



Tuesday November 7, 2018 Class IX started seminar at Slim Buttes Buffalo Ranch north of Redig, SD in Harding County. The bus ride allowed us time to discuss the reading assignment - "Invisible Influences" by Jonah Berger. This book was an interesting look at different subtle influencers in life that make us choose the things we do. It's eye opening because there are many that you don't even realize. In her book, you learn how to master the hidden forces that shape behavior.

At Slim Buttes Buffalo Ranch, Sandy and Jacki Limpert, and their son Brodie provided a presentation and tour of their buffalo operation. The Limperts have one of the largest family owned buffalo operations in



the world. They have around 1300 cows plus a buffalo feedlot with a capacity for 2500 head. Buffalo finish out different than beef cattle and the Limperts have pioneered buffalo finishing. They have explored other enterprises and found some success with selling buffalo manure/compost. They said there was a huge demand and they did it for a short while but ultimately decided it was too much overhead and extra work for the ranch to continue with. The Limperts treated us to a buffalo chuck roast lunch following the tour. Next, we visited the Buffalo Community Hall.

Silvia Christen, Class VII moderated a panel discussion in regards to the oil industry in Harding County. The panel included Linda Gilbert, Tim Brown, and Bob Johnson – all from Buffalo. All three ranch in Harding County and all have oil or gas wells on their ranches. Bob Johnson, former county commissioner, Linda Gilbert and Tim Brown are school board. All were quick to comment on how the oil industry has been very good to Harding County, generating revenue for the county and school district. We drove by the multi-million dollar school built with help from the oil industry generated revenue in Harding County. Surface and mineral rights were discussed. Tim Brown, is a land owner who does not own the mineral rights on his land and deals with all the surface damages when the oil companies come on his land. Tim has been presenting his side of the story to the state legislature and there have been a few bills passed that help protect the landowners surface rights. Next, Mike Lees from SD DENR in Pierre gave a presentation about the minerals and mining programs in SD. He gave us more background

of how oil mining works along with the regulations that the oil companies must follow. Corey Irons, general manager at Continental Oil Co. and the primary oil company operating in Harding County visited with us. Corey gave us a tour of the oil field area north of Buffalo. It was interesting to see all of the wells and holding facilities and Corey explained the process of mining oil. We travelled to Belle Fourche for dinner at the Branding Iron Steakhouse and were joined by SDARL alumni from the area. Parthasarathi Nag, a professor of mathematics at Black Hills State University and originally from India was guest speaker. Professor Nag talked about the culture of India in order to prepare us for our trip to India in February.

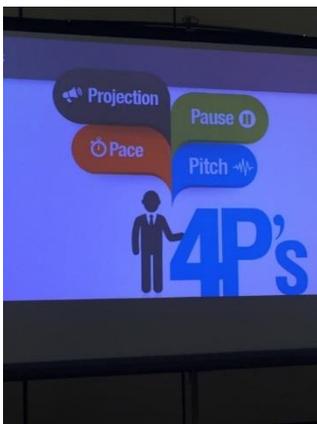
Wednesday, November 8, we jumpstarted our energy this morning – Lori had us think about how we calm nerves and relax to start our full day workshop on Exceptional Presentations and public speaking. Simple thoughts/activities to release nerves such as “Head, Shoulder, Knees & Toes” activity. We split into groups for Exceptional Presentation Training with coach consultants Mark and Jeff from Baker



Communications Inc. The focus was to let go of our inner fears, gain courage and confidence while finding our style of presenting. The class was based off of ASIA- WIIFM- Present Approach (Hook), Solution- Title & Credentials- Ideas (3) to tell the audience- Action Request with a Solution.

The day was broke up in stages of presenting from planning the opening, developing the body of the presentation and having a powerful closing. It starts with the Hook to get audience immediately involved and engaged, followed by sharing “Why” your ideas are relevant and knocking it out of the water by having a powerful closing in past tense to recap what you have presented - leaving them with an action request to keep them thinking and motivated.

During the learning process, we visited about key action words, the 4 P’s- Pace, Projection, Pause &



Pitch; power point presentation do’s and don’ts; having three color designs; title on each page; no more than 6 lines with 6 words on each slide, how to present with a power point, body language and more. Each individual was videoed four separate times giving our presentations so we can watch our progress. The key take away is that great presentations take practice, remember to pause, and remember to show expressions and feelings. Learn how to navigate differences as you will learn to play different roles during different situations and presentations throughout your career.

On Thursday, class IX kicked off their morning with breakfast lamb burritos. Yes, this day is learning all about the Sheep industry in South Dakota. Dave

Ollila, Extension Sheep Field Specialist shared statistics about the Sheep Industry. South Dakota is #6 in the Sheep Industry at 285 thousand compared to #1 Texas - #1 at 650 thousand head. Western SD historically has more ewes than eastern SD as they produce more lambs due to climate and vegetation. We learned that 70% of the world eats lamb? Also the military uses 20% of the wool from The Center Of The Nation Wool Warehouse in Belle Fourche, SD. Also shared grazing benefits of sheep and that they can typically run 5 sheep to a 1 cow unit.

Gwen Kitzan, Kitzan Sheep Producers shared their family operation, legacy deployment, had us participate in how to prepare different parts of the meat from a sheep. Gwen has been entrepreneurial in using their bi-products to make pelts, lotions, lip balms, dryer balls and more. She markets these at local Farmers markets and fairs. Thank you to the Kitzans for the wonderful lunch of a lamb shank served over mashed potatoes in a gravy sauce. The lamb shank was once a meat cut that was discarded at butchering and today is regarded as one of a delicacy.



Next, we visited the Center of the National Wool Warehouse for a tour with Larry Pilster, President & Director of the Wool Warehouse from Alzata, MT. He shared how the wool is sheared, the different qualities of wool, how it is packaged and distributed. It is truly amazing that the little town of Belle Fourche and surrounding areas are so impacted by the Sheep Industry. It is a hidden economic impact in Western South Dakota and the US as a whole.



After lunch, we toured the Pittman Ranch where Melanie and Marrissa Pittman shared their sheep industry techniques. They shared their grazing and feeding programs, their breeding program and



lambing process and when they sell and buy sheep. Marrissa demonstrated how to ultrasound a ewe.

This technology is paramount to their operation. The ultrasound disclosed the baby lamb when she placed the unit just under the inside flank of the sheep. The passion and hard work that these folks and others in the sheep industry is very relevant. It was wonderful to learn how important this is to our Ag Industry and how passionate our producers are. It is a great take away for all of us in SDARL to continue to see how important it is to lead, educate

and advocate for agriculture in our communities.

This seminar once again demonstrated the true value of “farm to table” by learning about production, and sharing buffalo and lamb at the table with producers and class cohorts. The consumer is in good hands with South Dakota raised livestock. We all need to continue to tell our great story.