

Sedillo Cattle Association

Pueblo of Laguna



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SEDILLO CATTLE ASSOCIATION

The Association is one of 7 livestock associations on the Laguna Reservation. Each association was established by order of the Tribal Council and each was required to formulate and approve a set of by-laws and articles of association. The original by-laws for Sedillo were developed and approved in 1962 with revisions in 1993 and 2008. Each association falls under the tribal Grazing Ordinance that was created in 1992 with revisions in 1994, 1997, 2004, 2009 and 2018. The new ordinance will be referred to as the Rangeland Code and is administered by the Environmental and Natural Resources Department.

ORGANIZATION AND OPERATIONS



The Association is governed by a board of directors or Officers. These are elected from the membership every 2 years at a meeting called for that purpose. The Officers are responsible for formulating and implementing a yearly management plan that includes:

- × Budgeting
- × Work schedule
- × Purchasing
- × Funding sources
- × Sales
- × Interaction with other entities
- × Infrastructure
- × Planning

CONT.

All work is performed as a group on a cooperative basis and members that fail to participate without good cause are assessed a \$50 a day fine. The tribe also assesses an annual grazing fee that is placed in a fund called a Range Improvement Fund. The associations are eligible to draw down on this fund on a yearly basis or let it stay in the fund until needed. The selling of the livestock is also done as a group so that the association can collect all fees and fines with the remainder going to the individual members.

TRIBAL SERVICES

Public Works department provides:

- × Road maintenance**
- × Construction and repair of dirt tanks**
- × Any project that requires the use of heavy equipment**

Public Safety department provides:

- × Law enforcement**
- × Livestock inspections**
- × Grazing Ordinance enforcement**

CONT.

Environmental and Natural Resources department provides:

- × Range monitoring**
- × Windmill repair**
- × Minor earth work and trenching**
- × Training and technical support**
- × Grazing Ordinance administration**
- × Record keeping**

TOP 7 THINGS CONSUMERS LOOK FOR WHEN PURCHASING BEEF

- 1) Taste
- 2) Safety
- 3) Price
- 4) Nutrition
- 5) Convenience
- 6) Consistency
- 7) Tenderness



MARKETING OPTIONS

Advantages and Disadvantages:

1. Local Auction
2. Video Market
3. Private Treaty

LOCAL AUCTIONS

Advantages:

- ✘ Location is within reasonable traveling distance.
- ✘ Open on a regular basis, usually every Friday or Saturday.
- ✘ Wide variety.
- ✘ Many buyers/sellers.
- ✘ Payment within a short time period.
- ✘ Will sell anything.
- ✘ Ideal for small lots

Disadvantages:

- ✘ Transportation costs come out of your pocket.
- ✘ Total fees charged to you:
 - 1) Commission – 3 %
 - 2) Yardage
 - 3) Feed
 - 4) Brand Inspection
 - 5) Beef Council
 - 6) Vet Inspection
- ✘ Co-mingling of sick and healthy animals.
- ✘ Local buyers/sellers.

VIDEO AUCTIONS

Advantages:

- ✘ Many buyers/sellers. Sales are conducted through satellite or the internet.
- ✘ You set terms and conditions of sale.
- ✘ You can accept or decline the bids.
- ✘ Forward contracting is accepted.
- ✘ Payment is guaranteed.
- ✘ The representative is working for you. Let him/her sell your cattle.
- ✘ Transportation is not your problem.
- ✘ Good for large lots, preferably semi-truck loads.

CONT:

Disadvantages:

- ✘ Commission charge between 3 and 4 %.
- ✘ Freight adjustment for light or partial loads.
- ✘ Not practical for small lots.
- ✘ Representative can and will sort for size.
- ✘ Check receiving state health requirements for importing cattle.

PRIVATE TREATY

- ✘ Negotiate terms and conditions.
- ✘ No fees.
- ✘ Buyer arranges for transportation.
- ✘ Forward contracting is acceptable.
- ✘ Some buyers will accept cull cows.
- ✘ You do the legwork.
- ✘ Banking/method of payment
- ✘ Check receiving state health requirements for importing cattle.

MAJOR CHANGES

Under the revised Rangeland Code, all associations will be required to reform and become business entities. If this is the route you chose here is some useful information.

The US Small Business Administration offers a 10-step process to starting a business:

1. Write a business plan
2. Get business assistance and training
3. Chose a business location
4. Finance your business (government backed loans; venture capital; grants)
5. Determine the legal structure of your business (LLC; non-profit; cooperative; etc.)

CONT.

- 6. Register your business name (learn which tax ID you'll need to obtain from the IRS and State; establish DUNS number; register in SAMS)**
- 7. Register for State and local taxes.**
- 8. Obtain business licenses and permits**
- 9. Understand employer responsibilities (learn legal steps to hire employees)**
- 10. Find local assistance**

RESOURCES

- × **US Small Business Administration**
- × www.sba.gov/starting-business
- × **Agricultural Marketing Resource Center**
- × www.agmrc.org/business-development
- × **First Nations Development Institute**
- × www.firstnations.org/knowledge-center/foods-health/biz-of-indian-ag
- × **New Mexico Cattlegrowers Association 505-247-0584**
- × www.nmagriculture.org
- × **State of New Mexico Regulation and Licensing Department**