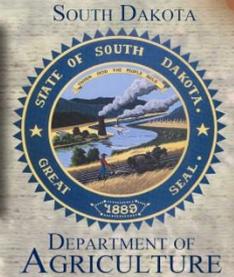




Cooperation In Agriculture



2015 State Tribal Relations Days

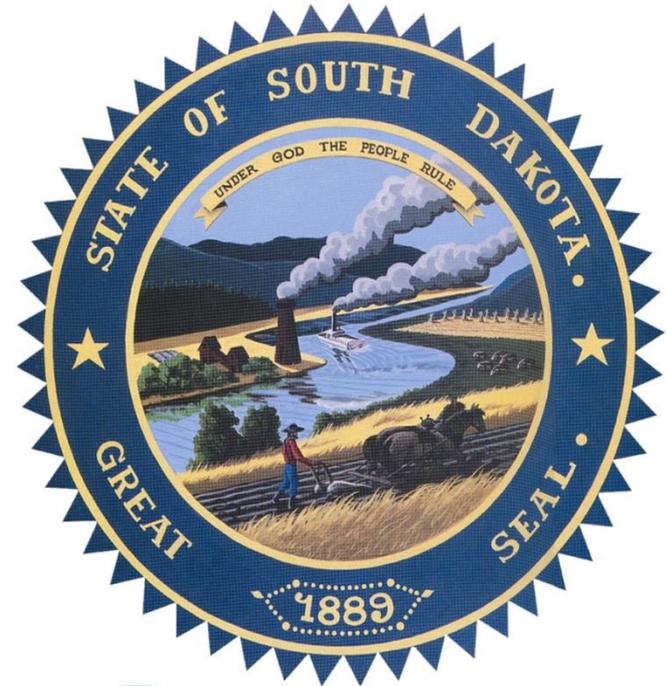
February 25-26th
Listening Session
Red Rossa , Pierre, SD

South Dakota



**DEPARTMENT OF
TRIBAL RELATIONS**

SOUTH DAKOTA

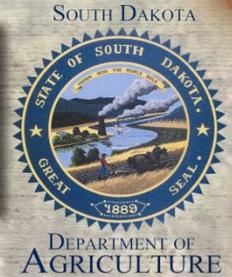


**DEPARTMENT OF
AGRICULTURE**





Cooperation In Agriculture



Agricultural Finance Programs

- Beginning Farmer
 - Agribusiness
- Value-Added Agribusiness

South Dakota Department of Ag SD Value Added Finance Authority

SDDA

- Livestock Participation
- Ag Loan Participation
- VALU Guaranty
- BF Down Payment Guaranty
- Bridge Loans

VAFA

- Beginning Farmer Bond
- Livestock Nutrient Management Bond
- Agribusiness Bond
- Value Added Agribusiness Relending Loan
- Value Added Sub Fund



SD VAFA

■ Beginning Farmer Bond

- Up to \$517,700 for ag real estate; less for depreciable property and breeding livestock.
- Eligible uses are ag real estate, machinery & equipment, and breeding livestock.
- Eligible Beginning Farmer
- Tax-Exempt Bond is Issued by VAFA

SD VAFA

- **Beginning Farmer Bond – Eligibility**
 - At least 18 years of age
 - Resident of SD
 - Net Worth of \$400,000 or less
 - Owns ag land of no more than 30% of county median. (figure different for each county)

SD VAFA

- **Livestock Nutrient Management Bond**
 - Tax-Exempt Bond is issued by VAFA.
 - No maximum dollar amount.
 - Costs limited to manure management plan.
 - CAFO – AFO – Auction Markets Eligible.

SD VAFA

■ Agri-Business Bond

- Tax-Exempt Bond is issued by VAFA.
- Business must process an ag commodity.
- Business must be located in SD.
- Limit of \$10 million.

SD VAFA

- **Value Added Agribusiness Relending Loan**
 - Direct Loan from VAFA
 - \$150,000 or 50% of project
 - Low interest rate and low closing fee
 - Agricultural Businesses are eligible

SD VAFA

- **Value Added Sub Fund**
 - Funding for 45%
 - Feasibility Study for agricultural development/innovative projects
 - Applications accepted at any time
 - Board meets monthly – last Thursday
 - Interest of 0%

SD Dept of Ag

- Participation Loans
- Guarantees
- Bridge Loans

RD Ag Loan Participation

- 80% of project cost up to \$500,000
- Must be 18 yrs or older
- Must have 60% gross income from ag – may obtain a waiver
- Participate with bank or Farm Credit
- Fixed interest rate
- Max term of 10 years

Livestock Loan Participation

- 50% of purchase up to \$200,000
- Must be 18 yrs or older
- Must have 60% of gross income from ag
- Livestock Purchase only
- Term mirrors bank
- Fixed interest rate

VALU Guaranty

- 50% Guarantee, up to \$100,000
- Must be 18 yrs old
- Must have 60% of gross income from ag
- Max term of 26 months

Beginning Farmer Down Payment Guaranty

- Must be eligible for and using the Beginning Farmer Bond program
- Guaranty of 20% - up to bond amount.
- Bank requests guarantee on a loan made to a producer for ag real estate purchase using the beginning farmer bond.

Bridge Loans

- USDA Approved Borrower
- Real Estate purchase loans
- Maximum of \$300,000 – per USDA

Mediation and Counseling

■ Mediation Program

- Debtor/Creditor – Mandatory vs. Voluntary
- Federal Lands
- Oil and Gas

■ Finance Counseling

- Free of charge for mediation clients

Contact Information:

South Dakota Department of Agriculture

523 East Capitol Ave.

Pierre, SD 57501

P: 605-773-5436 F:605-773-3481

<http://sdda.sd.gov/finance/>

Terri LaBrie, Finance Administrator

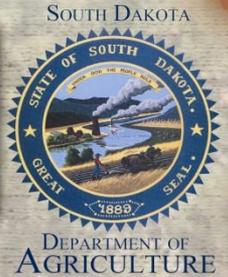
Terri.labrie@state.sd.us

Cell: 605.280.4745





Cooperation In Agriculture



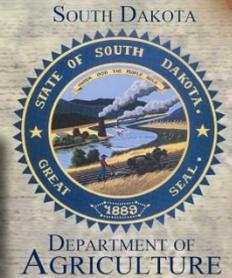
2015 State Tribal Relations Days

February 25-26
Listening Session
Red Rossa , Pierre, SD



WELCOME

Cooperation In Agriculture



The South Dakota Department of Tribal Relations and
The South Dakota Department of Agriculture
welcome you to the
2015 State Tribal Relations Events

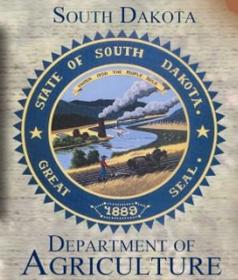
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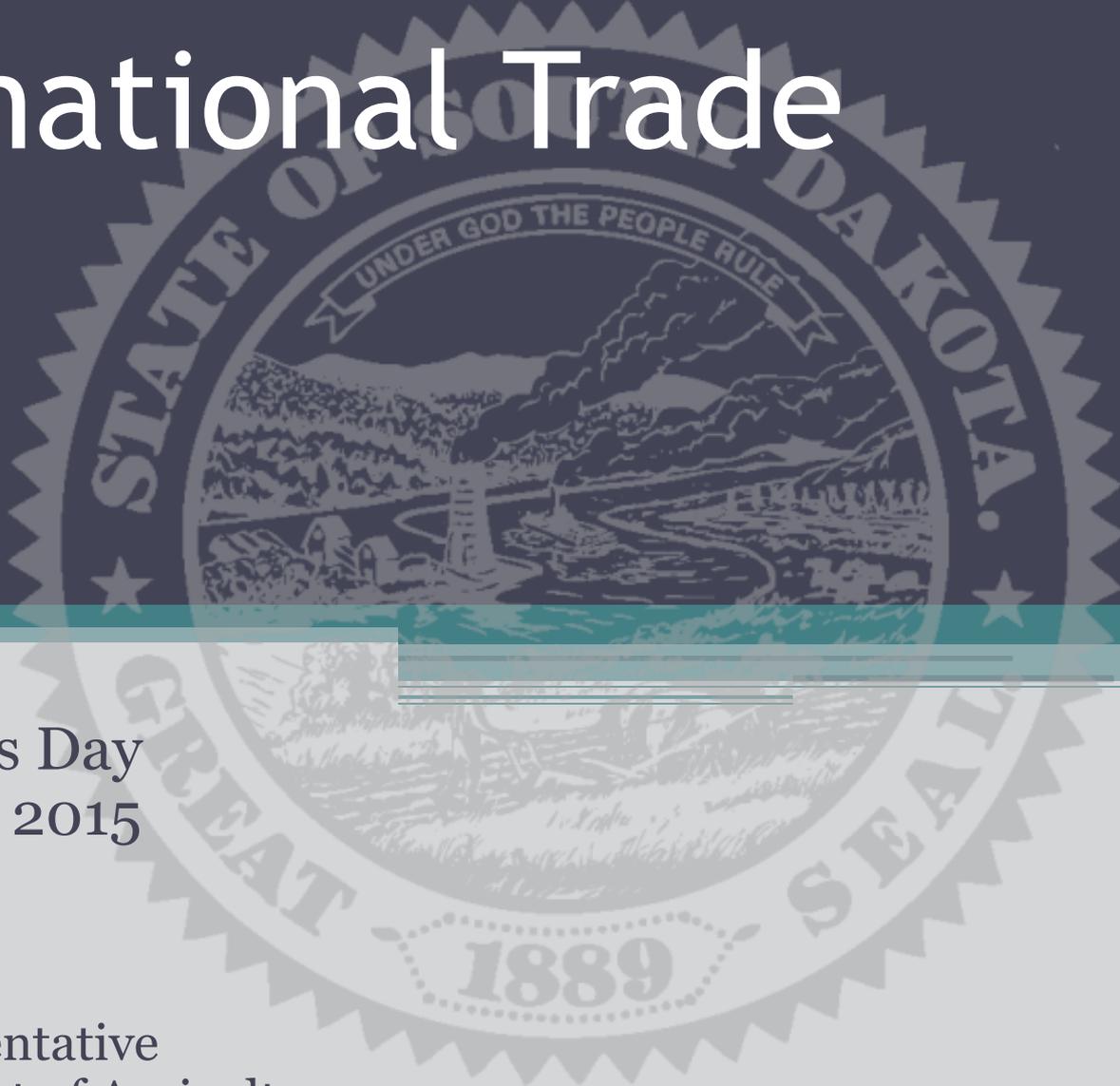


Cooperation In Agriculture



International Agriculture

International Trade

The background features a large, semi-transparent seal of the State of South Dakota. The seal is circular with a serrated outer edge. It contains a landscape scene with a river, a windmill, and mountains. The text "STATE OF SOUTH DAKOTA" is written around the top inner edge, and "1889" is at the bottom. A banner across the top of the seal reads "UNDER GOD THE PEOPLE RULE".

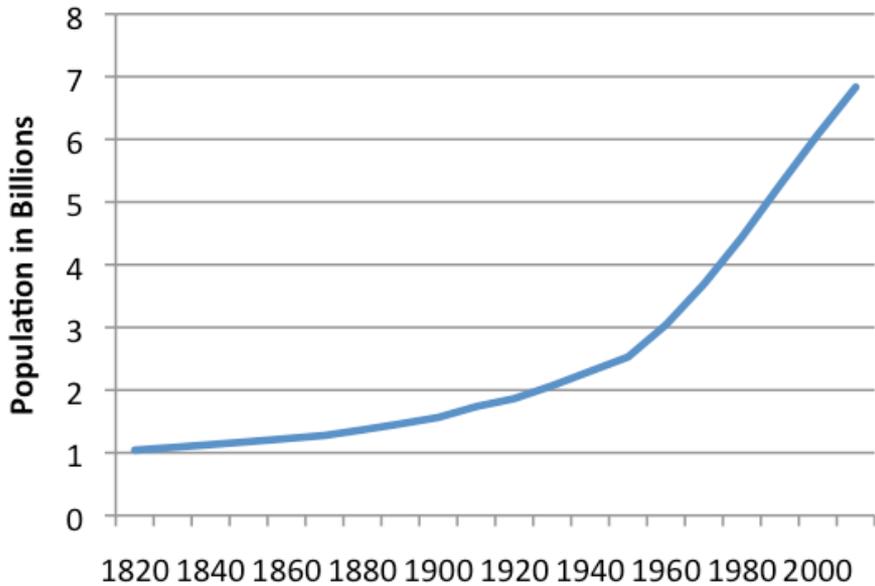
State Tribal Relations Day
Pierre - February 25, 2015

Ty Eschenbaum
Ag Development Representative
South Dakota Department of Agriculture

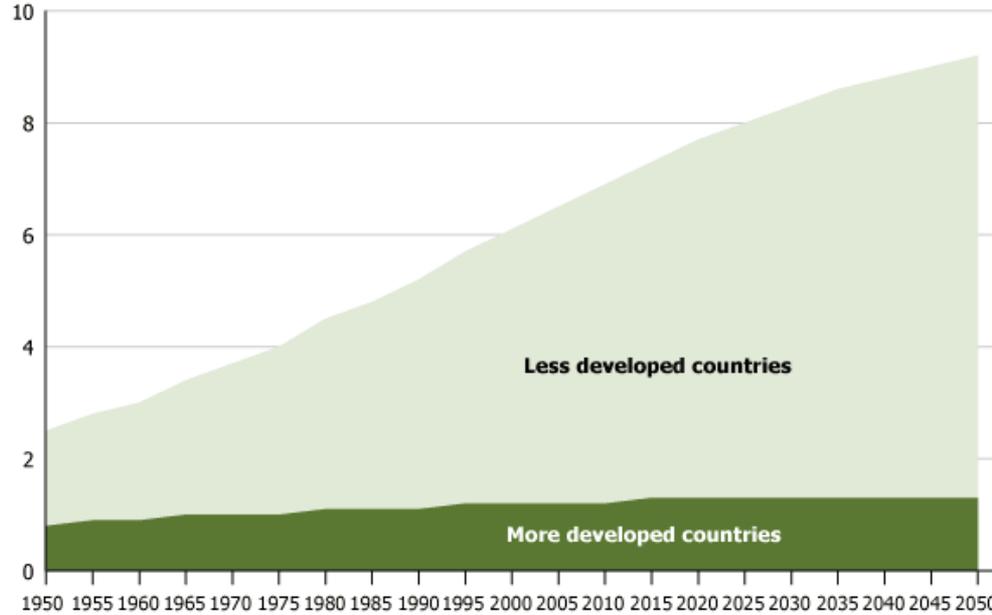
The Big Picture



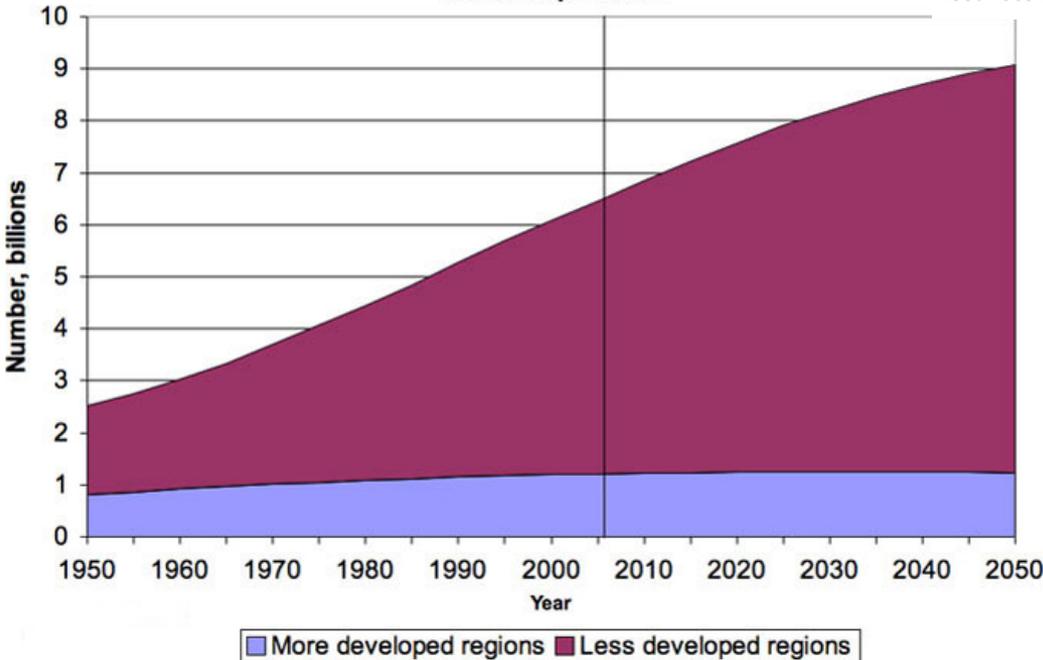
World Population



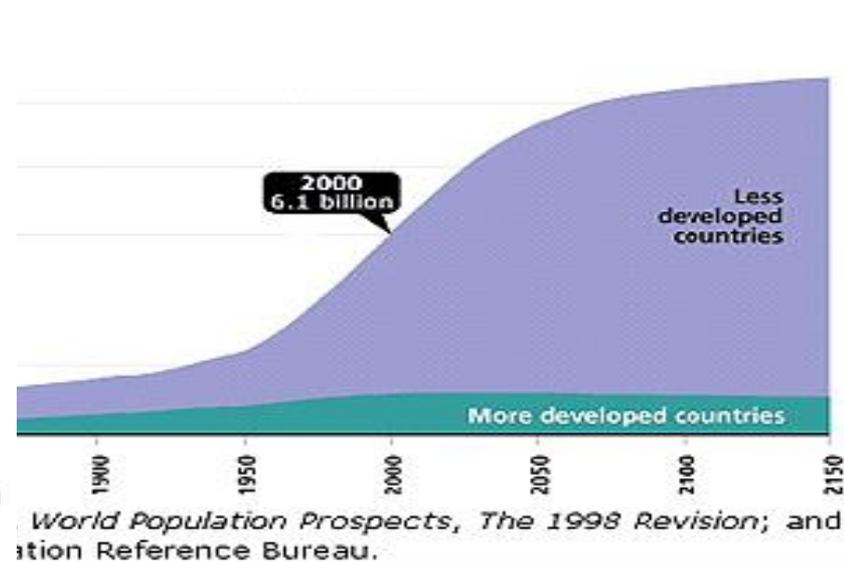
Population, in billions



World Population

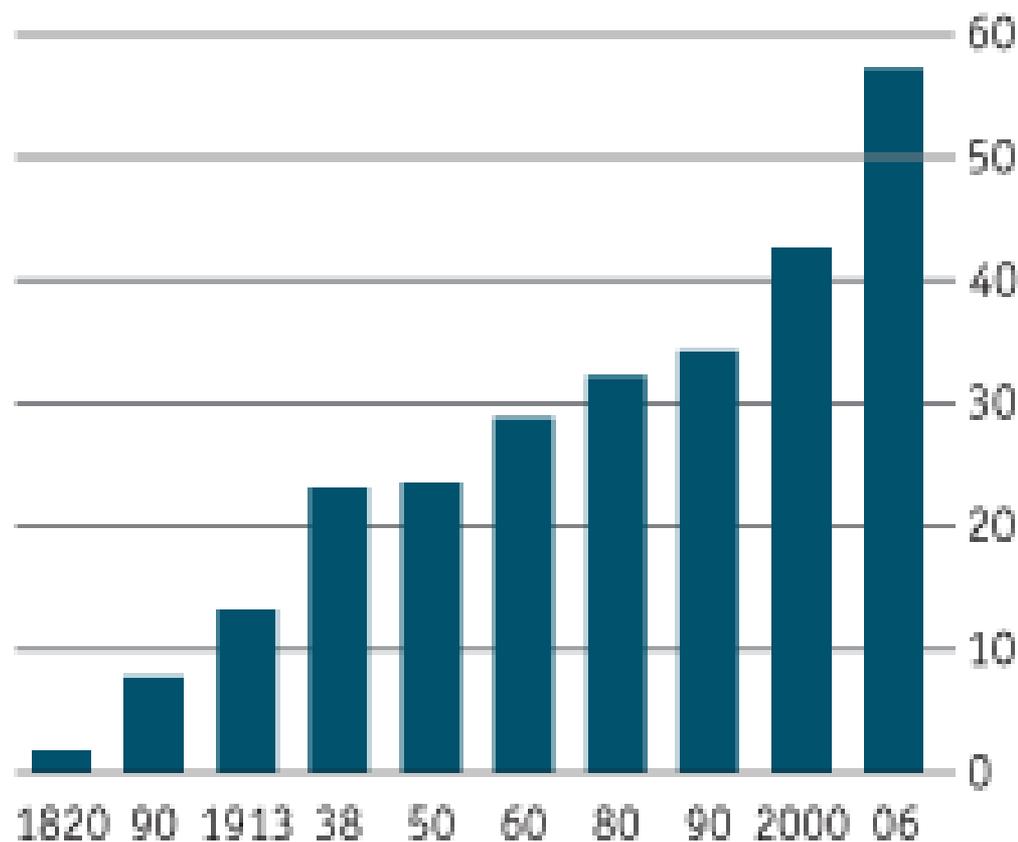


World Population, 1750-2150



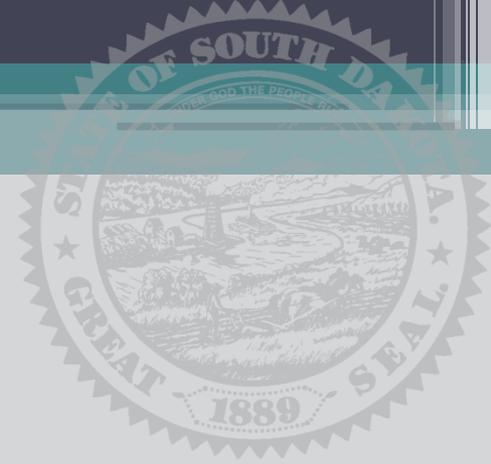
Relentless rise

Middle-class population as % of world total



Source: Surjit Bhalla, *"The Middle Class Kingdoms of India and China"* (forthcoming)





Global Middle Class

- Americans currently account for 12% of the middle-class population and one-fifth of its spending. By 2030, U.S. consumers will be just 4% of the middle class worldwide and account for 8% of its spending. Meanwhile, Asia's middle class will explode to make up 66% of the group worldwide and claim 59% of middle-class purchases in 2030.

-Kiplinger

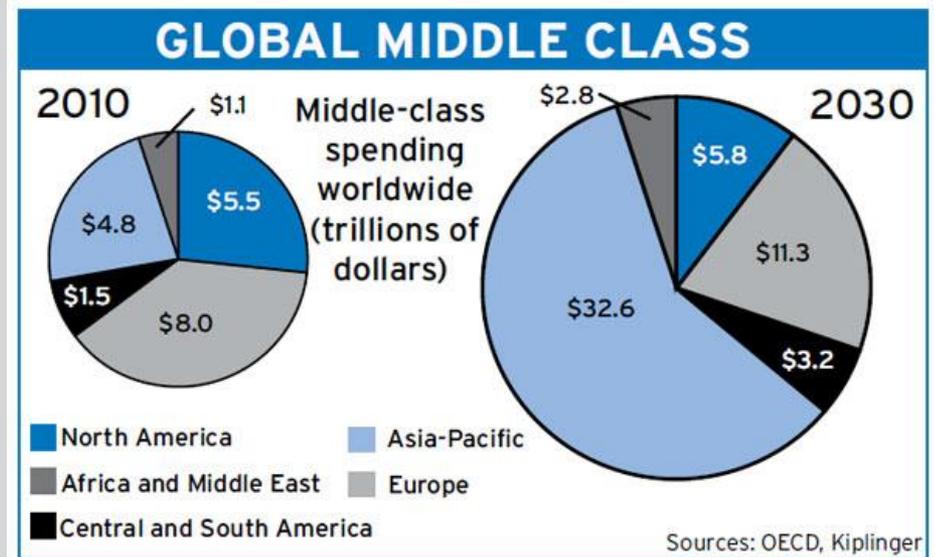
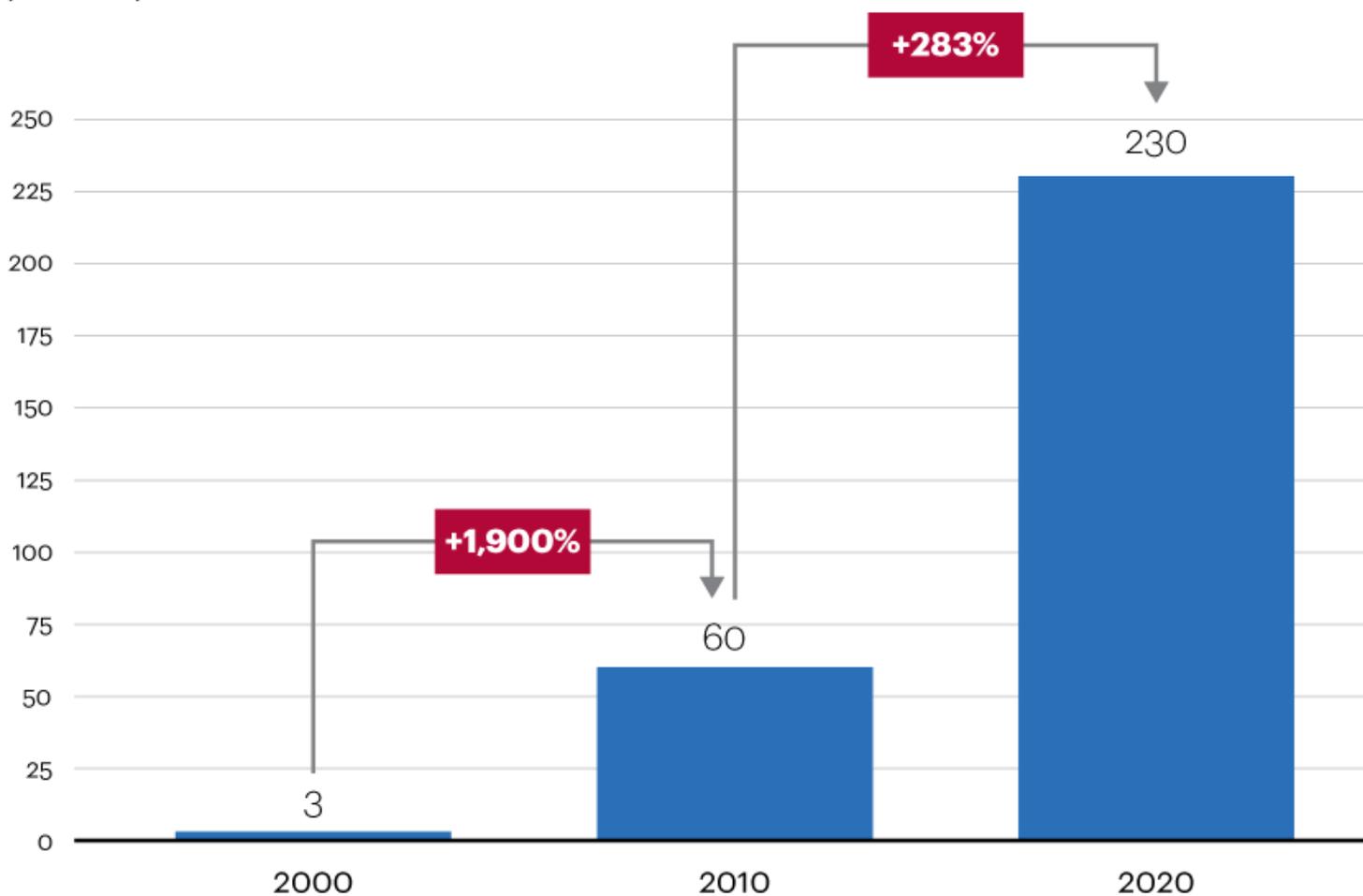


Figure 2

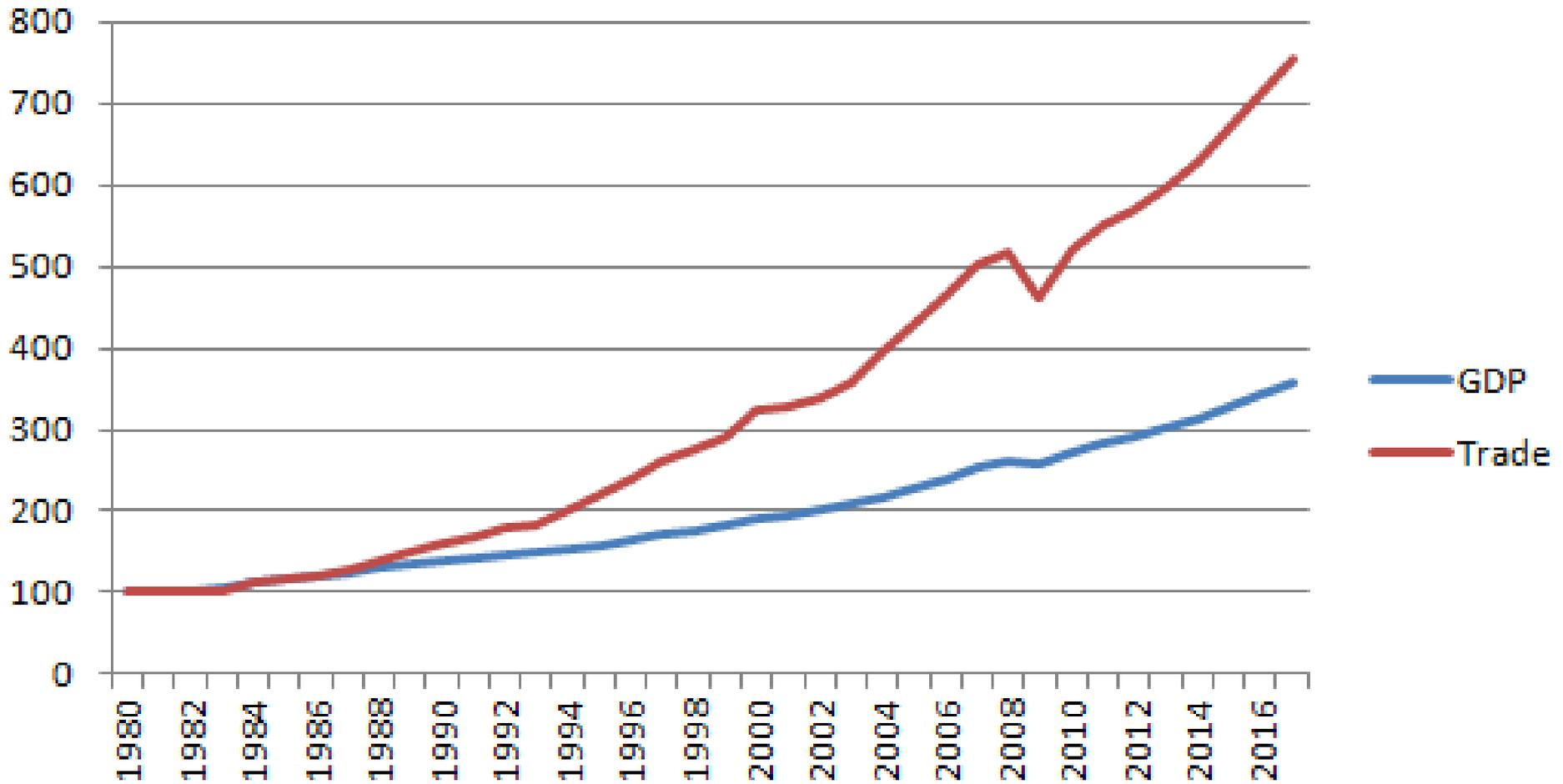
More households in China are entering the middle class

Chinese households with income greater than \$10,000

(million)



World GDP and Global Trade (1980 = 100)



Source: IMF WEO (October 2012)

The seal of the State of South Dakota is a circular emblem with a serrated outer edge. The outer ring contains the text "STATE OF SOUTH DAKOTA" at the top and "GREAT SEAL" at the bottom. Inside the ring, a banner reads "UNDER GOD THE PEOPLE RULE". The central image depicts a landscape with a river, a windmill, and a plow. At the bottom of the seal, the year "1889" is inscribed within a decorative border.

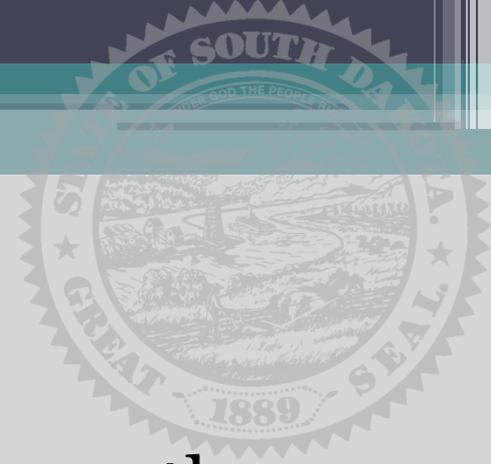
South Dakota's Opportunity



All SD Ag Exports in 2011= \$3.64 Billion, up from \$1.2 Billion in 2001

Value of SD Ag Exports in 2011 –USDA ERS

- Soybeans \$826 Million
- Corn \$616 Million
- Beef & Pork \$351 Million
- Feeds and Fodders \$142 Million
- Soybean Meal \$84.9 million
- Animal Fats \$58.9 million

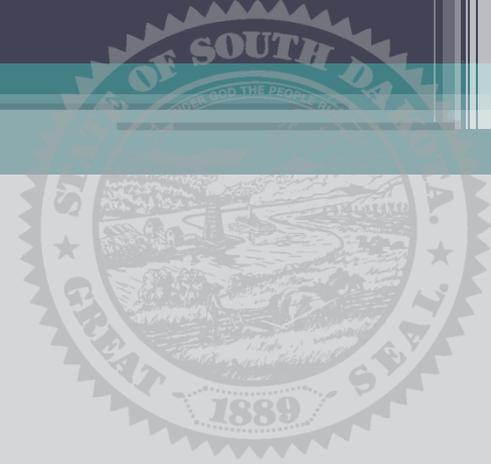


SD Corn

- In 2011, South Dakota growers raised more than 653 million bushels of corn. And about 97 million of those bushels—15 percent of the total—were fed to livestock, mainly beef & hogs.

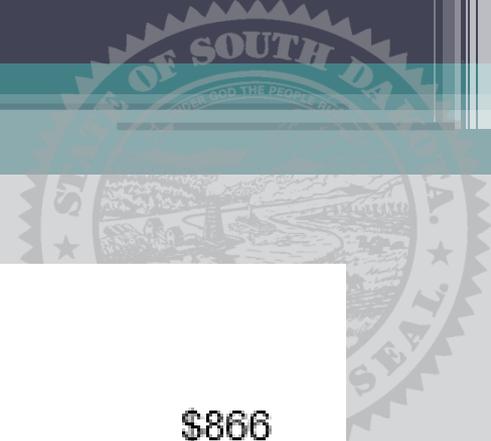
Approximately 30% of our state's corn crop is exported:

Using 2011 data: 190 million bushels & 2 million metric tons of DDGs.



SD Soybeans

- SD was 9th in soybean production with 141.3 Million bushels in 2012 (even with drought.)
- 60% of South Dakota Soybeans are exported
- Value of soybean exported from SD in 2011 = \$826.3 Million
- U.S. soybean and soy product exports exceeded \$21.5 billion in 2011. China was the largest customer for U.S. soybeans with purchases exceeding \$10.4 billion. Mexico was the second largest market for U.S. soybeans with purchases of nearly \$1.6 billion.



South Dakota Exports to China (\$ million)



The Future

- By 2022, 82 percent of the world will live in developing countries
- Future increases in food imports will come mainly from developing economies. These countries are expected to be responsible for 92 percent of the increase in world meat, grain and oilseed imports.”
- By 2022, the United States share of world corn exports is expected to grow to almost 46 percent, which would mean South Dakota’s farmers need to increase production by 40 million bushels to meet projected demand increases.”

-Kim Dillivan, South Dakota State University
Extension

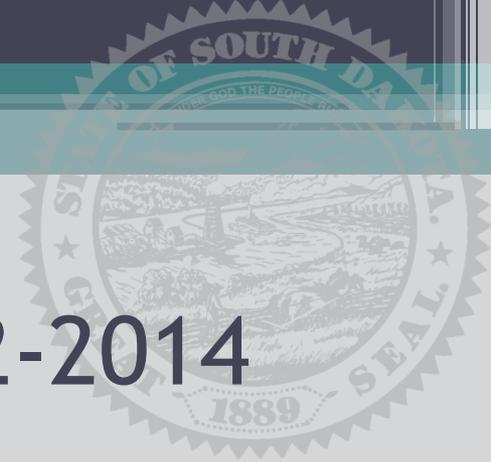


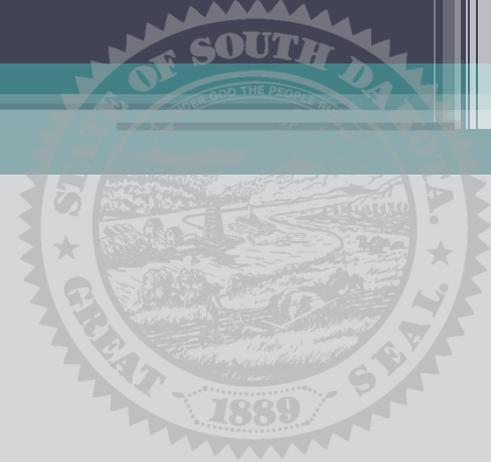
People's Republic of China



Governor's Trade Missions 2012-2014

- Beijing, Shanghai, Hong Kong
- 25+ Export Ready Companies
- 3 Ag Commodity Associations
 - SD Corn Growers
 - SD Soybean Research & Promotion Council
 - SD Pork Producers
- 150+ One-to-One Business Meetings
- Companies reported \$6.8 Million in projected sales (2013)





Overseen by Executive Chef
Martin Kniss, Café Deco in
Hong Kong proudly offers
US beef & pork.





澳洲和牛西冷5+
Aus Wagyu Beef Striploin 5+



1kg
净含量
Net Weight



中国驰名商标
Famous Trademark of China

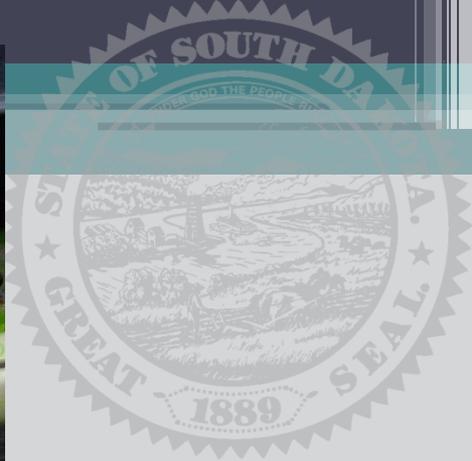




嚴禁吸煙
NO SMOKING

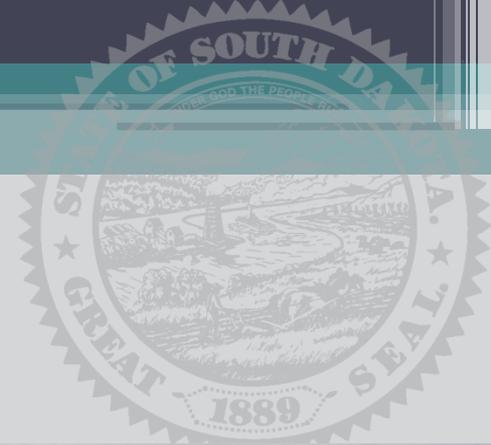
溫馨提示
此乃垃圾房，
閑人免進，
多謝合作。

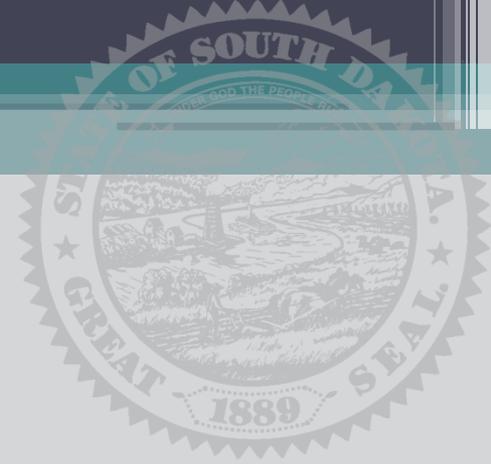
622



Russian Federation



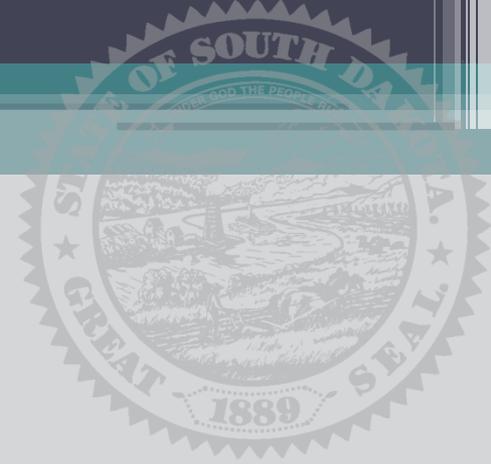




Russian Federation

- From Jan – July 2013 the Department of Commerce believes that over \$3 Million in “cattle – purebred breeding stock” left South Dakota bound for Russia.

Data Source: Department of Commerce, U.S. Census Bureau, Foreign Trade Statistics, U.S. State Export Data

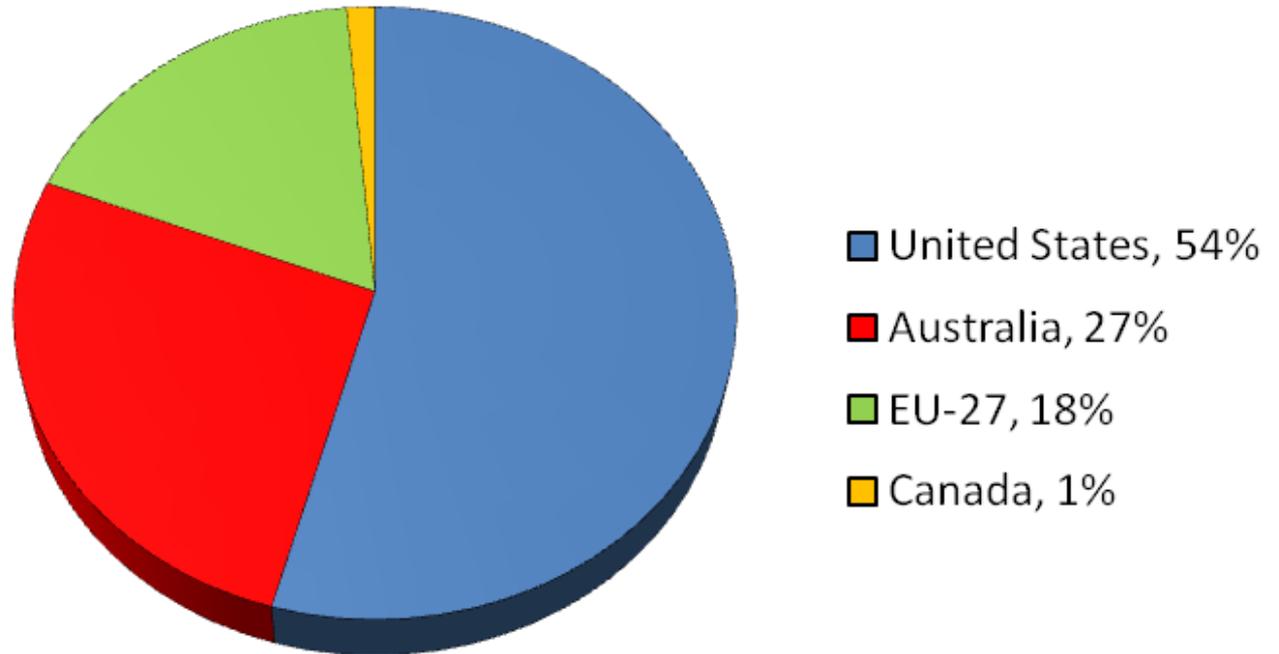


- In 2012, Russian imports of live cattle rose by almost 50 percent in volume and value, to 137,000 head worth nearly half a billion dollars. Of this amount, the United States had the largest share, at over 54 percent of total imports, and Russia was the largest market in the world for U.S. cattle exports in 2012.

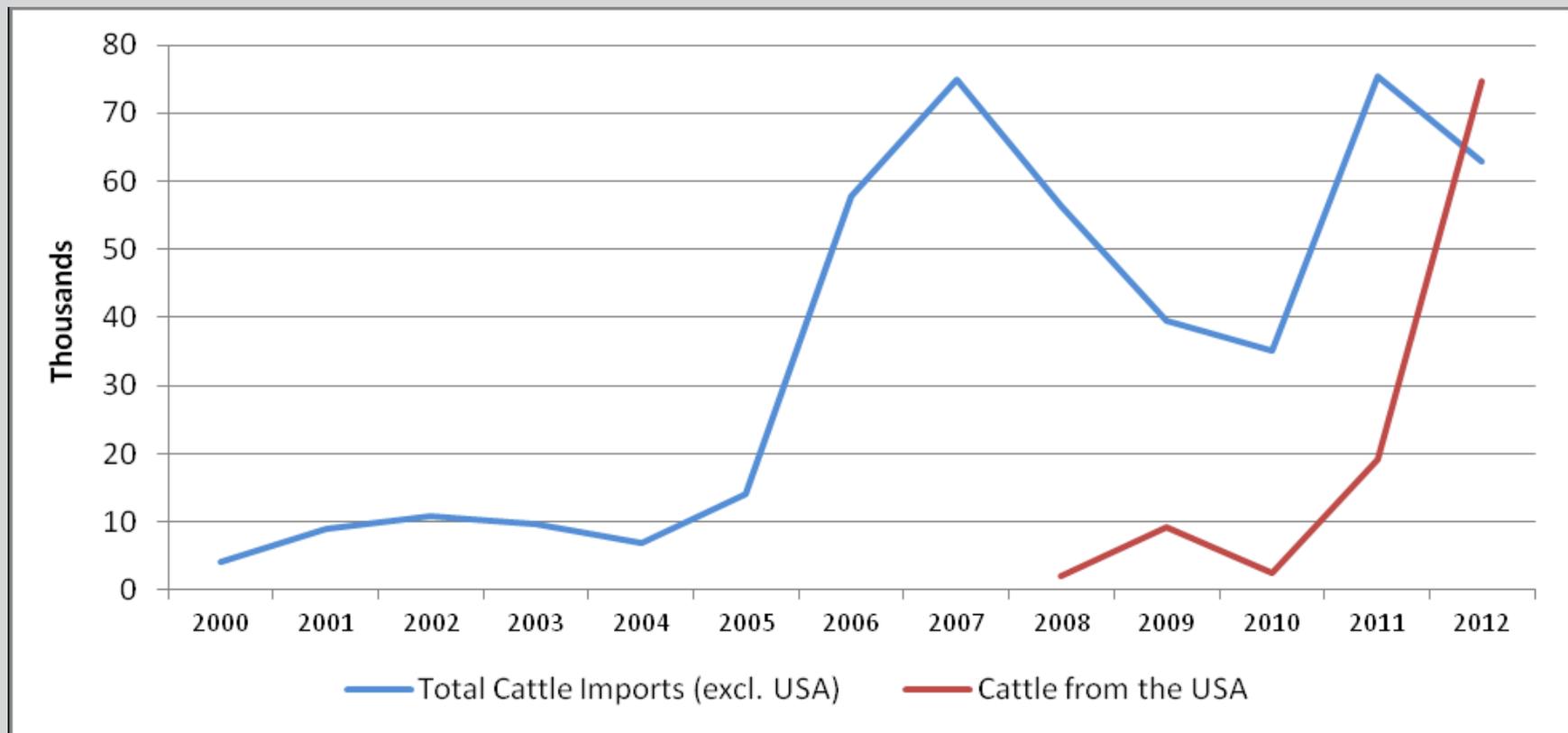
Market Share of Russian Imports of Live Bovine Animals in 2012



137,000 Head worth nearly a half billion \$USD

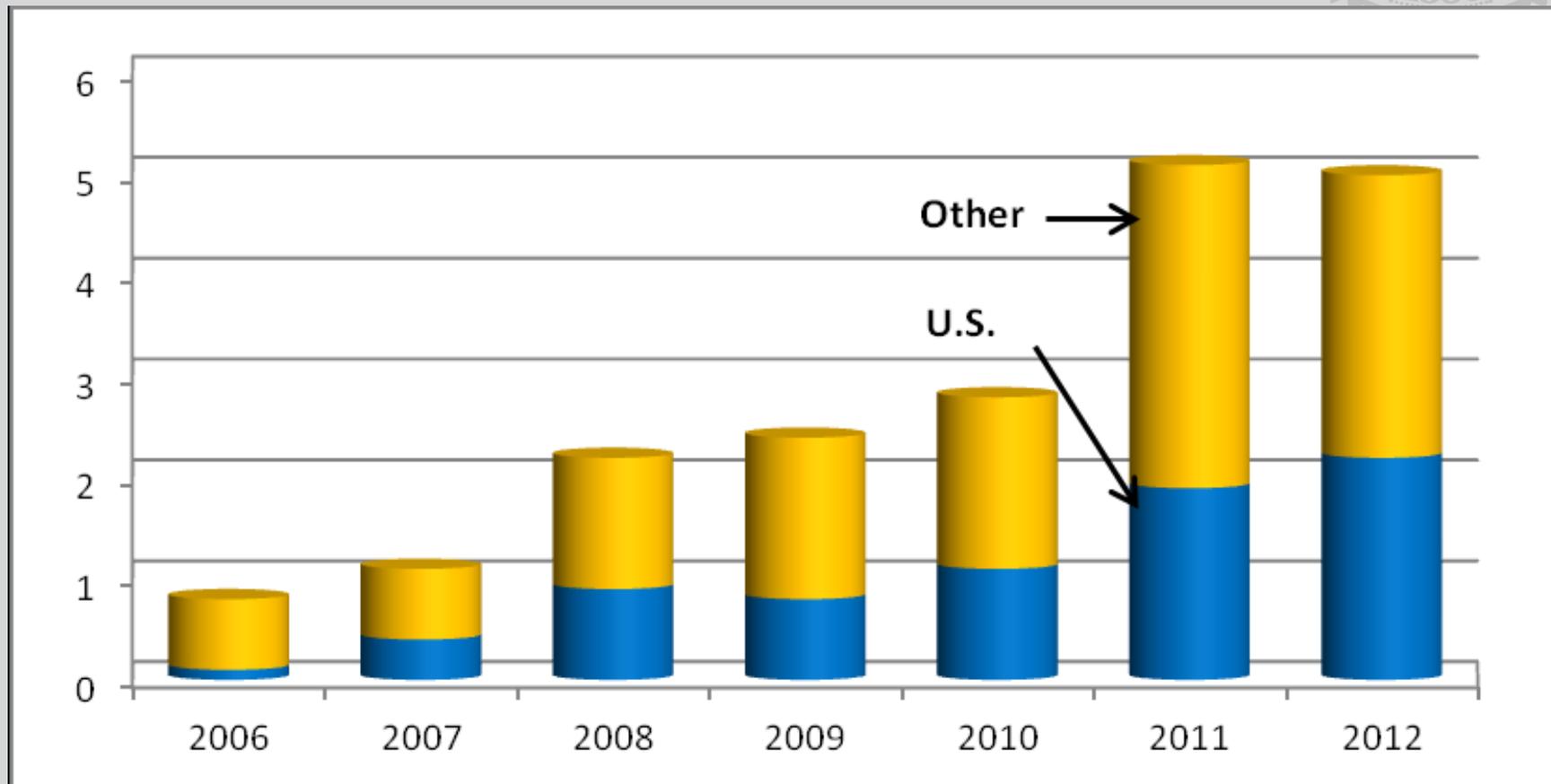


Russian Imports: US vs. the World



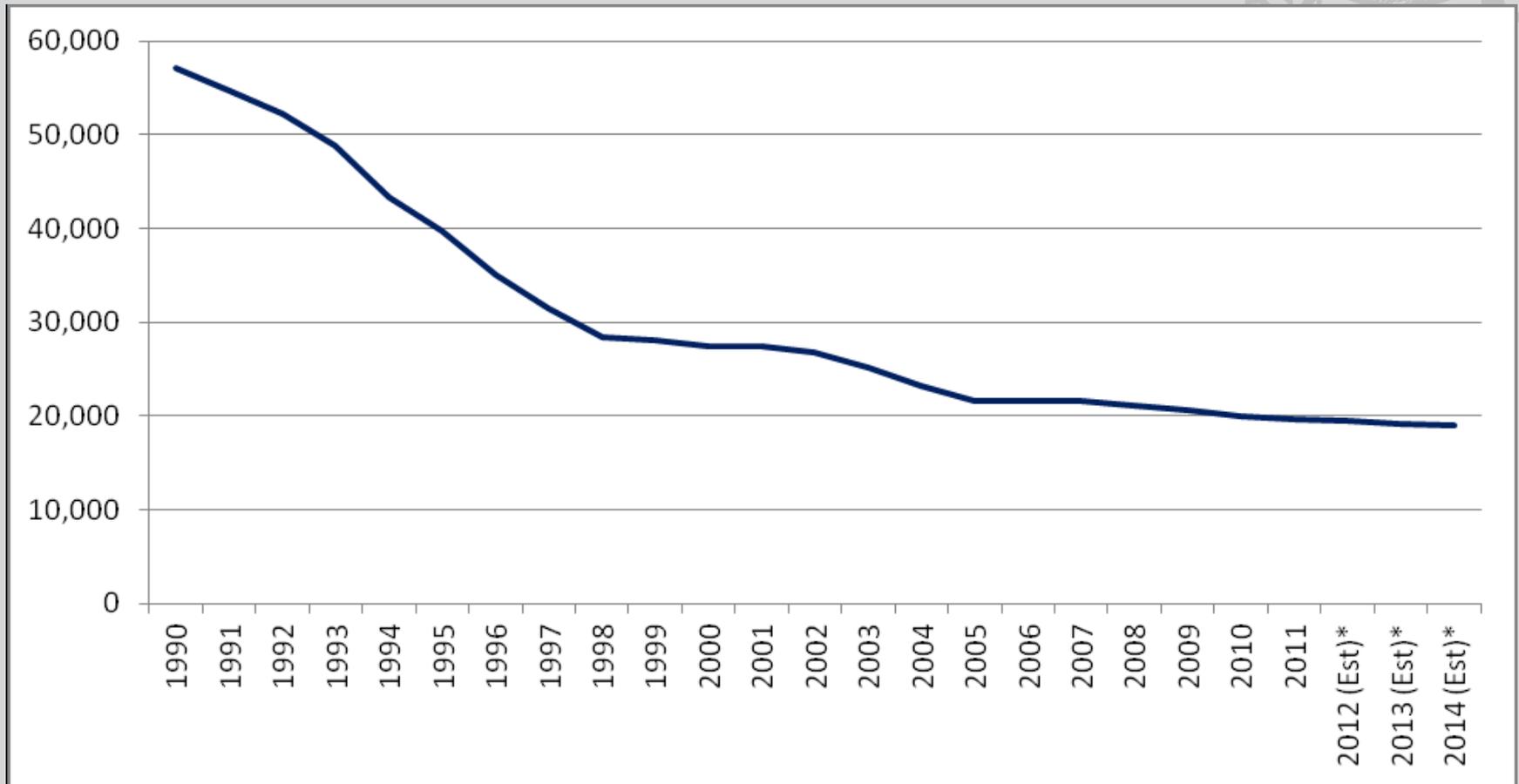
Source: Global Trade Atlas

Russian Imports of Bovine Semen in Millions (\$)



Source: Russian Customs Data, USDA FAS GAIN Report June 17, 2013

Historical Russian Cattle Inventory (1,000 Head)



Source: Foreign Agricultural Service, Official USDA Estimates

2012 Russian Cattle Inventory

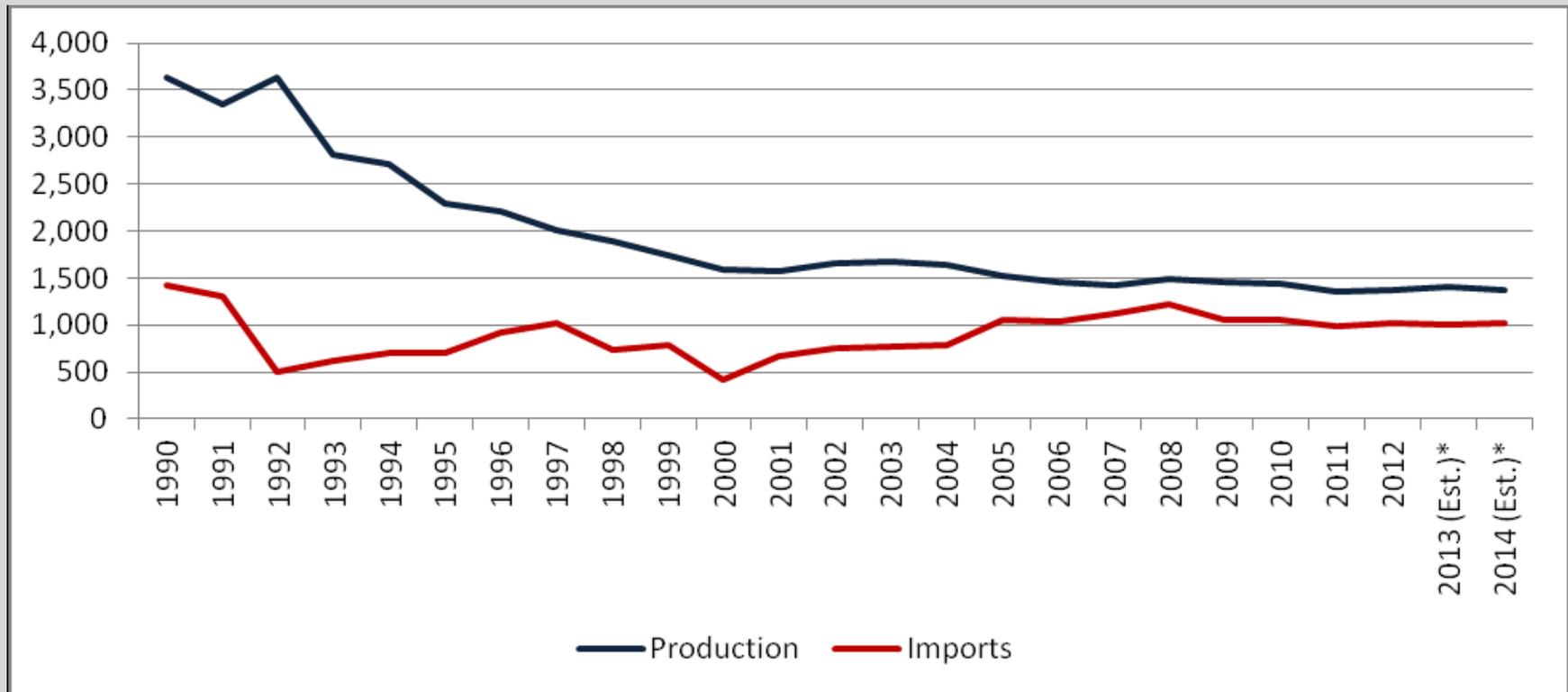


Total Cattle Beginning Stocks:	19,695
Dairy Cows Beginning Stocks:	8,678
Beef Cows Beginning Stocks:	310
Calf Crop:	6,900
Total Imports:	138
Supply:	26,733
Slaughter:	6,840
Loss:	429
Ending Inventory:	19,458

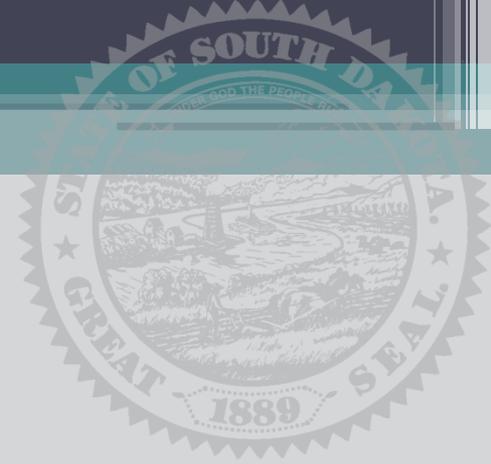
Source: Foreign Agricultural Service, Official USDA Estimates



Russian Beef Production vs. Imports



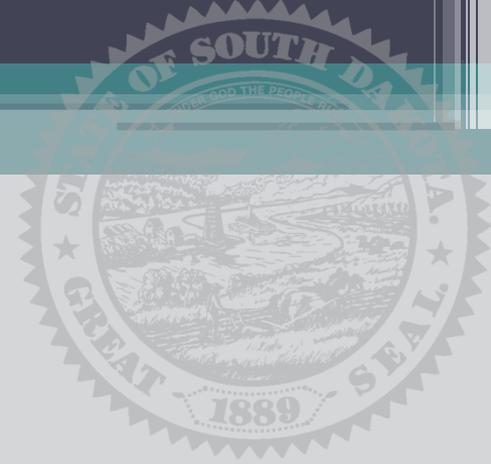
Source: Foreign Agricultural Service, Official USDA Estimates



- In June 2013, Sberbank publicly announced that it signed the Russian agricultural industry's first 15-year loan agreement (valued at RUB 1 billion - \$31.3 million) with Miratorg, one of Russia's largest meat producers.



**South Dakota Trade Delegation to Mexico
Circa. 19??**



2012 Russian Beef Trade Mission - Moscow

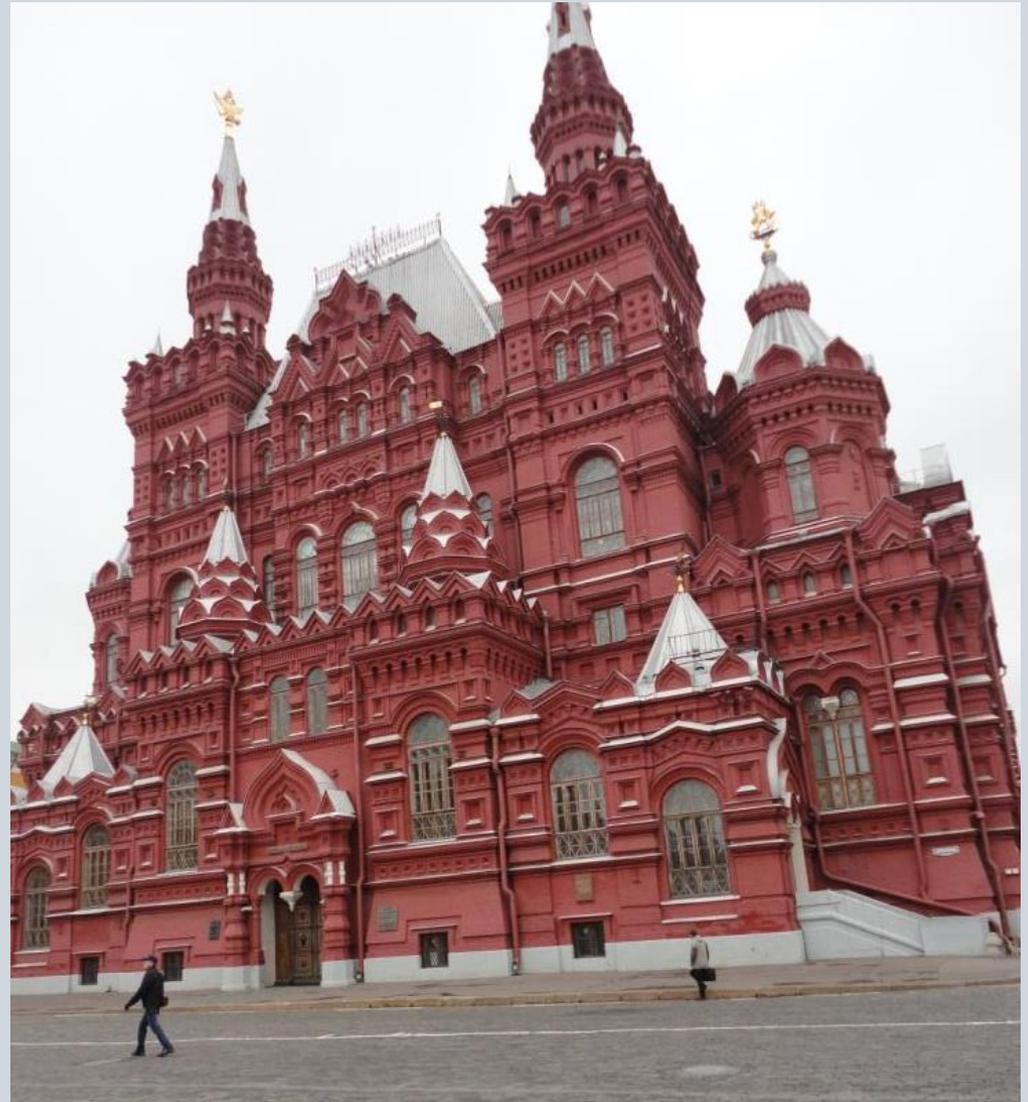
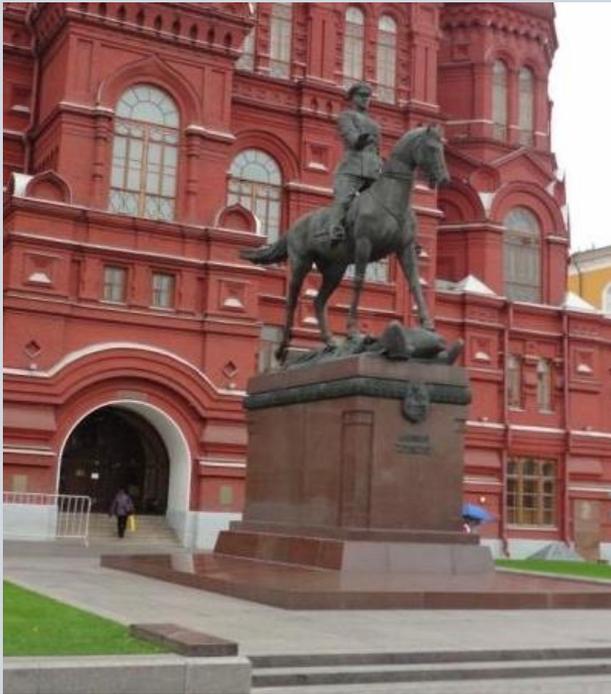
2013 Russian Beef Trade Mission - Siberia

2014 Kazakhstan Beef Trade Mission - Astana

Objectives

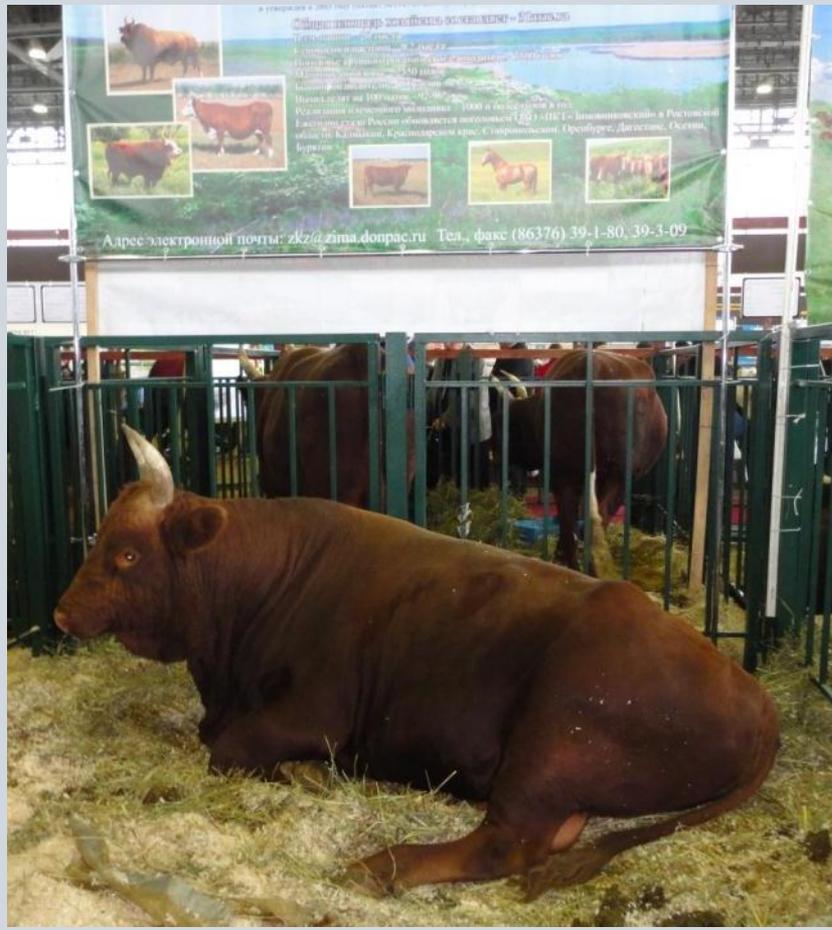
1. Continue to promote US, and more specifically the northern plains as the source for the best beef genetics in the world
2. Develop the knowledge, market analysis, and contacts/relationships necessary to allow SD producers to capitalize on this emerging market if they so choose

Red Square





Hereford & Native Breeds



US Delegation including Troy Thomas & the US Ambassador to Russia, Michael McFaul







Trade Partners



SD International Trade Team

- South Dakota Department of Agriculture – Ty Eschenbaum
- South Dakota Governor’s Office of Economic Development – Steve Watson
- South Dakota’s International Trade Center – Rock Nelson
- SBA (U.S. Small Business Administration – John Brown
- U.S. Department of Commerce – Cinnamon King
- SBDC (South Dakota’s Small Business Development Center) – Jeff Eckhoff
- Ex-Im Bank – Denis Griffin
- Sioux Falls Area Chamber of Commerce – Evan Nolte
- DEC (South Dakota’s District Export Council) – Cinnamon King
- Sioux Falls Development Foundation – Slater Barr

Thank You!

Ty Eschenbaum

Ag Development Representative
South Dakota Department of Agriculture

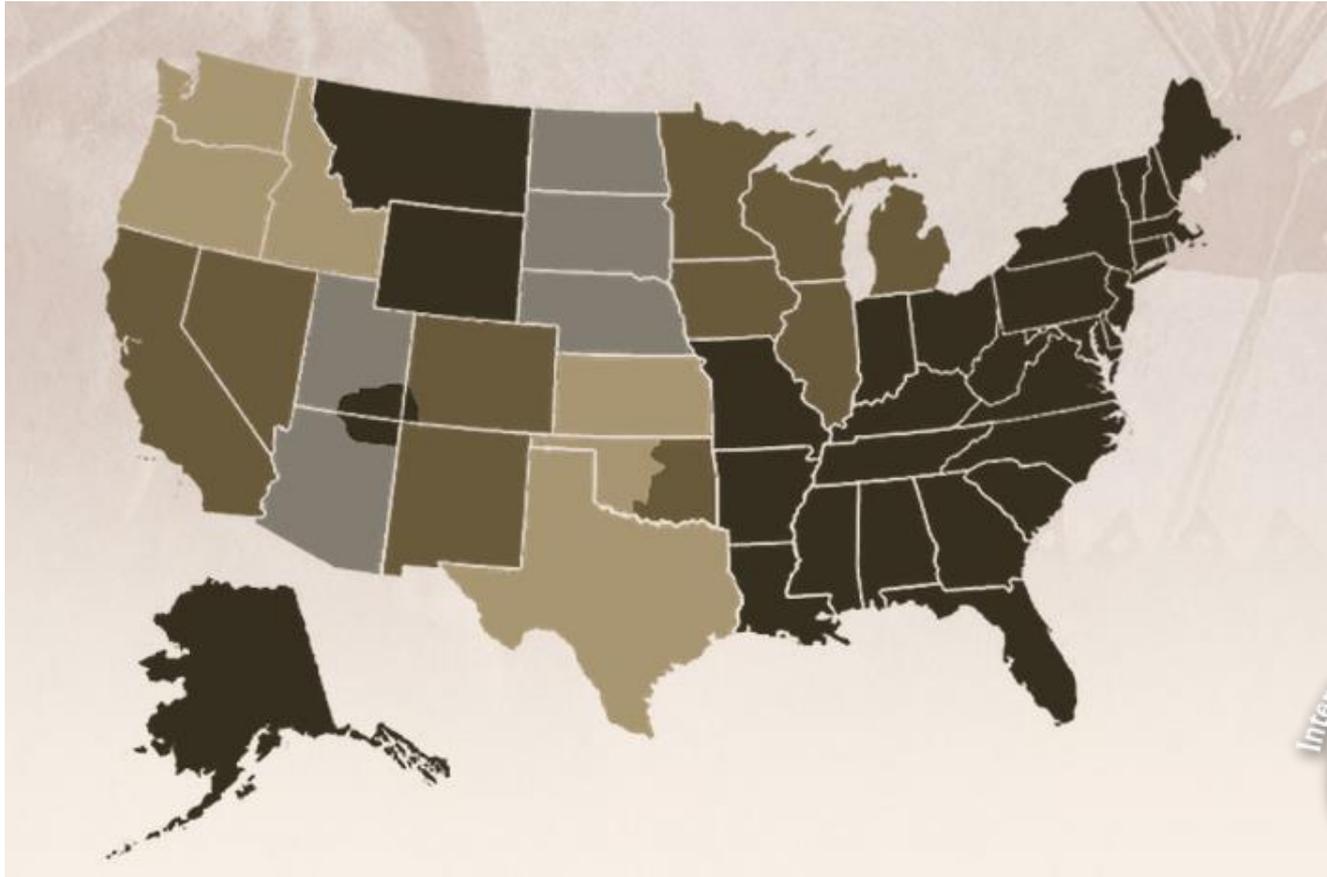
Research Park at SD State University
2301 Research Park Way
Suite 223
Brookings, SD 57006
605.280.4744
Ty.Eschenbaum@state.sd.us

Intertribal Agriculture Council

Founded in 1988
Regional Structure



Intertribal Agriculture Council



Regional Technical Assistance Network



American Indian Foods

- Export Readiness Seminar
- Foreign Food and Culinary Shows
 - Shelf Ready Products
- No cost to Tribe or Producer



American Indian Foods

- Red Lake Nation
 - Sonomish
- Lower Brule Farms
 - Native Vines
 - Sister Sky
- Native American Natural Foods
- \$40,000,000 in sales in 2014



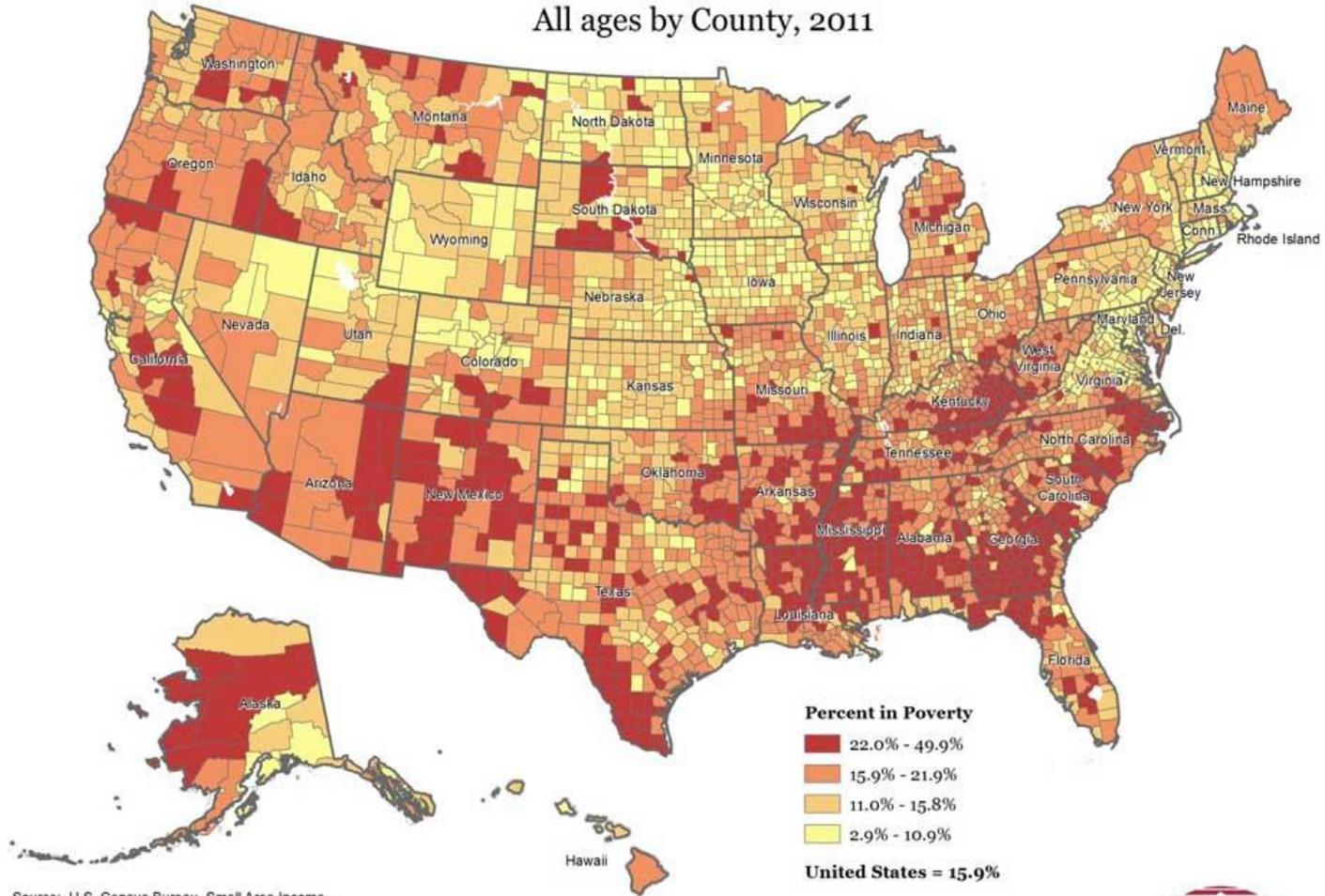


Economic Development efforts in the past

- Indian Gaming
- 8A contracting
 - Hubzones
- Empowerment Zones
- Oil and Gas Development
 - Pay Day Loans



Estimated Percent of Population in Poverty All ages by County, 2011



Source: U.S. Census Bureau, Small Area Income & Poverty Estimates (SAIPE), 2011.

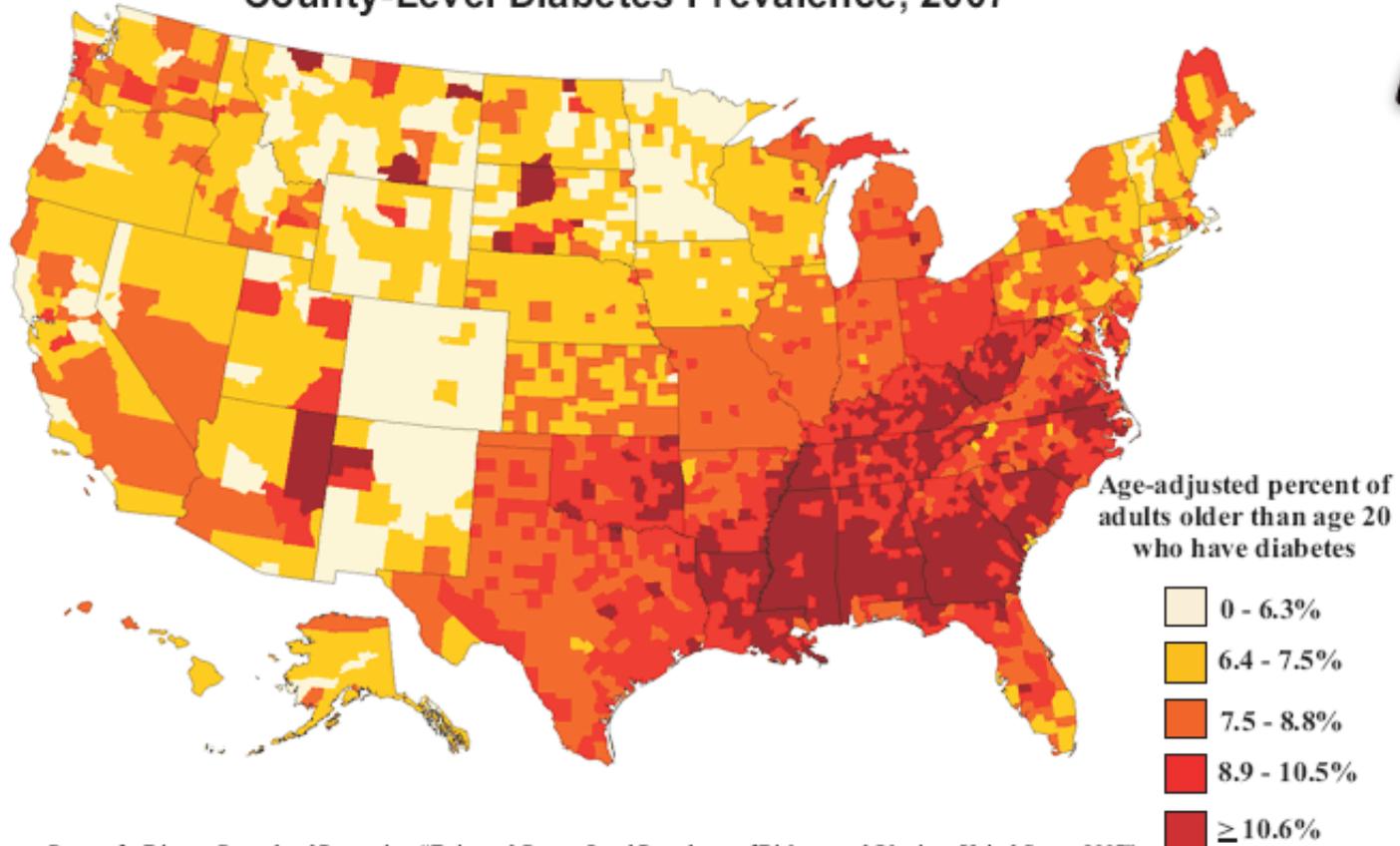
Note: Alaska and Hawaii not shown to scale.



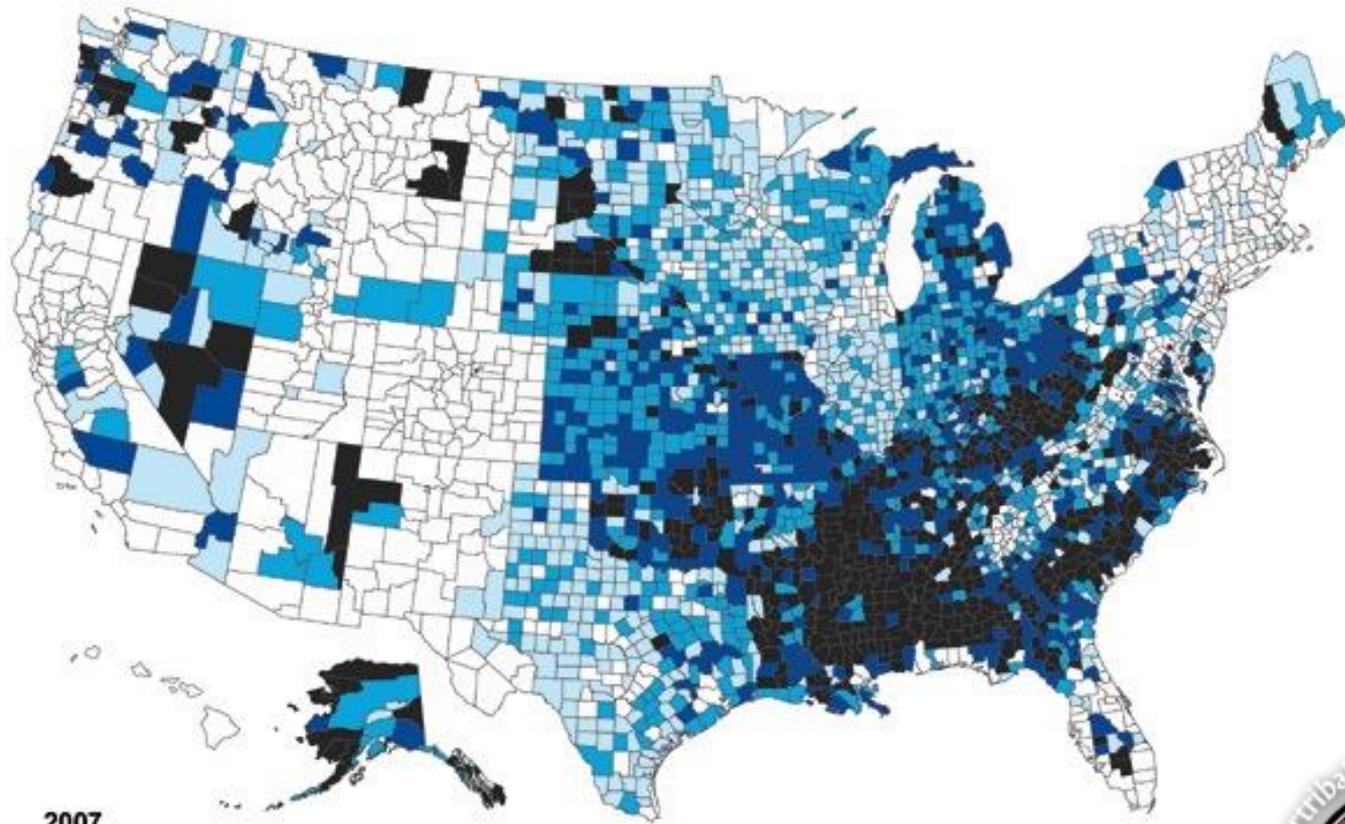
Diabetes



County-Level Diabetes Prevalence, 2007



Sources: Centers for Disease Control and Prevention, "Estimated County Level Prevalence of Diabetes and Obesity—United States, 2007" *Morbidity and Mortality Weekly Report* 58 No. 45 (Nov. 20, 2009):1259-1263.



2007

Age-adjusted percent of adults ≥ 20 years old who are obese

0 - 26.2

26.3 - 27.7

27.8 - 29.1

29.2 - 30.8

≥ 30.9



Obesity Rates



Food Deserts



Cheyenne River Sioux Reservation

- 45,000 Member Owned Cows
- Quality of Cattle and Grass
 - Land
 - Workforce
 - Store
 - Poverty



IAC 2012 Survey

- 90% Calf Crop
40,500
- Heifer Retention
6,500
- Marketable Calves
34,000
- Sale Price (2014)
\$3.00
- Sale Weight
500
- Dollars per calf
\$1,500



Sell Calves

\$51,000,000

34,000 calves @ \$1500
44% of wholesale
29% of retail



Sell Wholesale Beef

\$69,173,000

31,000 beef carcasses @ \$2,231
(878 lb. * \$2.54)



Sell Retail Beef

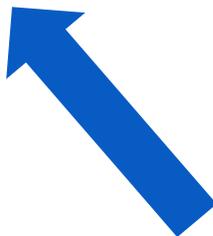
\$90,709,000

63% of 878 lb.= \$2,962 is the average retail price nationwide



Where your food dollar goes.

2011 Food dollar: Industry Group (nominal)



South Dakota Indian Gaming Revenue \$124,000,000 Statewide

Casino City's Indian Gaming Industry Report 2012





www.facebook.com/IntertribalAgricultureCouncil

IACTECHHELP.COM

INDIANAGLINK.COM

AMERICANINDIANFOODS.COM

Zach Ducheneaux

zach@indianaglink.com

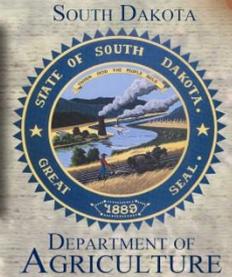
605-200-0982 Cell

605-964-8320 Office





Cooperation In Agriculture



Discussion & Comments

2015 State Tribal Relations Days

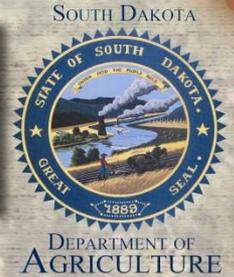
February 25-26th

Listening Session

Red Rossa , Pierre, SD



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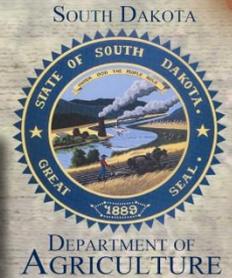
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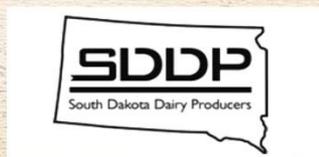
WELCOME

Cooperation In Agriculture



The South Dakota Department of Tribal Relations and
The South Dakota Department of Agriculture
welcome you to the
2015 State Tribal Relations Events

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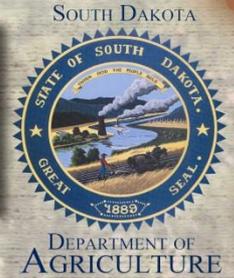
KAHMI TANKA

KANGI OKUTE

CUNKICAKSE



Cooperation In Agriculture



County Site Analysis

County Site Analysis

It's time to ...

Grow in South Dakota



County Site Analysis

- Rural Economic Development
- Opportunity
- Finding the right fit
- Local Control



The Process

- County Commission passes resolution requesting the study
- Planning Districts perform the research work

Qualifiers

- Local zoning rules
- Size
- Aquifer depth and proximity
- Access to rural water systems and electricity transmission
- Access to rail or paved road systems

Study Results

- Report information reported to County Commission
- Initial contact is made to gauge interest of landowners
- Meeting held with interested site owners to discuss potential opportunities to further develop local economy

Site Categories

All selected sites are sorted into two categories

- *Concentrated Animal Feeding Operations (CAFO)*
- *Agriculturally-related Commercial/Industrial Development (AID)*

CAFO Sites

Concentrated Animal Feeding Operations (CAFO)

- Dairies
- Feedlots
- Swine development facilities
- Poultry production
- Aquaculture



Traditional CAFO



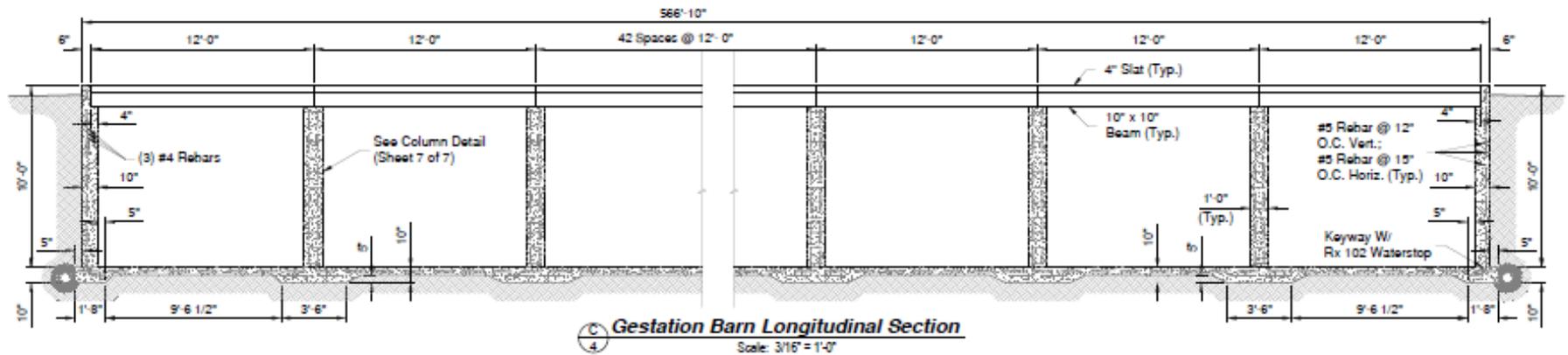
Modern Swine Farm Deep pit manure storage



Improved Modern Facility



Modern deep pit drawing

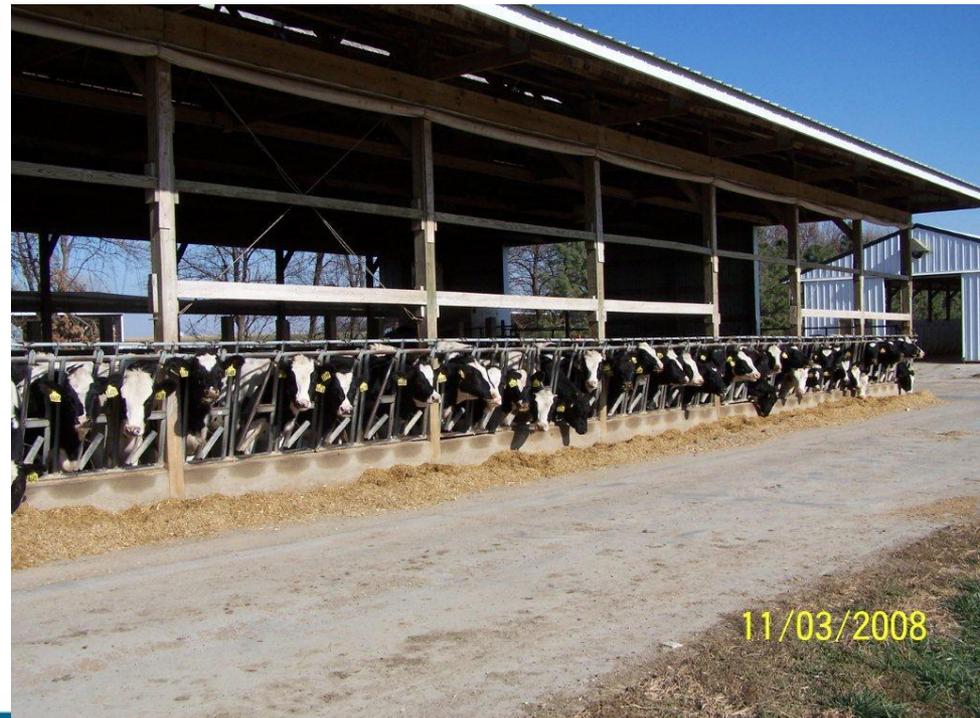








Indirect Opportunities



Aquaculture and Hydroponics



AID Sites

Agriculturally-related

Commercial/Industrial Development

(AID)

- Manufacturing
- Shuttle loading facilities
- Warehouse storage
- Value added industry
- Processing Opportunities

AID Sites- Qualifiers

- Within ½ mile of hard surfaced road
- 1 mile or less away from 3 phase power
- Not over a shallow aquifer
- At least ¼ of a mile away from a community of 1,000 people or less
- At least ½ of a mile away from a community of more than a 1,000 people
- At least 40 acres of buildable space



- Wheatgrowers Terminal
Wolsey, SD



- Dairi Concepts
Pollock, SD





Mobridge Manufacturer

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Agribusiness

Feeding Your Future

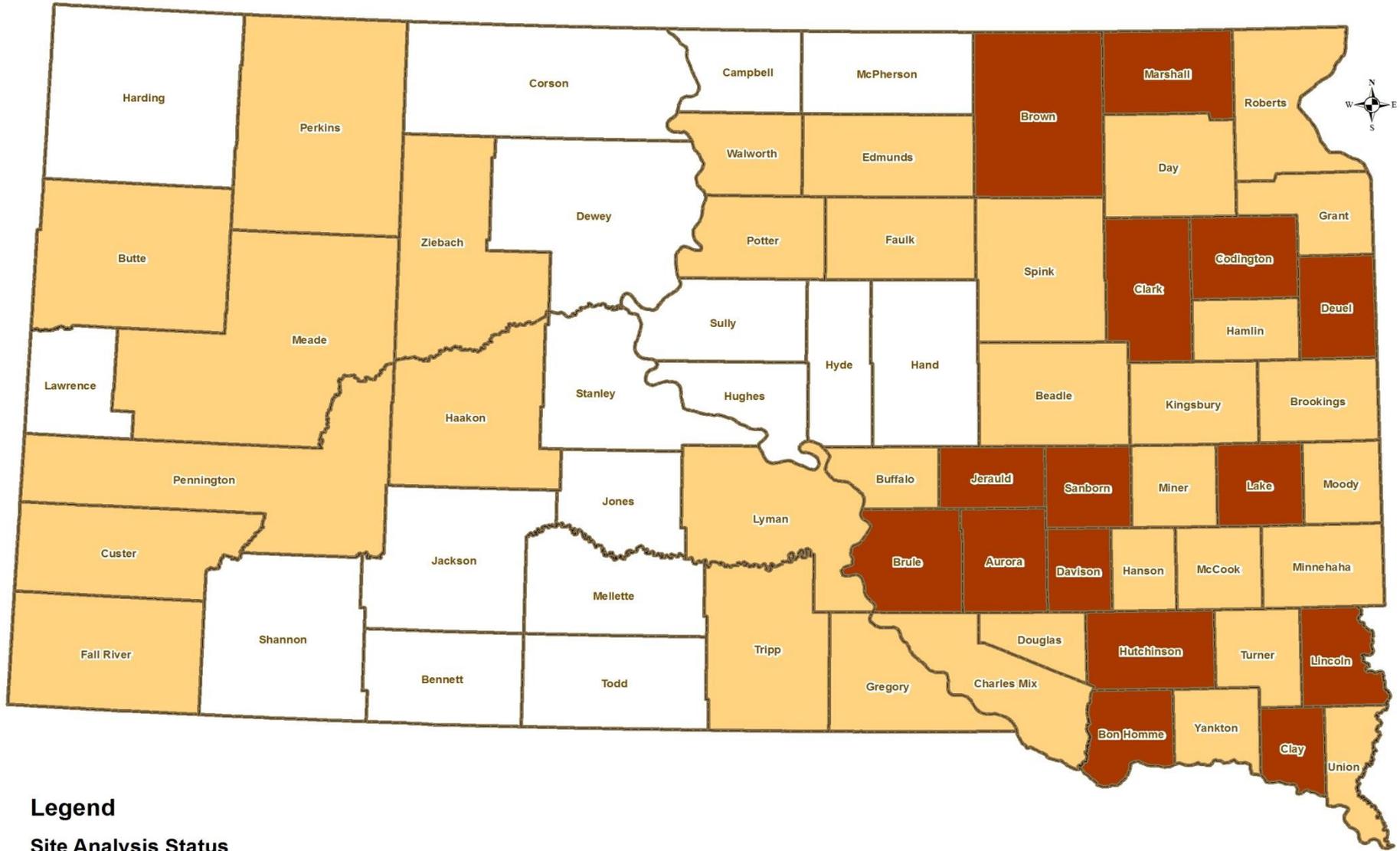


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County Site Analysis



Legend

Site Analysis Status

- Completed
- Passed Resolution

Counties

49 Counties Have Passed Resolutions

16 Studies completed

2,060 Total Sites Identified

Endless Opportunities for Rural Communities
in South Dakota's #1 Industry:

Agriculture

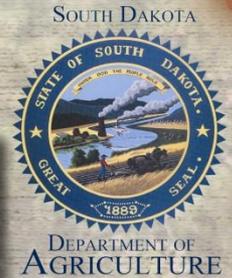
Chase McGrath
Ag Development Representative
South Dakota Department of Agriculture
Office: 605-773-3649
Chase.McGrath@State.SD.US





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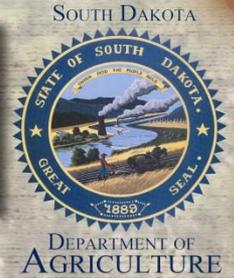
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Agriculture and Disaster Programs



Cooperation In Agriculture



2015 State Tribal Relations Days

February 25-26
Listening Session
Red Rossa , Pierre, SD



2015 State Tribal Relations Day

Craig Schaunaman
State Executive Director

Emergency Disaster Programs
Farm Loan Program

CROP LOSS DISASTER

- 1. NAP – Noninsured Crop Disaster Assistance Program to cover production losses for crops when federal crop insurance is not available.
- 2. TAP – Tree Assistance Program for tree losses.

LIVESTOCK LOSS

For death and feed losses for livestock, farm raised fish, honeybee colonies and hives.

- **3. ELAP – Emergency Assistance** for Livestock, Honeybees, and Farm-Raised Fish Program for livestock death not covered by LIP, for grazing losses not covered by LFP; for farm-raised fish and honeybee death and feed losses.
- **4. LFP – Livestock Forage Disaster Program** – for grazing losses.
- **5. LIP – Livestock Indemnity Program** for livestock deaths.
- **6. CRP – Emergency Haying and Grazing of Conservation Reserve Program** acreage may be authorized to provide relief to livestock producers in areas affected by a severe drought or similar natural disaster.

Damaged Farm Property

- For physical losses to crops, livestock, real estate, real estate improvements, machinery and equipment. Farmland damage including debris removal, repairing of fence and conservation structures, and providing water to livestock.
- **ECP- Emergency Conservation Program** to rehabilitate farmland damaged by natural disasters and for carrying out emergency water conservation measures.

FARM LOANS

Direct Farm Loan (FO)

- **Maximum Loan Amount**
 - \$300,000

Rates and Terms

Rate based on agency borrowing costs (March 2015 3.5%)
Term up to 40 years

Use of Proceeds

Purchase farm
Construct buildings or other capital improvements
Soil and water conservation
Pay closing costs

Direct Farm Ownership (FO) Participation

- At least 50% of loan amount provided by other lenders
 - **Maximum Loan Amount**
 - \$300,000
 - **Rates and Terms**
 - Rate is direct FO rate less 2% with a floor of 2.5% (March 2015 2.5%)
 - Term up to 40 years
- Use of Proceeds**
Same as Direct Farm Ownership

Direct Down Payment Farm Ownership Program

- **Maximum Loan Amount**
 - **The lesser of:**
 - 45% of the purchase price
 - 45% of the appraised value
 - \$300,000
 - **Rates and Terms**
 - Rate is direct FO rate less 4% with a floor of 1.5% (March 2015 1.5%)
 - Term of 20 years
 - Down payment of at least 5%. Balance from another lender or private party approx. 50%
 - **Use of Proceeds**
 - Purchase of farm by a beginning or underserved farmer

Direct Operating (OL)

- **Maximum Loan Amount**
 - \$300,000
 - **Rates and Terms**
 - Rate based on agency borrowing cost(March 2015 2.5%)
 - Terms from 1 to 7 years
 - **Use of Proceeds**
 - Purchase livestock, poultry, equipment, feed, seed, farm chemicals and supplies
 - Soil and water conservation
 - Refinance debts with certain limitations

Direct Operating Microloan (ML)

- Developed to better serve the unique financial operating needs of beginning, niche and the smallest family farm operations.
- Maximum Loan Amount
 - \$50,000
 - **Rates and Terms**
 - Same as Direct OL
 - **Use of Proceeds**
 - Same as Direct OL
 - Simplified Application Process
 - Modified Eligibility and Security Requirements

Guaranteed Operating

- **Maximum Loan Amount**
 - \$1,392,000
 - **Rates and Terms**
 - Rate determined by the lender
 - Term from 1 to 7 years
 - Loan guarantee fee is 1.5%
 - **Use of Proceeds**
 - Same as direct OL
 - Most loans have 90% Guarantee

Guaranteed Farm Ownership

- **Maximum Loan Amount**

- \$1,392,000

- **Rates and Terms**

- Rate determined by the lender

- Term up to 40 years

- Loan guarantee fee is 1.5%

- **Use of Proceeds**

- Same as direct FO except loan may be used to refinance debts.

- Most loans have 90% Guarantee



Questions?



Natural Resources Conservation Service

Jeff Zimprich
State
Conservationist

Natural Resources Conservation Service

- The NRCS offers a diverse array of programs that provide practical conservation for landowners and operators
- Maybe the most important thing NRCS has to offer is our planning assistance.....ideas and advice.



Natural Resources Conservation Service

We work on all Natural Resources

Soil



Air



Water



Energy



Animals



Plants



Natural Resources Conservation Service

Conservation Technical Assistance

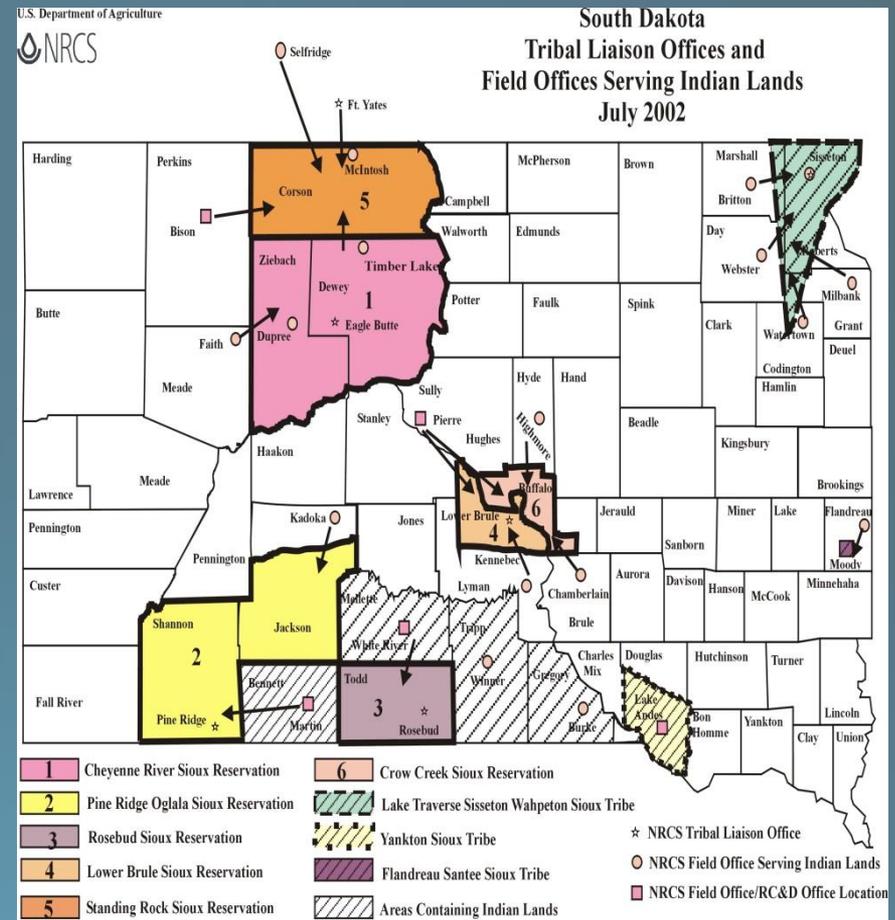
- Work one-on-one with farmers/ranchers on site to develop a conservation plan based on their goals
- Conservation goals are highly individual
- Planning assistance is free
- Does not require participation in financial assistance programs



Natural Resources Conservation Service

NRCS Tribal Liaisons (began 1997)

- Darrel DuVall, Crow Creek/Lower Brule
- David Pesicka, Cheyenne River
- Rhonda Nelson, Flandreau
- Trudy Ecoffey, Pine Ridge
- Mary Scott, Rosebud
- Lorne Aadland, Sisseton
- Wahpeton
- Kelly Tschumper, Yankton





Natural Resources Conservation Service

A Tribal Advisory Committee (a sub-committee to the USDA State Technical Committee) was formed in 2003 and provides technical assistance to the NRCS State Conservationist in identifying and addressing conservation issues and tribal needs on Tribal lands.

Natural Resources Conservation Service

Environmental Quality Incentives Program (EQIP) to Indian Country

1998-2014 \$37,309,966

The Tribal Advisory Committee was instrumental in the development of an EQIP American Indian Earmark Local Evaluation Worksheet in FY 2004 and continues to annually review the effectiveness of the worksheet.



Natural Resources Conservation Service

Special Projects

Tribal Lands Pond
Initiative (\$1,643,928)

Replace dams/ponds
that have failed and are
beyond their original
lifespan.

2013 – \$582,602 (16
contracts)

2014 – \$385,558 (9
contracts)



Natural Resources Conservation Service

Special Projects – 2014 Strikeforce

(\$517,333)

Sisseton Wahpeton Oyate Strikeforce project: New Bison Herd ranch habitat with new fencing, dugouts, and improved pastures.

Loneman Pipeline Strikeforce project: Assist with livestock pipeline that would help the Tribe in providing more water to range units for livestock. Communication between the Oglala Sioux Tribe Land Office, BIA, Rural Water, local producers and the NRCS has been paramount in establishing the protocol, planning and implementation of this project.



Natural Resources Conservation Service

Thank You Questions?

Jeff Zimprich
State Conservationist



South Dakota
USDA Rural Development

Supporting Indian Country



RURAL DEVELOPMENT

Administers 40+ programs to help increase economic opportunity and improve the quality of life for all South Dakotans. USDA-RD can offer the following, and more:

- **Rural Business Programs (RBS)**
- **Rural Single Family Housing Programs (SFH)**
- **Rural Multi Family Housing Programs (MFH)**
- **Rural Utilities and Community Facilities (CP)**

RD Investments in South Dakota Indian Country: 2009-2014

- USDA RD Investments:

• Administrative Funding /Empowerment Zone	\$ 1,036,000
• Business and Coop Programs (RBS)	\$ 5,400,000
• Community Facilities (CF)	\$ 41,900,000
• Water and Wastewater Programs (WEP)	\$ 78,200,000
• Single Family Housing Programs (SFH)	\$ 1,500,000
• Multi Family Housing Programs (MFH)	\$ 20,331,000
• Electric Loan Programs	\$ 41,900,000
• Telecom Programs	<u>\$ 38,200,000</u>
	\$228,467,000



Rural Business & Cooperative Programs

Dana Kleinsasser, Director

- Building financial & business Capital of residents on tribal lands.
- Over half of new jobs created in most rural areas come from small business venture.

RBS Programs

- Business & Industry Guaranteed Loan
- Rural Energy for America Program
- Rural Business Development Grant
- Rural Economic Development Loan/Grant
- Intermediary Relending Program
- Rural Microentrepreneur Assistance Program
- Value-added Producer Grant
- Small-Socially Disadvantaged Producer Grants



United States Department of Agriculture

Rural Energy for America Program (REAP)

“Reduce” Energy Consumption (energy efficiency improvements)

“Produce” Renewable Energy (Purchase renewable energy systems)

Ag Producers or Small Business

Grant - Guaranteed Loan - Combo





Successful Projects

- Since 2009, 1833 farmers and small businesses have received grants
 - 200 in South Dakota since 2006
- Generated 567,000 MWH
- Saved 52,000 tons of greenhouse gases

Wind – Solar - Lighting Upgrades – Dryer Replacement





United States Department of Agriculture

Rural Energy for America Program

(REAP)

DEADLINE:

April 30, 2015 - Grants \$20,000 or less

June 30, 2015 - All others

APPLICATIONS ACCEPTED ANY TIME.



Value-Added Producer Grant (VAPG)

Use of Funding:

Planning: (\$75,000 max) - feasibility studies, marketing plans, business plans for value-added product

Working Capital: (\$200,000 max) - processing costs, marketing, advertising for value-added product



Eligible Applicant

- Independent Producers
- Ag Producer Groups
- Farmer or Rancher Cooperatives
- Majority-Controlled Producer-Based Businesses



Value-Added Producer Grant (VAPG)

What Does Value-Added Mean? Change in physical state., Produced in a manner that enhances the value of the ag commodity, Product segregation, Farm- or ranch-based renewable energy, Locally-produced agricultural food product.

Milk into cheese

Livestock into packaged meat

Producing methane from manure to provide electricity

Corn into biodiesel to generate electricity for farm

Locally grown sweet corn sold at local market

Wheat into flour

Wool into blankets



Value-Added Producer Grant (VAPG)

National Competition on a yearly basis

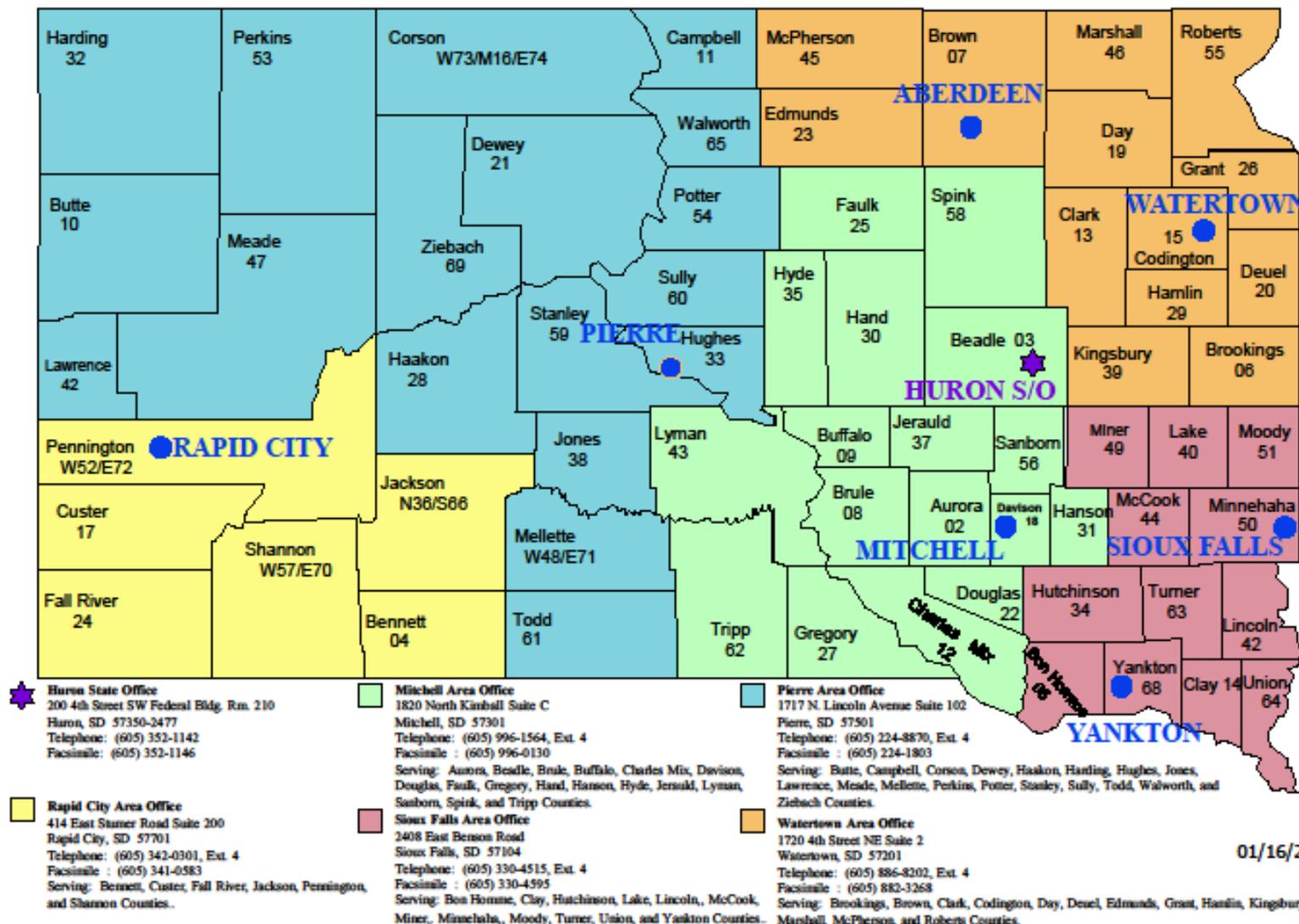
Matching Requirement = 1-to-1 match (50 percent of total project costs) cash or eligible in-kind contributions to be used only for eligible project purposes.

Grant Period = Up to 36 months, depending on project complexity



USDA - RURAL DEVELOPMENT

SOUTH DAKOTA – RURAL BUSINESS SERVICE



01/16/2013



United States Department of Agriculture

South Dakota USDA RURAL DEVELOPMENT

Contact Information:

Dana S. Kleinsasser

Business & Cooperative Programs Director

200 4th St SW Room 210

Huron, SD 57350

Dana.kleinsasser@sd.usda.gov

605-352-1142

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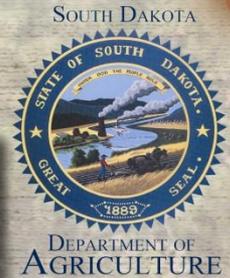
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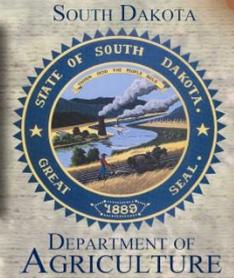
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Value Added Agriculture

A photograph of a herd of bison grazing in a grassy field. In the foreground, a large adult bison is on the right, facing right. Behind it and to the left are several smaller calves. The background shows a line of trees under a bright sky. The image has a slightly faded, vintage appearance with some orange-red decorative elements at the corners.

Opportunities on the Reservations
For **VALUE ADDED** Agriculture

How do you define “Value Added”?

- Wheat to flour
- Grass to meat protein
- Chokecherries to jam
- Bison to meat, clothing, tools, art etc.
- Corn to grain, to meat production
- These are some quick examples.

How about

- Sweet corn
 - Fruits and vegetables
 - Berries
 - Sage
 - Organic or Natural grass fed beef and/or Bison
 - Fish farms
 - Shrimp and/or Prawns
 - Sunflowers for edible seeds or oil
- 
- A photograph of a herd of bison grazing in a field. The bison are brown and have thick fur. They are standing in a grassy field with trees in the background. The image is slightly faded and has a soft focus.

Opportunities are all around us

What's next

- Do a natural resource study of your reservation
- Identify grass lands, crop land, natural resources and native undisturbed plants
- Involve the SD Dept.of Agriculture, USDA, they have great networking resources with others that may desire your product

Bison & Cattle

- Natural grass fed beef
- Organic beef and bison
- Opportunity back grounding and or finishing cattle
- Harvesting plant
- Branding with your OWN label
- Creating your own Identity and Marketing
- Creating employment opportunities

Resources Available

- AG Development
- AG Business Development
- SWOT Analysis
- USDA
- BLM
- BIA
- We are here to help you GROW in South Dakota

For more information contact:

David Skaggs

South Dakota Department of Agriculture

AG Development & Tribal relations

Email: david.skaggs@state.sd.us

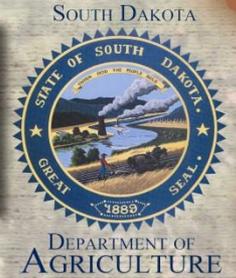
Office: (605) 773 5436

Cell: (605) 280 4837





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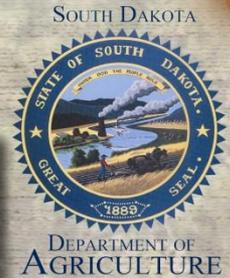


Wildland Fire



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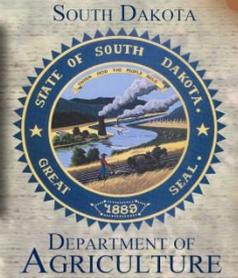
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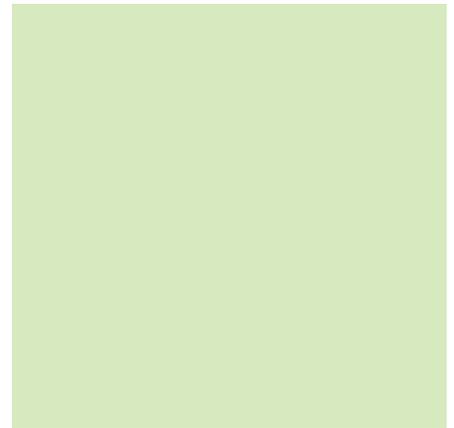
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Cooperation In Agriculture



SDSU Extension



SDSU-Partnerships in Indian Country Outreach

Dr. Barry Dunn, Dean, College of Agriculture
and Biological Sciences
Shawn Burke-Native American Programs
Director

South Dakota State University:



- Three part mission:

- **Teaching**

- American Indian Education and Cultural Center

- American Indian Studies

- Range Management

- Animal Science

- Meat Science

- Entrepreneurship and Ag Business

South Dakota State University:



- Three part mission:

- **Research**

- Tanka Bar

- Range Science

- Precision Ag

- Human nutrition

South Dakota State University:

- Three part mission:
 - **Extension:**
 - 8 Regional Centers
 - iGrow web platform
 - Field specialists
 - FRTEP



The Smith Lever Act - 1914

- Based on progressive recognition of need for outreach to rural areas
- 100 year anniversary in 2014

The Federally Recognized Tribes Extension Program (FRTEP)

- Authorized by 1990 Farm Bill, known as the Extension Indian Reservation Program (EIRP)
- Originally funded at \$1 million with 14 projects in 1991
- 14 years later funded at \$2 million for 28 projects
- Now, at <\$3 million and 36 projects

Why is FRTEP Successful?

- In a word...

TRUST

Why is FRTEP Successful?

- Location/relationships
- History
- Relevance
- Partnerships

Examples of Program Success

- Ecology and Natural Resources Programs
 - Youth Range camps
 - Water Testing
 - Forage Testing
 - Range and Plant ID programs



Examples of Program Success

Rancher outreach

- Stocking Rates
- Beef EPD's
- Ranch Management & Decision Tools

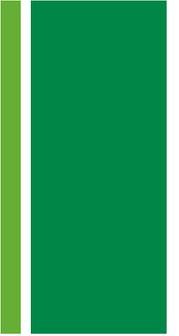


Examples of Program Success

Integrated Food production and food utilization programs

- Beginning and Commercial Gardening
- Fruit crops
- High Tunnels
- Traditional Foods and Nutrition
- Cooking and Food preservation
- Local markets, food sovereignty





What's Happening Across the State?

Partnerships in Producer Training



- Tribal Enterprise planning
- Producer training and support
 - Large Scale and Small Acreages
- Beginning Farmer and Rancher Training Program



* Unorganized tribal lands

Producer Outreach and Enterprise development-



Ag Program Goals:

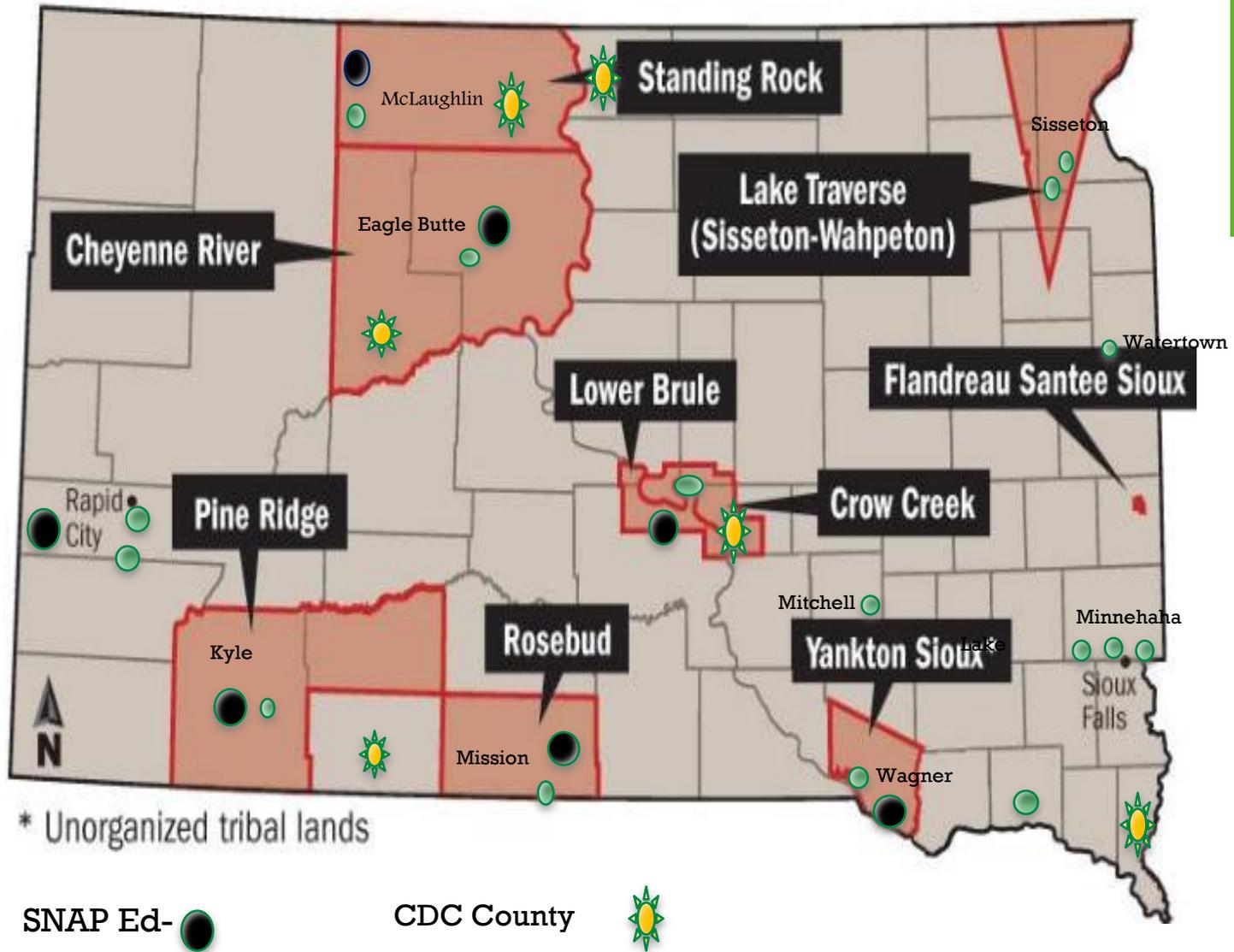
Increased producer capacity in production and marketing, enhanced access to and utilization of local produced foods by individuals and organizations on the target reservations, and increased community engagement through integrated projects and organizational strengthening.

Partnerships in Nutrition and Wellness



■ Healthy Foods, Healthy Communities Program

- More locally produced food
- Increased consumption of healthier food
- Better diet and healthier habits
- Reduced prevalence of obesity and related health concerns



Why is this important? (Diabetes Rate)

- Approximately 9.5% of SD adults have been diagnosed with diabetes.
- Diagnosed diabetes in Native is 24% compared to 7.8% whites in South Dakota
- American Indian populations are 2.3 times more likely to be diagnosed with Type II diabetes than non Hispanics of similar age.
- 35% of adults aged 20 years or older have pre-diabetes.

What are SDSU and partners doing about it?

Components include:

- Nutrition Education for youth, adults and organizations
- Beginning Producer Training, horticulture and livestock
- Food Policy Councils, research and action
- Wellness Coalitions
- Food Hubs, Farm to School Programs



Integrated Food and Wellness Programs



Partnerships in Community Engagement



- Racism Study Circles
- Native Leadership Forum
- Cultural Awareness training for staff and communities
- Local Foods and Wellness Coalitions

Local Foods Coalitions

- What do we do together, to enhance local foods production and utilization?
- How do we do it? (methods, approach)
- When do we do it? (annual plan, long term goals)
- Where do we do it? (enhance demonstration sites, market outlets.
- Who else needs to be involved, and how do we get them involved?
- When's our next meeting?

Wellness Coalitions

- Who's involved with wellness education now?
 - What's their scope of work?
 - Do they already meet as a group?
- How do we get local foods involved with that conversation?
- Where can we start to measure baselines of improved health, through use of locally produced foods?

Beginning Farmer and Rancher Training Program



- Cheyenne River, Pine Ridge, Rosebud Reservations
- December 2014-November 2017

In a nutshell



- This is a 3-year grant specifically for training new ranchers and commercial growers on three reservations. It consists of three tracks; large scale livestock, commercial horticulture and small scale livestock, and introductory gardening.

Training Outcomes



■ Rancher Track

- 30 individuals trained across all three reservations in ranching with mentoring. Beef production, sheep production, other livestock. Content will depend on participants.

Training Outcomes



- **Commercial Horticulture track**
 - 60 individuals (with demonstrated experience) trained in consumer horticulture, with the option of training in small acreage livestock systems, (20 trained on each reservation over the three years.)

Training Outcomes



- 180 Individuals (across all three reservations) trained in as ‘new’ beginners, or home gardeners. Some will join the commercial track in Years 2&3.

Marketing Outcomes

- Improved market availability for local produce and improved local foods utilization.
 - At least one sustained partnership with an institution using the local produce
 - Local produce and meat used in community events,
 - Food safety, handling and preservation training for producers each year,
 - Partnerships on each reservation with existing or new farmers markets.

Community Coalition Outcomes



- Increased community coalition capacity
 - Facilitate agricultural training for collaborative groups on each reservation
 - Assist organizations with planning (including future producer training, local utilization, integrated community efforts towards food use, nutrition, entrepreneurship)

Some iGrow Resources:



- Producer Recommendations:

- <http://igrow.org/livestock/beef/genetic-selection-to-produce-replacement-heifers/>
- <http://igrow.org/livestock/beef/late-bred-cows-and-their-potential-for-additional-revenue/>

- Curricula:

- Other Links:

- <http://igrow.org/livestock/beef/south-dakotas-contribution-to-global-food-security/>

Some iGrow Resources:



- Curricula:

- <http://igrow.org/community-development/local-foods/south-dakota-farmers-market-online-guidebook/>
- <http://igrow.org/up/resources/06-2024-2012.pdf>

- Other Links:

- <http://igrow.org/livestock/beef/south-dakotas-contribution-to-global-food-security/>

Some iGrow Resources:



■ Other Links:

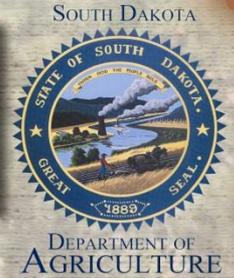
- <http://igrow.org/livestock/beef/south-dakotas-contribution-to-global-food-security/>
- <http://igrow.org/community-development/communities/motivating-your-team/>
- <http://igrow.org/community-development/communities/disaster-preparedness-resources-for-communities/>

Questions?





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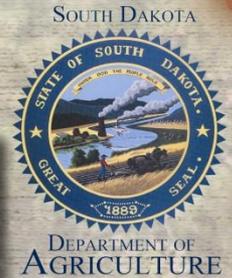
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