

2014 SD Agriculture Bulletin Ready

PIERRE — The South Dakota Department of Agriculture (SDDA) presents the 2014 South Dakota Agriculture Bulletin No. 74 with assistance from the South Dakota National Agricultural Statistics Service (NASS), Decision Innovation Solutions (DIS) and South Dakota State University Extension (SDSU).

“Having tangible data showing agriculture’s impact is very important,” said Secretary of Agriculture Lucas Lentsch. “This partnership created a publication with not only data about our state’s agricultural industry but information on the impact this sector truly has on our state’s economy.”

The bulletin includes NASS data along with new information from SDSU and DIS. Data in the publication includes: crop production and yields, livestock, poultry inventory, agricultural income, prices, key findings and methodology for the SD Ag Economic Contribution Study and South Dakota county profiles showing jobs generated and outputs derived from many industries.

“The results found in this publication show a measurable interconnectivity between farm and ranch operations and agribusiness activities as well as their impact on sustaining South Dakota’s broader economy,” said Barry Dunn, dean of the SDSU College of Agriculture and Biological Sciences.

To find this year’s publication, visit <http://sdda.sd.gov> and find the “2014 South Dakota Agriculture Bulletin No. 74” under our happening now section.

To learn more about SDDA’s partners, please visit: NASS- www.nass.sd.gov/; SDSU extension: www.sdstate.edu/sdsuextension/; or DIS - www.decision-innovation.com/.

SE Research Farm Fall Tour Sept. 9

BROOKINGS — SDSU Southeast Research Farm will hold a Fall Tour on Sept. 9 from 10 a.m.-2 p.m. The SDSU Southeast Research Farm is located at 29974 University Road, Beresford; location is 6 miles west of Beresford on Highway 46 and 2.75 miles south on University Road.

The morning will start with a field tour highlighting cover crops and grazing projects.

Following lunch on the grounds, the afternoon program will feature commodity price trends and a hands-on grazing management program.

Tour speakers include: Peter Sexton, Southeast Farm Supervisor-SDSU Plant Science Professor, who will speak on cover crops; Brad Rops, Southeast Farm Operations Manager, who will highlight grazing studies; Jack Davis, SDSU Extension Crops Business Management Field Specialist, who will give a presentation on Commodity Price Trends; Warren Rusche, SDSU Extension Cow/Calf Field Specialist and Pete Bauman, SDSU Extension Range Field Specialist who will present a hands-on grazing management program.

The Fall Tour is open to the public and everyone is invited to attend.

For more information on the program contact Peter Sexton, Farm Supervisor, 605-563-2989 or email se.farms@sd-state.edu.

Being A Manager

Management 101 For Farm Bosses, Part 1: Why Producers Need To Learn How To Be Managers

EDITOR’S NOTE: This is the first of a two-part series on farm management practices.

BY RITA BRHEL
P&D Correspondent

Sometimes it takes living through a mistake to know how not to repeat it, but Decorah, Iowa, farmer Chris Blanchard hopes that he can help others avoid making his mistakes by him sharing his experiences and lessons learned. One of these is how to manage farm workers.

While most small and even many mid-sized operations may not hire employees outside of the family to work on the farm or ranch, an effective approach to staff management is universal among any producer that works with others, even if this “staff” is limited to a spouse and children. Even if they don’t earn a wage, anyone who is working with the producer should be considered as part of the farm team and that means that management style comes into play.

“We tend to be really focused on productivity,” said Blanchard, who farms with his family at Rock Spring Farm and consults on farm management through Flying Rutabaga Works, also at Decorah. “It’s all about output, how much we can produce. We want to increase our productive capacity by having employees, so we want to increase their productive capacity.”

While working with others who can help out in the field should be pushing the producer to focus more on management tasks, just by the very nature of their type of work, farmers and ranchers tend to have trouble letting go of the production end of the job.

“Farmers tend to be type-A personalities,” Blanchard said. “We like to see things get done, and we get frustrated if that doesn’t happen.”

But when producers focus too much on micro-managing the workers and not enough on establishing and maintaining effective management systems, they are not only undermining their own business goals but also often annoying workers to the point that they’re looking elsewhere to work. Blanchard should know: His farm used to be known locally as “the yelling farm,” he said.

“We managed to drive a 10-member crew to quit over a two-week period,” he added.

Blanchard didn’t know at the time that his management style was to blame. He was complaining one day to a friend about the lack of good workers in the area, when his friend broke the news to him that the problem wasn’t a problem of unnaturally high numbers of slackers in the locality but it was him. He said it was hard to learn about his farm’s nickname and to come to terms that for his farm to be profitable that he himself had to change, rather than blaming others as the easier alternative. So he channeled the difficulty of the situa-



tion into learning how to be a better manager, reading books and taking classes, and changing his “yelling farm” into a workplace that workers hated to leave.

In his management training, Blanchard learned that a worker’s satisfaction in his job is what fuels his performance, which then fuels profitability of the business.

“Eighteen percent of employees in this country are actively disengaged,” Blanchard said. “These people are going to cost you business. These are the people who don’t change the oil in your [tractor]. These are the people who ship out one pallet of beets to Whole Foods when the contract is for five pallets. Actively disengaged employees are a threat to our businesses, a threat to our safety, a threat to other employees’ moral.”

Although there are workers out there who are genuinely poor employees, there are also bosses out there who promote disengagement in otherwise good workers by being poor employers. Management doesn’t come easily to good producers,

Blanchard said. Like some math teachers, farmers and ranchers love to “produce” so much that they have difficulty wearing the management hat and watching workers do what they love to do.

That, and while the producer is wholeheartedly invested in his operation, it is unlikely that his or her workers are going to feel as equally invested. For example, a farmer may have no problem with lugging boxes in and out of a room in the back of a shed all day long, because he built the door too narrow to get a wheeled cart through, but it is difficult to get workers to do that with as much commitment as the farmer. What will motivate them more than a hoped-for investment in the farm’s profitability is a well-managed work place.

“People don’t quit organizations,” Blanchard said. “They quit bad bosses, and this costs us money. Especially those of you who hire college students in the summers, if you’ve ever had someone come back a second year, it’s an incredible savings.”

David Charles

FSA Offers Farm Bill Website, Online Overview Of Programs

BY DAVID CHARLES
Farm Service Agency

The Agricultural Act of 2014 (the Act), also known as the 2014 Farm Bill, was signed on Feb. 7, 2014. The Act repeals certain programs, continues some programs with modifications, and authorizes several new programs administered by the Farm Service Agency (FSA). Most of these programs are authorized and funded through 2018.

For the latest on 2014 Farm Bill programs administered by FSA, please visit our Farm Bill website at www.fsa.usda.gov/farmbill. For an FSA program overview please read, download and/or print our recently posted FSA Farm Bill Fact Sheet titled, What’s in the 2014 Farm Bill for Farm Service Agency Customers?

CREAGE HISTORY AND YIELDS

Written notifications from USDA are underway to farmers that provide updates on their current base acres, yields and 2009-2012 planting history. Please cross check the letter from USDA with your farm records. If the information is correct, no further action is needed at this time, but if our letter is incomplete or incorrect, contact your local FSA office as soon as possible.

Verifying the accuracy of data on a farm’s acreage history is a required early step for enrolling in the upcoming Agriculture Risk Coverage (ARC) program and the Price Loss Coverage (PLC) program. Later this summer, farmers and ranchers will have an opportunity to update their crop yield information and reallocate base acres.

By mid-winter all produc-

ers on a farm will be required to make a one time, unanimous and irrevocable election between price protection and county revenue protection or individual revenue protection for 2014-2018 crop years. Producers can expect to sign contracts for ARC or PLC for the 2014 and 2015 crop years in the spring of 2015.

Visit www.fsa.usda.gov or the local FSA office for information about FSA and the 2014 Farm Bill programs.

FARM LOAN PROGRAMS AVAILABLE

The Farm Service Agency (FSA) developed the Microloan (ML) program to better serve the unique financial operating needs of beginning, niche and small family farm operations.

FSA offers applicants a Microloan designed to help farmers with credit needs of \$35,000 or less. The loan features a streamlined application process built to fit the needs of new and smaller producers. This loan program will

also be useful to specialty crop producers and operators of community supported agriculture (CSA).

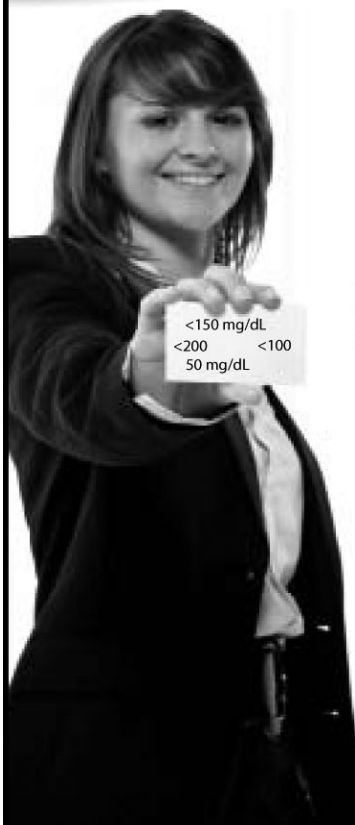
Eligible applicants can apply for a maximum amount of \$35,000 to pay for initial start-up expenses such as hoop houses to extend the growing season, essential tools, irrigation and annual expenses such as seed, fertilizer, utilities, land rents, marketing, and distribution expenses. As financing needs increase, applicants can apply for a regular operating loan up to the maximum amount of \$300,000

or obtain financing from a commercial lender under FSA’s Guaranteed Loan Program.

Individuals who are interested in applying for a microloan or would like to discuss other farm loan programs should contact their local FSA office to set up an appointment with a loan official.

Charles is the Yankton County executive director of the Farm Service Agency.

DO YOU KNOW YOUR NUMBERS? TAKE OWNERSHIP OF YOUR HEALTH



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Measures good and bad cholesterol and risk of heart disease
- **Hemoglobin A1c \$16**
Determines average blood glucose over past 3 months
- **Thyroid Profile \$20**
Evaluates thyroid gland function and helps diagnose thyroid disorders.
- **Vitamin D Screen \$35**
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Avera
Sacred Heart Hospital

For more information, call the Avera Sacred Heart Hospital Lab at 605-668-8169.

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