork. We soon realized that buffalo meat would add to our product line so in about 1982 we began to purchase buffalo meat from other processors. I had a partner at the time, who has since been forgotten. But one of our first employees, Jud Seaman, decided to buy out that partner. In about 1985 we began to process buffalo for other individuals and in 1988 Jud and I decided that we may just as well process the animals we could acquire for our own use. That entailed being able to market the entire animal, a stretch from just buying the cuts we needed. Jud left the business in 1999 to pursue a career in auctioneering. On January 1, 2000, I changed the name to Western Buffalo Company to reflect our commitment to the buffalo industry.

What made you decide to locate in Rapid City?

That wasn't by design. Rapid City, SD only happened to be where the facility was. It worked out because this is a great geographical location to process buffalo. It was also a great location to learn about marketing the meat because of the built-in demand that the Black Hills had to offer.

How would you describe your business?

We purchase, harvest, process and market buffalo. We realized early on what a dynamic animal and product we had. When we tried to make a living doing beef and pork, we found that we really weren't needed because there were already established businesses doing that better than we could. As we shifted to the buffalo business, we found that it was a much better fit for our location and our size. As we grew into the industry, we tried to do a bit of everything. We tried mail order, but it wasn't a very good fit for our square footage. We took a stab at the fresh grocery store business, but it wasn't a good fit either. We had always been a frozen restaurant supplier, so we decided to focus on that. We knew how to promote buffalo in our region, and we knew how to promote the meat that we sold in our shop, so we focused our efforts on restaurant customers in tourist areas and small mom and pop meat marketers. We found both avenues to be successful. Restaurants were looking for something different and smaller marketers are a real success story as customers steer away from the mass marketed proteins. We found a way to ship 100 lb. orders to these customers and we developed a marketing plan to get them to show buffalo meat to their customers. We work to find markets that will continue to introduce buffalo meat to new customers and that can continue to supply these folks once they find out what a great product we have. I personally found it very rewarding to work with the buffalo industry and to find a situation where I was needed and made a difference.



You've been around the DTBA a long time. How's it doing?

Having been to a few of the other state and regional associations I find that the DTBA is unique. The DTBA is suited to this area's producers and the other associations are suited to their area's producers. The buffalo industry cuts across all sorts of lines. Big and small. Grass fed and grain fed. Folks that market their own product and ranchers that are trying to pay off a ranch with buffalo instead of cattle. Growing up in Western South Dakota helped me to relate to the kind of rancher that is a core DTBA member. After having been to other state and regional meetings I will tell you that the DTBA membership is the one I am most comfortable with. The DTBA has done a great job since day one, first with Karen running the show and now with Perry running the show.

What's your view of the DTBA Performance Classes?

Sandy Limpert approached me years ago about having a contest that was strictly data driven. He hoped that the industry would be able to further our quality with ongoing data. He felt you could get a clear picture on who's animals would yield the most profit when you went from live to meat. It was a great study in quality but like so many things in the buffalo industry it was ahead of its time. I still have lots of data and it allowed me to see the differences between one producer's animals and another producer's animals. There are producer's animals that, year after year, just have more meat on them.

What's the future of the buffalo industry?

When we first started selling buffalo in about 1983 there were between 10 and 15 producers in this region. The inconsistent supply of animals was a huge problem. Our customers were local restaurants and

"Conversation" Continued on page 5...



...*"Conversation"* Continued from page 4

we did what we could to fill orders, but I am embarrassed to remember some of the product we filled orders with. Pricing was strictly what the producer said they were worth but generally it was around \$2 on the rail. Then, suddenly, the beef business tanked, the Coop in North Dakota opened, and there were many beef ranches that changed hands creating a new type of producer that wanted to do something new. We struggled along through that period but couldn't really change much because product was still in short supply. Then, the perfect storm of problems hit with drought, oversupply, and little cash. At that time all marketers were able to kick in some marketing efforts and guarantee supply to customers. It is a shame that producers took such a beating and we lost many. But, if you look for a silver lining, the lower prices brought a lot of new customers on board. Since then, for the past ten years, we have been on a roll with more demand than supply. Now we are beginning to find ourselves in a situation with more supply than demand. This time around, though, there are more experienced marketers who know how to deal with it. Our operation here has put several changes into play and we are seeing results. Looking into the future, I would predict that we will continue to go through more of the same fluctuations, as it is part of any ag cycle. One key difference or advantage that the buffalo industry has is that marketers are on the buffalo producer's side. We know full well that if a producer leaves the industry there is little chance that there will be buffalo on their ranch again. We know our producers personally. Also keep in mind that the very health conscious customers, like Whole Foods, are already selling buffalo meat. The next group of customers will be a bit of a harder sell. We all know that their customers will purchase the product but there is much work to be done to get it in front of the next level of consumer and keep the product flowing. Today's consumer wants to feel good about their purchases and we are perfectly situated to take care of this customer.

How do you respond to the many awards that you have won?

I have been blessed by the buffalo industry. I was awarded the member of the year by the National Bison Association. I received the Pioneer Award from the DTBA and I was recently inducted into the Buffalo Hall of Fame. These awards are all important to me, but to have the respect of the industry means much more. And lastly, I want to say thank you to an industry that has helped me make a living and raise a family. Whatever I was able to give to this industry I received every bit as much back.



Scott & Susan Peterson

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Bruce & Martha Anderson

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Special Thanks for the Hard Work of the DTBA Committee Members, 2019

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"Coming together is a beginning, staying together is progress, and working together is success." -Henry Ford



Host Ranch Profile— Heartland Bison Ranch, Rugby, ND

Get to know Heartland Bison Ranch as one of the host ranches for the DTBA Performance Classes, currently hosting the Breeding Bulls for the Young Guns Competition!

Ranch owner/manager: Lee and Rebecca Leier, and Kevin & Anne Leier

Ranch location: Heartland Bison Ranch is located 21 miles south of Rugby, ND, which is the geographical center of North America. This part of Southern Peirce County is comprised of rolling hills, trees, and small lakes and ponds. The native prairie grasses and semi-arid climate make for great bison country!

Year you started in the buffalo industry: Heartland Bison Ranch started in 1996 with our first calves hitting the ground in April of 1997.

Genetic influences: The original cows at Heartland Ranch came from Durum, M-line, and Custer bloodlines. From that point, top performing females were retained from the 3 different herds that we run. Most of our bulls have come from top performing bloodlines in the industry such as M-line, Cornhusker, Sheyenne River Bison, Skull Creek, Silver Creek, Bison Spirit, and Cammack Buffalo Ranch.

Special attributes and awards: Heartland Bison Ranch has participated in the DTBA Black Hills Buffalo Classic Show and Sale, performance tested class, and the National Bison Association's Gold Trophy Show and Sale where our animals have repeatedly placed and/or made the sale cut. We have also been actively participating in the DTBA performance tested classes as a host ranch for the past 5 years. We also purchased the top 3 bred 2-yr old heifers from the first-ever Girlz Going Wild class, as well as some of the very best bulls the class has seen come through.



Why we have chosen to enter the DTBA Performance Classes: We chose to participate heavily in the DTBA performance tested classes because of the validity of the program. We have hosted both the heifers and bulls at our ranch and can speak to the quality, transparency, and depth of commitment that the host ranches, the DTBA, and consigner have to making sure these classes are the best that the possibly can be. Over the last 5 years, the number of animals we have put into our own herds from this competition have made big improvements to the efficiency and uniformity of quality coming from our ranch. In our opinion, this is the best sale in the United States for top-end breeding stock that comes from a proven program. The overall process is a great way to continue to build reputations for ranchers across North America, both by consigning and buying.





Dakota Territory Buffalo Association
2020 Annual Winter Conference
February 6th-8th, Ramkota Hotel, Rapid City, SD

“Roaming for Generations”

Please join your fellow DTBA members for our 2020 Annual Winter Conference. This year's theme, “Roaming for Generations”, will focus on estate and generational planning, featuring keynote speaker Marsha Goetting and expert speaker Tara Kuipers.

Registration is easy! Please visit: www.DakotaBuffalo.com today!

**Wildflower Reflections.... Families and Legacies:
Challenging Decisions**

If you think estate planning is a boring topic then you haven't been to one of Dr. Marsha Goetting's presentations. She has a reputation for her ability to make estate planning interesting. She also keeps participants actively involved by giving them the opportunity to answer questions with response clickers. Dr. Goetting has enhanced her presentation by combining her appreciation of Montana wildflowers with her expertise in estate planning to offer members of the Dakota Territory Buffalo Association an exciting program: *Wildflower Reflections... Families and Legacies: Challenging Decisions*.

You will learn who will receive your property if you pass away without a written will. You will discover when a will or a trust has control over your property and when neither one does. You will discover how you can avoid probate with the estate planning tools of Paid On Death (POD) designations and Transfer On Death (TOD) deeds in most states. Dr. Goetting will also highlight a statute that allows you to distribute items that do not have a title. Don't miss this opportunity!!!

Professional Bio

Marsha Goetting is a Professor and Extension Family Economics Specialist at Montana State University in Bozeman. From 2016 to 2018 she presented over 220 financial and estate planning programs reaching 6,700 Montanans. She has received state, regional and national awards for her programs. In 2017 she received the 2017 Western Region Excellence in Extension Award from Cooperative Extension, the National Institute of Food and Agriculture and Association of Public and Land-grant Universities. Dr. Goetting received her Bachelor's and Master's degrees from Kansas State University and a PhD from Iowa State University.



Marsha Goetting

“Goetting” Continued on page 8...

Bridging the Generational Divide

What does it mean to be part of a 'generation'? And, why do people of different generations – maybe you, your parents, grandparents and kids – have a hard time getting on the same page in your business and, more importantly, your succession plan? In this session, we will talk about the generations, what makes them unique, and the tools to help you bridge the generational divide in your family's operation.

Generations in the Family Business

We are in the midst of an unprecedented generational 'mixture' in our family businesses today. Delayed retirements and improved health are making it possible for those in the Matures generation (age 74 and older) to remain active at work longer than ever before. Coinciding with this trend is the arrival of younger workforce members, the Millennial generation (those in their 20's and 30's) joining the workforce alongside Matures. In the middle of those two generational bookends exist the small group of Generation X (those in their late 30's to mid-50's), and the largest generational group of the four, the Baby-Boomers (in their mid-50's to mid-70's).

Being part of one of these four generations is much more than just the music, clothing, hairstyles or 'gadgets' each group has in common. While we may focus on a generation's signature style or technology, the true meaning of a generation relies on better understanding the attitudes, beliefs and values shared by each generations' members.

“Kuipers” Continued on page 8...



Tara Kuipers



...*"Goetting"* Continued from page 7

Summertime finds Marsha and her husband photographing wildflowers in Southwestern Montana Mountains such as the Beartooths and Gravellys. Marsha prints the photos and makes notecards that she sells, with ALL proceeds donated to the Alzheimer's Association. She does this in memory of her Mother who passed away from Alzheimer's. "Mom loved looking at the photos and would ask me the name for each flower. Ironically, she said that I had such a good memory to be able to remember the name of each one."



...*"Kuipers"* Continued from page 7

Their distinct approaches to work, life, family and business that are part of today's generational 'mixture' can be a source of frustration, confusion and conflict ... as well as a source of learning, opportunity and growth for our family businesses, IF this generational shift is handled well. "Handling it well" means creating a way to understand, communicate, and appreciate generational differences so they become an asset rather than a liability. We can benefit from the generational diversity in our families and our businesses if we truly understand what makes each generation unique, and how their attitudes and skills can genuinely benefit our family business.

To begin a conversation on succession planning, there is no better place to start than by understanding who is around the table, as individuals AND as members of a unique and distinct generation. We may be able to better understand each persons' motivations and attitudes when we see them – and see ourselves – as a product of our unique generations

Professional Bio

Tara Kuipers is a South Dakota native who has called Wyoming home since 2000. She and her husband Jarren, a wildlife biologist, live in Cody, WY. She spends much of her free time traveling and enjoying the great outdoors of the Rocky Mountain West by hiking, backpacking, cycling and rafting.

Tara has Master's degrees in counseling and adult education, along with numerous certifications in facilitation, strategic planning, mediation, public participation, change management and organizational development. Through her 20-year career leading and teaching in higher education and nonprofit organizations, Tara has focused on facilitating groups toward strategic planning, shared learning, and meaningful collaboration.

Tara now brings her passion and experience for engagement, education and evaluation to her role as owner and principal of Tara Kuipers Consulting.

Dave & Margaerite Reyelts

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Sandy & Jackie Limpert

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Territory Buffalo News - Events and Happenings

November 9, 2019 – Annual Antelope Island State Park Annual Sale, Syracuse, UT.

November 16, 2019 – Quarter Circle Y Bison Auction and Flying H Buffalo Ranch Simulcast Production Auction. Contact Monty Hepper at (605) 823-2357.

November 20, 2019 – Maxwell Wildlife Refuge, Public Auction. Contact Wildlife Refuge Manager Cliff Peterson at (620) 628-4592.

November 22, 2019 – Canadian Bison Association Annual Conference and Sale. Visit <https://www.canadianbison.ca>

November 29, 2019 – Minnesota Buffalo Association's Bison Fundamentals Class, Albany, MN. Visit <https://mnbison.org/events> for details.

November 30, 2019 – Minnesota Buffalo Association's 23rd Annual Legends of the Fall Auction, Albany, MN. <https://mnbison.org/events> for details.

December 7, 2019 – Western Bison Association Annual Conference and Sale, UT. Contact info@WesternBison.org

December 7, 2019 – Kansas Buffalo Association Annual Bison Auction, Salina Farmers and Ranchers Livestock Commission Company, Salina, KS. Questions: (620) 642-2094 or (888) 282-4766.

December 10, 2019 – Northern Range Bison Simulcast Consignment Auction. Contact Auctioneer Jud Seaman at (605) 390-1419.

December 12, 2019 – Missouri Bison Association Fall Show and Sale. Visit <http://www.mobisonassoc.org> for details.

December 13, 2019 – Fischer's Bar 33 Open Consignment Bison Sale, North Dakota, Ernie Fischer (307) 214-2981.

December 14, 2019 – 2019 North Dakota Buffalo Association Simulcast Auction and Winter Meeting, Radisson Inn, Bismarck, ND. Visit <https://www.ndbuffalo.com> for details.

January 3, 2020 – Montana Bison Association Winter Conference, MT. Visit <https://www.montanabison.org>

January 4, 2020 – Turner Ranches Prairie Performance Auction, The Lodge at Deadwood, Deadwood, SD. See <https://www.turnerbisonexchange.com/events>

January 22 - 24, 2020 – NBA Winter Conference, Renaissance-Stapleton Hotel, Denver, CO. Visit bisoncentral.com

January 25, 2020 – NBA Gold Trophy Show and Sale (GTSS) National Western Stockyards, Denver, CO. Visit bisoncentral.com

February 6 - 8, 2020 – Dakota Territory Buffalo Association Winter Conference and Black Hills Buffalo Classic Show and Sale, Best Western Ramkota Hotel, Rapid City, SD (605) 341-4525 or <https://www.dakotabuffalo.com>

February 15, 2020 – Prairie Legends Conservation Bison Auction. Contact ken@thebuffaloguys.com, mimihiillenbrand@yahoo.com, or jseaman@rap.midco.net

March 5, 2020 – Eastern Bison Association Winter Conference – March 5 – 7 – Harrisburg, PA. More at <https://www.ebabison.org>

March 5, 2020 – Eastern Bison Association Winter Conference & Sale – Harrisburg, PA. Learn more at <https://www.ebabison.org>



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www.BisonCentral.com/winter-conference



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YEARLING BULLS ARE COMING TO RAPID CITY!

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Girlz Going Wild Yearling Heifer Challenge





With Farms and Ranches Being Swallowed by Cities, Succession Plans are Key

**By Louise Johns, Re-printed With Author's Permission
Originally published online by Bitterroot Magazine,
September 6th, 2019**

Though the drive through Helmsville, Montana, takes little more than 20 seconds, the Blackfoot Valley town has everything it needs: a school, post office, two churches, a graveyard, and a bar. Katie Geary runs the latter, the Copper Queen Saloon, where she serves the community she grew up in, across Highway 271 from land her family has been ranching since 1867. When she's not pouring beers, Geary spends her days caring for her three young children and helping her brother and husband ranch.

From the saloon to weather to water to commodity prices to endangered species, there's a lot on the mind of a Geary. Perhaps the hardest discussions her family has, though, are the ones about how the ranch will be passed down to the next generation.

Despite its importance, succession planning tends to end up at the bottom of the priority list for farmers and ranchers — little surprise given the daily challenges they tackle. But Geary is one young rancher that's starting the conversation early. "Why wait until you've passed," she said, "to have people try to determine what your wishes were?" In doing so, she's not just heeding the advice of succession experts, but taking a step critical to maintaining the West's agricultural land.

According to the American Farmland Trust, 40 percent of farms and ranches will change hands over the next 15 years. Between 1992 and 2012, a Trust study found, 62 percent of all land converted to housing, offices, strip malls and the like in the United States was prime agricultural land. All told, 31 million acres of farmland was developed — an area the size of New York state.

Keeping land in agricultural use serves many purposes. In addition to food production, ranches and farms serve as corridors for wildlife and the economic backbone of many rural communities. Without firm succession plans, though, ag land is more likely to end up as tract housing, strip malls, or a billionaire's vacation retreat when a landowner dies or chooses to sell.

The first step in succession planning is starting the conversation.

"Dealing with reluctance to talk about the end of the line is very difficult," said Jerry Cosgrove, the farm legacy director at American Farmland Trust.

Increasingly, though, there are people that can help farmers and ranchers do this very thing. Dick Wittman has been a succession consultant in northern Idaho for 40 years. "To do this job, you've got to have about 10 [college] degrees. And it

helps to be a management expert, psychologist, finance guru, and maybe a priest," he said. "But being a facilitator is the key."

When Wittman sits down with a farming family, the first thing he does is help them clearly define their mission, vision, core values, job descriptions, and policies. This helps farmers see their operations as a business and not just a way of life. "There's an elite, small percentage of ag that gets this," he said. "Those that get this are planning ahead and having engaged discussions with their heirs."

These discussions cover everything from how the shares of the farm will be handed down to who will live in what house on the property. Everyone needs clearly defined roles — and mutual respect for how those roles are delegated.

The Blackfoot Valley has some of the longest-ranching families in Montana, and passing the land down through the generations can be complicated and emotional on a social, economic, and legal level.

In Geary's family, succession was seldom discussed. As with many ranches, Geary Ranch shares are passed down upon the death of a shareholder as dictated in his

or her will. The amount of shares a family member receives typically depends on the number of siblings, and may or may not reflect the level of commitment they have to the ranch. The ranch's business decisions are made by five board members, elected by shareholders. Those who are most committed to working the ranch, like Katie and her brother, Jacob, might not have a say in what happens to the ranch as it is passed down, especially in a large family where there are many shareholders.

Younger ranchers might not know the status of their shares until a parent has died. But Geary is trying to encourage her generation to be more open about the succession of the ranch, which she said comes from watching her parents' generation struggle to determine what the deceased person's wishes were, which can lead to division within the family.

"During the mourning and grieving process, you're also worrying about how to split things up," Geary said. "Whereas if these things had been talked about before [death], I don't think there would be as many hard feelings, because you have to honor that person's wishes while they are alive."

For another Helmsville ranching family, these conversations do begin early. When 34-year-old Logan Mannix was in high school, the family began including him in their twice-yearly conversations about succession. His parents wanted to understand their children's



Illustration by Maddy Olson

"Succession" Continued on page 13...



...*"Succession"* Continued from page 12 desire — or lack thereof — to come back to the ranch, and to help determine what kind of education the kids should pursue to best help the ranch.

"From an early age they began communicating things like, We want to be fair, but it's not necessarily always equal," Mannix said. Having these conversations early and often took the edge off, he said, and younger family members understood how the process works and why it's so hard to divvy up shares.

Mannix hopes to spend his entire career on the ranch, working alongside his father, brothers, and uncles. Similar to the Geary Ranch, the Mannix Ranch is governed by a board of family members. That means when succession happens, shares might be divided evenly among successors, but the decision-making power still remains concentrated in the hands of the board, whose members typically have a greater commitment to and presence on the ranch.

The Mannix family has found mediators useful in the harder discussions. With a family business, small affairs can quickly become big issues, and Mannix said it helps to have a professional mediator without years of family history coloring how statements are judged. Montana, like most states in the West, offers state-funded mediation programs certified through the U.S. Department of Agriculture.

Ag operations without a family heir face other succession hurdles. According to the National Young Farmers Coalition, two-thirds of U.S. farms will need a new farmer in the next couple decades. For those who don't have heirs, or whose heirs do not want to take over the business, their wish is most often to see the land remain in production. There is demand — 75 percent of people entering agriculture and younger than 40 did not grow up with a farming background, according to the coalition's data — but an individual farmer can't match the deep pockets of a real estate investor or corporate agriculture firm.

"It's not going to work to keep going like this, where land is not valued for ag use," said Holly Rippon-Butler, the land access program manager for the National Young Farmers Coalition. "If we don't prioritize and make sure this generation can get on the land and get the security they need, and for the older generation to retire, it can dramatically change the next generation on the landscapes." The NYFC guides up-and-coming farmers in finding land and beginning a business, part of which means connecting them with landowners looking to retire.

For the Mannix family, relationships between family members and outside partners have been key to the survival of the ranch. Those open, tolerant, and trusting bonds were seeded early on, and have been passed down through the generations.

"Those relationships tend to breed hope," said Logan's father, David Mannix. The open lines of communication also breed a willingness to try new things instead of plowing the same old ruts, which keeps the younger generations on the land.

"If the answer is always no, it's hard to come back," said David. "But if we're able to take care of a resource, that's a big reward that comes back to you economically, socially and also spiritually."



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ENDEAVOR TO PERSEVERE



Custer State Park, 54th Fall Classic Bison Auction

November 2nd, 2019

Sale Results



50 Registered Bidders: 24 In-person, 16 Online

7 Online Purchases, 9 Onsite Purchases

Bison went to buyers from: SD (9), WY (2), NE,
ND, TN, WA, WI



CLASS	2019 # Sold	% Change in Avg 2018 to 2019	2019		2018	
			Average \$	Total \$	Average \$	Total \$
MATURE BRED COWS	27	-26%	\$2,150	\$58,050	\$2,925	\$57,700
MATURE OPEN COWS	31	-42%	\$1,360	\$42,150	\$2,356	\$63,600
2 YEAR OLD BRED HEIFERS	20	-38%	\$2,008	\$40,150	\$3,250	\$6,500
2 YEAR OLD OPEN HEIFERS	20	-33%	\$1,550	\$31,000	\$2,300	\$43,700
YEARLING HEIFERS	84	-41%	\$1,344	\$112,900	\$2,296	\$99,350
HEIFER CALF - LIGHT	61	-45%	\$812	\$49,550	\$1,480	\$37,000
HEIFER CALF - HEAVY	11	N/A	\$900	\$9,900	\$0	\$0
BULL CALF - LIGHT	64	-30%	\$1,110	\$71,025	\$1,575	\$96,075
BULL CALF - HEAVY	41	-37%	\$1,125	\$46,125	\$1,775	\$99,400
YEARLING BULLS	51	-25%	\$1,591	\$81,150	\$2,131	\$133,350
2 YR OLD BREEDING BULLS	11	-25%	\$2,945	\$32,400	\$3,940	\$39,400
2 YEAR GRADE BULLS	16	-36%	\$1,928	\$30,850	\$3,025	\$6,050
MATURE BULLS	0	N/A	\$0	\$0	\$0	\$0
Totals	437	-34%	\$1,385	\$605,250	\$2,099	\$682,125

Photo: Tammi Cooley



"Picnic lunch, anyone?"

Photo: Tammi Cooley



"Just munching some grass here at Custer State Park"



The Mammoth Site Welcomes a New Temporary Exhibit

The Mammoth Site of Hot Springs, SD Inc. welcomes a new temporary exhibit, "Bison."

"Bison" is a "traveling exhibit exploring the past, present, and future of this great North American mammal". This exhibit is on loan from The National Buffalo Foundation. The new exhibit "tells the tragic history of this majestic animal, its rescue from near extinction, and the story of people across North America working to preserve the bison as a vibrant part of our future".

The temporary "Bison" exhibit will be an added educational component to the other Bison exhibits featured at The Mammoth Site as our scientists explore this species during the Ice Age and the significance these mammals have on our lives today.

The Mammoth Site will also be hosting a lecture series in conjunction with the "Bison" exhibit. We will be releasing more information about the lecture series soon.

The Mammoth Site is a 501(c)(3) Non-Profit Organization. We are the only Accredited Museum in the Black Hills and one of three Accredited Museums in South Dakota.

For more information, please contact Bethany Cook at news@mammothsite.org or 605-745-6017. Or, please visit the exhibit website at BisonExhibit.org, or our website at www.MammothSite.org.



Scholarship Committee Raffles For 2020 Graduates

The Scholarship Committee is back at it again with another rifle raffle to support the next generation of bison conservationists and ranchers. All proceeds from the raffle will go towards funding scholarships for graduating seniors from DTBA family members and sponsors. This year's custom-built rifle is by Cody Kloeckl, Manager of Jumpoff Buffalo Ranch. This rifle is absolutely beautiful! Cody designed this rifle himself to include: 6.5 Creedmoor, Aero Precision upper & lower, match trigger, Ultra Match, long range, 24" barrel, Magpul Gen 3 UBR stock, Clint Butlers heavy spring and buffer kit, Ion Nitride OCG, and Extra Padded Pelican Travel Case. No doubt everyone would like to see this keepsake rifle hanging in that special place on a wall in their house!

Tickets have been limited to 300 and they are selling fast at \$20.00 each! You can't lose by entering this raffle because you either win a keepsake rifle or help a deserving high school senior make their way through college. Tickets can be purchased at the DTBA Winter Conference (if there's any left...) or by calling Tammi Cooley 605-430-0532, Moritz Espy 605-430-7471, David Lautt 701-324-2289, or Liz Schroth 605-949-1146. I'm telling you, don't wait!!

Please remember to thank the generous sponsors of this unique rifle the next time you see them in town because we couldn't do it without them: Cody Kloeckl, David & Diana Lautt of Lautt's Rental, Jackie & Sandy Limpert of Slim Buttes Buffalo Ranch, Scott & Susan Peterson of Jumpoff Buffalo Ranch, and Wayne & LeAnn Buchholz of Skull Creek Bison.

Thank you all!

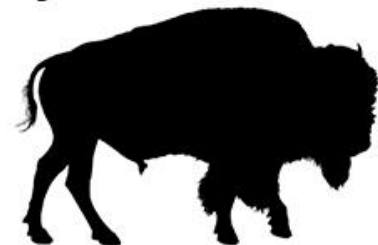


Photo: Moritz Espy



Photo: Moritz Espy

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Ranch Name _____

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Telephone Number _____ Email _____

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DTBA Membership Dues \$75 ☐ New Member ☐ Returning Member

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☐ I prefer to receive newsletters and communications via email. ☐ I prefer to receive newsletters and communications via postal service.

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

____ Breeding Stock	____ Meat	____ Hides
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____ Offer Absentee Ownership	____ Mobile Concession	____ Leather
____ Hunts	____ Gift Boxes	____ Handling Equipment
____ Tours	____ Other By Products	____ Other _____
____ Production Auction - Date _____ Location _____		

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

Signature _____ Date _____

Dakota Territory Buffalo Association
P.O. Box 1315
Rapid City, SD 57709

Now that the hay's up, don't forget to register for the DTBA 2020 Winter Conference! It's easy, just go to www.DakotaBuffalo.com!

*See You in
Rapid City!*



Photo: Caitlin Steuben