



# Williams County Soil Conservation District

## February 2023

### Ranching For Profit Workshop

75 people participated in the Ranching for Profit workshop held on January 11-12, 2023 at the Williston Research Extension. Hosted by the Williams County Soil Conservation District, the workshop provided ranchers with some of the tools needed to start improving their land and creating profitable businesses that can be in families for generations to come. Sponsors of the event included the Williams County Soil Conservation District along with the Soil Conservation Districts in Divide & Burke County, Agassiz Seed, and Natural Resource Trust.



Instructor for the workshop was Dave Pratt who covered the topics of Economics & Finance and People & Management. Dave began working with Stan Parsons, the founder of Ranch Management Consultants in 1991. He started teaching the Ranching for Profit School in 1992. When Stan retired in 2001, Dave and his wife Kathy, bought RMC. In 2019 after many successful years they sold the company to Dallas Mount but Dave continues teaching and is one of the most sought-after speakers on sustainable agriculture and profitable ranching in the world today. On the first day of the workshop, Dave talked extensively about the Ranching for Profit Economic model. Economics answers the question of should you do something and is it profitable after assessing a full cost of all resources used in the enterprise. Finance answers the question of can you afford to do it. On the second day of the workshop, Dave addressed people and management. This provided some food for thought on family employment and bringing family members back into the operation along with ranch succession and estate planning considerations.



The Ranching for Profit program is designed to help you find the breakthroughs that will improve the health and productivity of your ranch, the profitability of your business and the quality of your life. To learn more about the Ranching for Profit program, visit their website at [www.ranchmanagement.com](http://www.ranchmanagement.com). A second Ranching for Profit workshop will be held on February 7-8, 2023 at the Mountrail County South Complex in Stanley. Hosted jointly by the Mountrail County Ag Agency, Ag Improvement Association and Soil Conservation District, the workshop will run from 10:00 am to 4:30

pm both days. Instruction for the workshop will be Dallas Mount covering the topics of Grazing & Ecology and Real World Financial Scenarios.

Dallas Mount is the current owner of Ranch Management Consultants. Dallas has led RMC since 2019 and worked with hundreds of ranchers across the US, Canada and Australia to position their business for economic profit and ecological health. After working with University of Wyoming Extension for 18 years, Dallas started teaching the Ranching For Profit School in 2012. Dallas, along with his wife Dixie, also own and manage a grazing operation near Wheatland, WY. Registration fee for the Stanley workshop is \$30 per person which covers lunch both days. Those interested in attending are asked to pre-register for the workshop. To pre-register, you can contact the Mountrail County SCD at 701-628-2151 Ext. 3, the Mountrail County Ag Agency at 701-628-2835 or the Burke County SCD at 701-377-2831 Ext 3.



## District Staff:

District Manager: Molly Jugovic

Equipment Manager: David Telck

Soil Health & Cropping System Specialist: Keith Brown

District Technician: Christy Sperling

District Technician: Isabella Sferra



## NRCS Staff:

District Conservationist: Malinda Ferguson

## **Board Members**

Amber Anderson - Williston

Donald Anderson - Ray

TJ Halverson—Tioga

Evan Whiteford - Epping

Blake Wheeler - Ray

## District Services & Price List:

Machine Planting: (Includes Trees - Min. 1500ft)	\$35.00/hundred ft.
Machine Planting with Weed Barrier (Includes Trees — Min. 1500ft)	\$100.00/hundred ft.
Handplant Replacement Service (Includes Trees)	\$4.00-5.00 Per Handplant
Fabric: 6' x 300' Roll	\$125.00
Fabric: 6' x 500' Roll	\$175.00
Staples Individual	\$0.17 Each
Staples Box (500)	\$85.00
Casoron Application: (Fall)	\$18.00/hundred ft.
Plantskydd 1lb. Box	\$27.95 Plus Tax
Plantskydd 1lb granular	\$10.95 Plus Tax
Poly-Pipe 1.5 inch	Call for Pricing/Availability
1 1/2 inch compression fittings available in limited supplies for poly-pipe	

## Rental Equipment:

Shallow Pipeline Plow	\$0.25/ft
6 ft Frontier Drill	\$100.00/Day
10 ft Truax Drill: (Min. 10 Acres)	\$12.50/Acre
15ft John Deere Drill	\$15.00/Acre
Custom Seeding: 30 ft Drill (Min. 40 Acres)	\$21.00/Acre
Post Pounder	\$200/Day
Tree Site Prep Service (Min. 2 hrs.)	\$75/hr.

## New To the Team:

My name is Christy Sperling and I am the new Soil Conservation Technician for Williams County. I graduated high school in Williston, ND and did my first two years of college at Williston State before transferring to NDSU to complete my degrees in Animal and Equine Sciences in May of 2016.

I was born and raised on a small farm in Williston, ND. In the summer of 2016, I worked at the NDSU Central Grasslands Research Extension Center, which is one of the largest cattle grazing research sites in the state of North Dakota. I got to work with veterinarians studying new Ovsynch protocols and new vaccination equipment and protocols; while also tasked in performing the everyday maintenance and animal care for the herd. In the summers of 2017 and 2018 I worked for the Crazy Mountain Ranch in central Montana as a wrangler. I took guests out on horseback through the ranch and maintained a herd of over 50 horses and 5 wagon team draft horses. During the rest of the week we would work cattle and help out the ranch crew fixing/building fences, branding, and moving cows on horseback to different pastures on the 18,000 acre ranch. In the fall of 2018, I moved back to Williston and went to work for the Williston Research and Extension Center where I was the technician for the dryland research study trials. I planted, harvested, and processed data on multiple cereal grains and broadleaf crops for compatibility in the region. While working with a variety of researchers and private companies to provide data for producers in North Western North Dakota.

In my free time I have a small herd of commercial cattle that I raise and a flock of 100+ chickens (egg lady by my friends) that keeps me busy. I am looking forward to my new position working for the Williams County Soil Conservation District and working with the farmers and ranchers in region.



My name is Isabella Sferra, and I am a new technician with the Williams County Soil Conservation District. I was born in Rome, Italy and raised in San Diego, and graduated from Scripps Ranch High School. I earned my bachelor's degree in conservation-focused biology, along with political science from Grinnell College in 2022. While at Grinnell, I worked in the college's herbarium and its prairie preserve, the Conrad Environmental Research Area, where I helped with land management and prairie restoration. My first job outside of college was in invasive plant removal and habitat restoration in Cuyahoga Valley National Park in Northeast Ohio. I also participated in butterfly and deer surveys. I enjoy bird watching, gardening, and learning more about native plants and ecology. I am excited to begin helping local landowners and farmers in Williams County.

# 2022 Annual Report

## January:

Election of board of supervisors  
Deposit letters sent out for tree plantings  
Hosted Carbon Workshop  
District cost share  
3rd grade kids programs  
1st Quarter newsletter sent out

Mill Levy submitted to the auditors office

## July:

Hosted Ladies Ag Night event  
Cohosted Farm to Table event with Williston Area Chamber of Commerce  
Snow pusher purchased

## August:

2nd round Outdoor Heritage Applications submitted  
Tree plans started for 2023  
3rd Quarter newsletter sent out  
Soil Health and Cropping System Tour  
Water sample on Blacktail Dam

## February:

3rd grade kids program continued  
1st grade kids programs started  
New printer arrived at tree shed

## March:

Staff attended Tree Promotion  
Finish up with both 3rd grade and 1st grade programs  
First round of Outdoor Heritage Applications submitted

## September:

Tree plans and site visits continue for 2023  
Hosted Eco-Ed for all county 6th graders  
2nd water sample taken at Blacktail Dam

## April:

Began staking tree sites  
Pick up trees from Lincoln Oakes Nursery  
2nd Quarter newsletter mailed out  
Set up booth at Home and Garden Show  
2017 F250 XL Pick-up purchased

## October:

Fall Site Preps  
Promotional gear ordered  
4th Quarter newsletter sent out  
Tree deposit letters sent out

## May:

Staff began tree plantings  
Cover crop trails seeded  
David running custom seeding program  
1st year of handplant service started  
Picked up trees for Towner Nursery

## November:

Hosted District Banquet  
Staff and board members attended State Convention  
Tree deposit letters mailed

## June:

Fabric application started for the crew  
Handplant service continued  
Surplus tree sale  
15ft John Deere Drill purchased

## December:

Mail postcards for Ranching for Profit Workshop  
Isabella Sferra hired as new technician  
Christy Sperling hired as new technician

## Custom Seeding Program

**\$21.00 an acre**



**Min. 40 acres &  
Max. 160 acres**

Spring will be here before we know it. Whether you lack the time, equipment, or man power contact the district for your conservation seeding needs. Our office can provide you with seeding recommendations that will fit your operation needs. We are able to take care of your cover crop or grass seeding needs with our 30ft no till drill. Requirements include: a map of the area you want seeded, copy of the seed tags, and our custom seeding sheet signed. Acres are currently booked in the Northwest Central and Eastern parts of the County. Get on the list asap to guarantee you a spot and a quicker seeding time; weather dependent. Stop in or give David a call before our slots fill up!

David Cell: 719-429-3333

## Pipe Line Plow

**What is a shallow pipeline and what are the benefits? Shallow pipelines usually consist of HDPE poly pipe that is buried within 2 feet of the soil surface. This means that it is not below the frost line and can still freeze in the winter time if not properly winterized. These poly lines can be installed using a shallow pipeline plow that causes very minimal soil disturbance. These systems can still get a vacuum lock with high spots on occasion, but usually are very easy to install and maintain.**

**These pipeline systems can help enable a rotational grazing system and provide improved grazing distribution and utilization of pastures. A study done in Saskatchewan, identified a 9-10% increase in weight gain on calves drinking from water pumped into a tank versus drinking from a dugout. (Nobel Research Institute).**

**The Williams County Soil Conservation District has a shallow pipeline plow for rent, 1.5 inch poly pipe, as well as compression fittings on hand.**



**Plow Rental: \$0.25/foot**

**1.5" Poly-Pipe available at .90 cents/foot while supplies last**

**1.5 inch compression fittings**

**Pipe Fuser is available when plow is rented**

**Contact David for any assistance!**

# Now Hiring!!!

## Williams County Soil Conservation District

### Part-Time Office Clerk



- ◆ QuickBooks experience is a must!
- ◆ Basic computer skills and Microsoft office programs
- ◆ Oversee financials, keeping accurate books, accounts payable/receivable, payroll, and daily financial entries and reconciliations.
- ◆ Comply with federal, state, and local legal requirements: filing reports, audits, and year end
- ◆ Basic HR duties: new hire documents, compliance, insurance, retirement, and workers comp
- ◆ Website and social media updates would be a plus
- ◆ Flexibility with working remotely and operating hours. Position is available until filled.

For a complete job description and application please contact the office:

1106 West 2nd Street Williston, ND 58801 - Phone Number: 701-774-2319

Or email: [wms.co.scdtreeequipoutlet@gmail.com](mailto:wms.co.scdtreeequipoutlet@gmail.com)

Williams County Soil Conservation District is an equal opportunity employer



Conservation Cost Share Application  
Williams County Soil Conservation District  
2023

Williams County Soil Conservation District  
1106 W 2<sup>nd</sup> Street  
Williston, ND 58801  
701-774-2319

Williams County Soil Conservation District  
Cost Share Program Application

- Wells
- Pipelines
- Tanks
- Fences
- Grass seeding
- Erosion control
- Soil health
- Wind breaks
- Gated pipe
- Cover crops
- Any other conservation practice that enhances the Natural Resources in Williams County



The District is pleased to announce that we are now accepting applications for 2023. This program will help to cover costs associated with conservation practices such as fencing, cover crops, grass seedings, shallow pipeline, tanks, etc. just to name a few.

One example where this program might fit into your operation is cover crops. Not fully on board with cover crops, this program allows you to try them on a small scale and not be locked into a huge contract.

All applications are reviewed by the Williams County Soil Conservation District Board at their monthly meetings and once approved the applicant has one year to complete the project from the date of approval. The maximum amount per contract is \$5,000 and is based off of NRCS payment rates.

The max number of contracts allowed per person is two in a ten year period.

If you have any questions, feel free to call the office. We are looking forward to working with you on your conservation planning needed. The applications can be obtained at our office, Facebook Page, and Website ([wmscoscd.com](http://wmscoscd.com)).

Williams County Soil Conservation District

NO. \_\_\_\_\_

1106 W 2nd Street Williston, ND 58801 Phone: 701-572-6729 Ext 3

Tree Shed Phone: 701-774-2319

Name: \_\_\_\_\_ Phone Number: \_\_\_\_\_

Address: \_\_\_\_\_

<input type="checkbox"/> Almond (Russian)	<input type="checkbox"/> Juneberry
<input type="checkbox"/> Apricot (Hardy)	<input type="checkbox"/> Lilac (Common)
<input type="checkbox"/> Ash (Green)	<input type="checkbox"/> Lilac (Pekin)
<input type="checkbox"/> Aspen Quaking	<input type="checkbox"/> Lilac (Villosa)
<input type="checkbox"/> Black Walnut	<input type="checkbox"/> Linden (American)
<input type="checkbox"/> Buffaloberry	<input type="checkbox"/> Maple (Amur)
<input type="checkbox"/> Caragana	<input type="checkbox"/> Maple (Silver)
<input type="checkbox"/> Cherry (Sand)	<input type="checkbox"/> Nannyberry
<input type="checkbox"/> <del>Chokecherry (Amur)</del>	<input type="checkbox"/> Oak (Bur)
<input type="checkbox"/> Chokecherry (Common)	<input type="checkbox"/> Olive (Russian) cannot be taken across state line
<input type="checkbox"/> Cherry (Nanking)	<input type="checkbox"/> Pear (Ussurian)
<input type="checkbox"/> Chokecherry (Schubert)	<input type="checkbox"/> Plum (American)
<input type="checkbox"/> Cotoneaster (Peking)	<input type="checkbox"/> Poplar (Hybrid)
<input type="checkbox"/> Cottonwood (Native)	<input type="checkbox"/> <del>Rose (Hanson)</del>
<input type="checkbox"/> Cottonwood (Siouxland)	<input type="checkbox"/> <del>Silverberry</del>
<input type="checkbox"/> <del>Cottonwood (Silver)</del>	<input type="checkbox"/> Sumac (Skunk bush)
<input type="checkbox"/> Red Splendor Crabapple	<input type="checkbox"/> Willow (Golden)
<input type="checkbox"/> Crabapple (Midwest)	<input type="checkbox"/> Willow (Laurel)
<input type="checkbox"/> Crabapple (Siberian)	<input type="checkbox"/> Ponderosa Pine
<input type="checkbox"/> Currant (Black)	<input type="checkbox"/> Scotch Pine
<input type="checkbox"/> Dogwood (Redosier)	<input type="checkbox"/> Black Hills Spruce
<input type="checkbox"/> Elm Siberian	<input type="checkbox"/> Colorado Blue Spruce
<input type="checkbox"/> Grapevine (Riverbank)	<input type="checkbox"/> Juniper
<input type="checkbox"/> Hackberry	<input type="checkbox"/> Redcedar
<input type="checkbox"/> Hawthorne (Arnold)	<input type="checkbox"/> Caroline Raspberry \$5.50 each
<input type="checkbox"/> Tatarian Honeysuckle	<input type="checkbox"/> Killarney Raspberry \$5.50 each

All services and programs are offered on a non-discriminatory basis. The USDA is an equal opportunity provider and employer.

For any special variety or size requests please contact the office

We are still accepting handplant orders. Trees are becoming more limited with each day. Please turn in orders as soon as possible. Please provide payment at time of ordering or mail in handplant sheets and we will invoice them out. All tree orders must be paid for upfront before trees will be ordered.

### Plantskydd Products

- \_\_\_\_\_ Plantskydd 1 lb. Powder \$27.95 Plus Tax
- \_\_\_\_\_ Plantskydd 1 qt. Pre-Mix \$19.95 Plus Tax
- \_\_\_\_\_ Plantskydd 1.3 Gal Refill Jug \$57.95 Plus Tax
- \_\_\_\_\_ Plantskydd 1 lb. Granular \$10.95 Plus Tax
- \_\_\_\_\_ Plantskydd 3.5 lb. Granular Shaker \$27.95 Plus Tax
- \_\_\_\_\_ Plantskydd 20 lb. Granular Bag \$112.95 Plus Tax

### Fabric & Staple Products

- \_\_\_\_\_ Fabric Roll \$125.00 (6' x 300')
- \_\_\_\_\_ Fabric Roll \$175.00 (6' x 500')
- \_\_\_\_\_ Fabric Partials 0.40 cents/foot
- \_\_\_\_\_ Staples \$85.00 (Box 500)
- \_\_\_\_\_ Individual Staples \$.17 cents

### Tree Pricing & Services

Hand Plants	\$2.50 Each
Machine Planting (Includes trees)	\$35.00/100ft. (Minimum 1500 ft.)
Machine Planting w/ Fabric (Includes trees)	\$100/100ft. (Minimum 1500 ft.)
Application of Casoron	\$18.00/100ft. (Minimum 1500 ft.)
Tree Site Prep	\$75/hr. (Minimum 2hrs.

\_\_\_\_\_ # of Trees Ordered

\_\_\_\_\_ Subtotal (\$2.50 Each) (Do not pay using this sheet if for Handplant Service)

(Agricultural producers purchasing trees or trees being used for a conservation purpose are not subject to sales tax. Please check and sign below)

SIGNATURE: \_\_\_\_\_

\_\_\_\_\_ 6 % Sales Tax



\_\_\_\_\_ Total Sale

Please make all checks out to Williams County SCD and mail checks to the office

1106 West 2nd Street Williston, ND 58801

No guarantee on any trees purchased from Williams County SCD



## Williams County Soil Conservation District Handplant Replacement Service Agreement

\*\*The Handplant Replacement Service is **ONLY** available to producers who had the site previously machine planted by the District\*\*

This agreement is entered into between the Williams County Soil Conservation District ("District") and

**Name:** \_\_\_\_\_ ("Cooperator")

**Address:** \_\_\_\_\_

**Phone Number:** \_\_\_\_\_ **Cell Phone Number:** \_\_\_\_\_

**Legal Description or Physical Address:** \_\_\_\_\_

**Fall Tree Count:** \_\_\_\_\_ **Spring Tree Count:** \_\_\_\_\_ **Total Tree Count:** \_\_\_\_\_

Price for handplanting tree (Tree included) ..... **\$4.00**

**Additional Service:** Price for water (per tree) ..... **\$.50**

**Additional Service:** Price for pulling debris (per tree) ..... **\$.50**

\*\*\* **Minimum 30 trees per site is required**\*\*\*

We still have room on our  
handplant service. Get sheets  
turned in asap!

**Cooperator Agrees:**

1. To pull dead trees from the site in the Fall prior to the planting season.
2. To remove any debris from tree openings that are going to be replaced. If not, an extra fee will be charged. **District will not remove any dead trees that are more than 2ft in height. This is the responsibility of the producer!**
3. To complete the tree count of each variety in the Fall and enter it onto the Tree Order Form.
4. To sign the agreement and submit the Tree Order Form with payment before the order will be placed. Payment for the service is due 30 days after the billing date. Interest will be added after 30 days.
5. A spring tree count is completed at the discretion of the cooperator for trees that may have died over the winter. The District will try and accommodate the excess tree count and order accordingly, but subject to availability.
6. That if site conditions aren't ideal, then the District has the right to charge a fee or decline the service.
7. To inform the District Office of any delays due to weather.
8. The District will try to provide cooperatives with notice before tentatively planting. If the cooperator isn't ready for whatever reason, there will be no guarantees that it will be completed.
9. To mark the opening for new tree with a flag or spray paint spot on the fabric.

~The Cooperator shall indemnify and hold harmless the District and its officers, agents, and employees from any and all liability or claims in connection with this agreement or the materials subject to this agreement, including, but not limited to, the selection, delivery, or use of such materials.

~The district retains the right to decline the Handplant Replacement Service on any site due to adverse conditions, as interpreted by the District personnel, that may limit proper planting (garbage, weeds, or residue, etc.). It is the cooperators responsibility to provide site conditions suitable for planting.

I fully understand and agree to the above policies of the Williams County Soil Conservation District.

District Signature /Date

Cooperator Signature /Date

\*\*The Williams County SCD reserves the right to refuse service to anyone\*\*

Conservation, Development, Self-Government. All programs and services of the District are offered on a non-discriminatory basis, without regard to race, color, national origin, sex, age, marital status, or handicap.



Williams County Soil Conservation District  
1106 W 2nd Street  
Williston, ND 58801  
Phone: 701-774-2319

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US POSTAGE PAID  
PERMIT #94  
WILLISTON, ND 58801

RETURN SERVICE REQUESTED

**Sponsor for the February newsletter:**

**HYDROVANT.**

**Reduce Farm Input Costs for 2023**

**Powerful Pesticide Protection**

**Growers can now achieve optimal spray results using lower labeled rates of crop protection inputs, no matter the weather conditions.**

[aerospraying.com](http://aerospraying.com)

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Since 1948