

**JUNE 26-27, 2014**

**THE LODGE AT DEADWOOD IN DEADWOOD, SD**





June 27, 2014

Dear Friends of Agriculture,

Welcome to the fifth annual Governor's Agricultural Summit! In 2012, agriculture employed 1 in every 5 South Dakotans and continues to be our state's number one industry generating \$25.6 billion in economic activity.

Our farmers and ranchers have a pride and passion for their work. To you, it's not a job. It's a way of life. Agriculture is a part of our heritage and it serves as the foundation of the values that we pass from generation to generation - values like hard work, honesty, and courage.

This year's Ag Summit is centered on the policies and topics that regularly impact you and your livelihood. Secretary Lucas Lentsch will give us an overview of the industry in his "State of Agriculture Address." You'll learn more about the Farm Bill and regulatory issues. You'll also hear from a panel on transportation infrastructure.

I'm glad you could be here, and I hope you enjoy your time at the summit. With your help, our agriculture industry will continue to thrive in South Dakota.

Best Regards,

A handwritten signature in blue ink that reads "Dennis Daugaard". The signature is fluid and cursive, written on a light-colored, wood-grain textured background.

Dennis Daugaard

# AGENDA

## Thursday, June 26

- 8:30am–4:30pm Registration**.....*Foyer Area*
- 11:00am–4:30pm Black Hills Ag Tour**.....*Hotel Lobby*  
Meet in hotel lobby at 10:45 a.m. Bus will depart promptly at 11:00 a.m. Box lunch will be provided on the bus.  
This tour will highlight the following special projects of the SD Department of Agriculture:
- Wildland Fire Demonstration
  - Mountain Pine Beetle Identify, Marking, & Treatment Demonstration
  - Belle Joli Wine Tour – Wine Tasting
- 5:00pm–7:00pm Secretary’s Reception**.....*Pine Crest B*  
Hors d’oeuvres and cash bar

## Friday, June 27

- 7:00am–8:00am Registration, Breakfast Buffet, & Networking**.....*Foyer Area / Pine Crest B*
- 8:15am–9:00am Welcome & the State of Agriculture Address**.....*Pine Crest C & D*  
Secretary Lucas Lentsch
- 9:00am–9:30am Session 1**.....*Pine Crest C & D*  
**Farm Bill Update: What Choices Will You Make**  
Michael Scuse, Under Secretary for Farm and Foreign Agricultural Services, U.S. Department of Agriculture
- 9:30am–10:00am Networking Break**.....*Foyer Area*

# AGENDA

## Friday, June 27

- 10:00am–11:30am Session 2**.....*Pine Crest C & D*  
**Keys to Agricultural Development: Roads, Rails, & Rivers**  
Senator **Mike Vehle**, Chairman, South Dakota Senate Transportation Committee  
**Mike Steenhoek**, Executive Director, Soy Transportation Coalition  
**Jim Schmidt**, Commissioner for Lincoln County
- 11:30am–1:00pm Governor's Ag Ambassador Award Luncheon**.....*Pine Crest B*  
Governor **Dennis Daugaard**
- 1:15pm–2:30pm Session 3**.....*Pine Crest C & D*  
**Environmental & Regulatory Issues Forum**  
**Jeff Zimprich**, State Conservationist for Natural Resources Conservation Service  
**Michael Formica**, Chief Environmental Counsel at National Pork Producers Council  
**Mike Naig**, Deputy Secretary, Iowa Department of Agriculture and Land Stewardship
- 2:30pm–3:00pm Networking Break**.....*Foyer Area*
- 3:00pm–4:30pm Session 4**.....*Pine Crest C & D*  
**What's ahead for South Dakota Agriculture?**  
**Brent Gloy**, Professor of Agricultural Economics, Purdue University  
**John Blanchfield**, Senior Vice President of American Bankers Association  
Closing remarks by **Secretary Lentsch**



South Dakota Secretary of Agriculture  
**LUCAS LENTSCH**

**South Dakota Secretary of Agriculture Lucas Lentsch's** upbringing rooted him to a state and industry he is committed to serving.

At the time of his appointment by Governor Dennis Daugaard, he was a financial advisor for Reinke Gray Wealth Management. Prior to that, he served as Director of Agricultural Development for the State of South Dakota from 2011-2012.

Lentsch spent over 10 years in business and community development in northeastern South Dakota. During that time, he created, built and sold his own company. He was a founding member and chairperson of Glacial Lakes Area Development (GLAD), a community non-profit organization.

Lentsch graduated from South Dakota State University with a Bachelor of Science in Agriculture. He credits his work ethic and financial responsibility to his parents who worked and saved in order to create and build a family dairy farm in South Dakota.

Lentsch believes the growing global economy and the world's need for food drives the conversation for agriculture in South Dakota. He aims to represent all of agriculture by encouraging farmers and ranchers to think of the state office as "their" South Dakota Department of Agriculture.

Secretary Lentsch and his wife, Laura, reside in Pierre, S.D., with their four children, Austin, Claire, Shane and Kate.



Deputy Secretary, South Dakota Department of Agriculture

**TRUDY WASTWEET**

## Master of Ceremonies

**Trudy Wastweet** joined the South Dakota Department of Agriculture as Deputy Secretary in September 2013.

A South Dakota native, Trudy graduated from Lake Preston High School and earned her Bachelor of Science in Agriculture Education from South Dakota State University. She has been active in the agriculture community, serving on the Minnesota Ag in the Classroom Board of Directors and on the Legacy Committee of the Agriculture Future of America Alliance. Trudy recently received the prestigious McCloy Fellowship in Agriculture from the American Council on Germany.

Trudy previously served as national policy advisor for the Iowa Farm Bureau Federation, where she implemented policy with Iowa's Congressional delegation and aided Farm Bureau members with policy development. She previously worked in the livestock industry as assistant executive director for the Minnesota Pork Producers Association.

# STATE OF AGRICULTURE ADDRESS

Agriculture is South Dakota's biggest industry – and Secretary Lentsch will discuss the state's achievements, challenges and success stories in this opening "State of Agriculture" address.

During the past year, South Dakota agriculture has faced a variety of challenges including grain shipping delays, ice storms and blizzards. Opportunities have also been abundant with record setting crops, the Farm Bill being enacted, and continued dairy and livestock development.

## Rail Bottleneck for Grain, Ethanol Shippers

–Sioux Falls Argus Leader



Bumper corn, soybean and wheat crops last year, expansion of North Dakota's Bakken oil field, and a long, cold winter that affected the size and speed of the trains railroads could operate have joined to create a persistent bottleneck in rail shipping of ethanol and grain.

## South Dakota Farmers Produce Record Corn Crop

–AP News



Crop production in South Dakota last year was up significantly over the previous year and includes a record amount of corn.

The National Agricultural Statistics Service

## South Dakota Wants More Dairies

–AgWeb

## Thousands' of Cattle, Sheep Among Livestock Lost in Record Storm

–Black Hills Pioneer

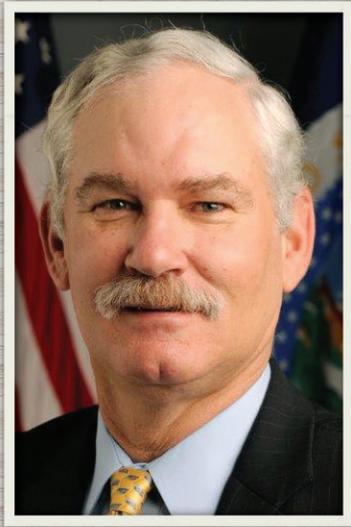
## President Obama signs 2014 Farm Bill into Law

–[www.farmpolicy.com](http://www.farmpolicy.com)

# SESSION 1

## Farm Bill Update: What Choices Will You Make?

*Implementation of the Agricultural Act of 2014 is well underway, but producers still have enrollment options to consider in commodity programs, conservation services, and other programs. Under Secretary Scuse will review key features of the new farm bill and highlight provisions that will assist South Dakota farmers and ranchers.*



### **Michael T. Scuse**

Prior to this position, Scuse served as Deputy Under Secretary for the FFAS mission area from 2009 to 2011 with primary responsibility over our domestic programs (Farm Services Agency and Risk Management Agency). Before joining USDA, Scuse was Secretary of Agriculture for Delaware from May 2001 until September 2008, when Governor Ruth Ann Minner (D) named him as her chief of staff.

From 1996 to 2001, Scuse served as both chairman of the Kent County (Delaware) Regional Planning Commission and chairman of USDA's FSA State Committee. Before that, he was Kent County Recorder of Deeds. In addition to serving as NASDA vice president while agriculture secretary, Scuse was also president of the Northeast Association of State Departments of Agriculture. He lives in Smyrna, Delaware, with his wife Patrice.



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## SESSION 2

### **Keys to Agricultural Development: Roads, Rails and Rivers**

**Senator Mike Vehle**, Chairman, South Dakota Senate Transportation Committee

**Mike Steenhoek**, Executive Director, Soy Transportation Coalition

**Jim Schmidt**, Commissioner for Lincoln County

*South Dakota's agricultural industry relies heavily on a robust and functioning transportation infrastructure. Panelists will lead a conversation about strategic local, state and federal investments for intermodal transportation – a key component of continued successful agricultural economic development.*



#### **Mike Vehle**

A Reliance and Chamberlain native and USD graduate, Mike has lived in Mitchell over 35 years.

Initially, he worked in Washington D.C. as a Legislative Assistant to former Congressman James Abdnor. In 1976, he returned to South Dakota to work at Shanard Incorporated, a grain, feed, seed, and fertilizer company, later becoming its President. Following its sale, he partnered in the State's first multi-bank community development corporation.

From 1993 until retirement in 2010, he was Vice President at CorTrust Bank. He was elected to the Legislature in 2004 and has served 10 years on the Agriculture and Natural Resources Committee, eight years on both the Transportation (Committee Chair) and Judiciary Committees.

Currently, he is Vice Chair of the Interim Rules Review Committee, the Legislative Planning Committee, the Watershed Task Force, and Chair of the Highways Needs and Financing Study Committee.

## SESSION 2 cont.



### Mike Steenhoek

Mike Steenhoek is executive director of the Soy Transportation Coalition (STC), an initiative established in 2007 and comprised of the United Soybean Board, the American Soybean Association, and twelve state soybean boards. The Soy Transportation Coalition exists to promote a cost effective, reliable, and competitive transportation system that serves the agriculture industry.

As executive director of the STC, Mike's responsibilities include communicating the initiative and the importance of transportation issues to soybean growers and processors; establishing and executing the organization's strategic direction; and building collaborations with other effected industries.

Prior to his work on the STC, Mike worked for United States Senator Charles Grassley (Iowa) for eight years – both in Washington, DC, and most recently in Des Moines, Iowa.



### Jim Schmidt

Jim currently serves as the Executive Director of the Sioux Empire Housing Partnership and as a Lincoln County Commissioner. Previous to these positions he served as an Executive Vice President of the American Cancer Society and President of Kilian Community College.

Jim holds a Bachelor of Arts degree from Augustana College and a Master's Degree from the University of South Dakota. His community involvements include past chair of the South Dakota County Commission Association, the Multicultural Center of Sioux Falls, Sales and Marketing Executives, the Sioux Falls Area Chamber of Commerce and the Federal Home Loan Bank Affordable Advisory Board.

Having been born and raised on a farm near Lennox, South Dakota, he continues to farm the land, which has been in his family since 1891.

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## 2014 GOVERNOR'S AG AMBASSADOR



2014 Governor's Ag Ambassador

**BRAD GREENWAY**

### **Award Luncheon**

Governor Dennis Daugaard is pleased to recognize an individual or organization that has made a positive contribution to South Dakota's agricultural industry.

South Dakotans have long valued servant leadership, hard work, honesty, humility, and respect for others. This award recognizes a South Dakota citizen who embodies these qualities.

### **Key Achievements of the Ag Ambassador:**

- Provides visionary leadership to South Dakota's agricultural industry.
- Champions growth and prosperity of the state's number one industry.
- Advocates for modern agricultural practices and responsible stewardship of livestock and land; and highlights the significance of South Dakota agriculture to our global food system.
- Influences decision makers to develop and implement sound agricultural policies.

### **Past winners include:**

2013 **Mike Held**

2012 **Jim Woster**

2011 **Dr. Dan Gee**

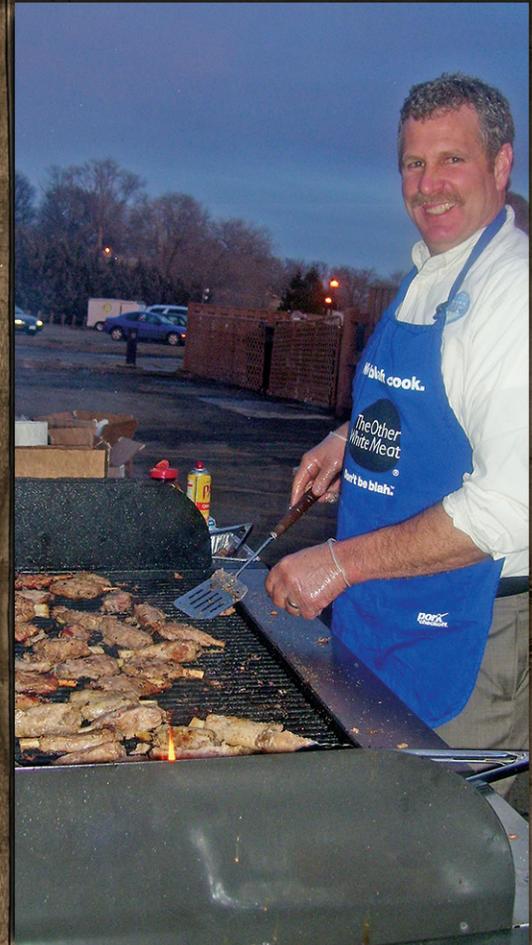
## 2014 Governor's Ag Ambassador

**Brad Greenway** runs a diversified farm west of Mitchell. He has a wean-to-finish swine operation, a beef cow/calf herd, and grows corn, soybeans, and wheat. He is currently serving his second term as member of the National Pork Board, being appointed by U.S. Secretary of Agriculture Tom Vilsack in 2009 and 2012. He also serves as treasurer for the U.S. Farmers and Ranchers Alliance. Greenway has participated in numerous international trips advocating for South Dakota and U.S. agriculture.

Greenway's motto has always been, "I am proud of what I do on my farm and if I can't be transparent about it, I shouldn't be doing it."



*(Brad and his wife, Peggy, on their farm)*



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# SESSION 3

## Environmental and Regulatory Issues Forum

**Jeff Zimprich**, State Conservationist for Natural Resources Conservation Service

**Michael Formica**, Chief Environmental Counsel at National Pork Producers Council

**Mike Naig**, Deputy Secretary, Iowa Department of Agriculture and Land Stewardship

*Farmers and ranchers face an increasing burden of environmental and regulatory issues—including water quality, climate change, dust, water availability, and wildlife management just to name a few. This discussion will include a briefing on significant federal rulemaking initiatives and precedent-setting lawsuits that impact production agriculture. Tools and resources which can aid producers' regulatory compliance and preparedness will be highlighted, and panelists will share strategies for voluntary, state-driven stewardship programs.*



### Jeffrey Zimprich

**Jeffrey Zimprich** is a native of South Dakota, born and raised on a grain/livestock farm in eastern South Dakota. He currently serves as the state conservationist in South Dakota.

Jeffrey began his 30+ year conservation career in Montana as a student trainee for the Soil Conservation Service in 1983 while attending the University of Montana. After graduating, he worked in three Montana field offices as a soil and district conservationist.

He transferred to Iowa in 1988 and worked in two area offices and the Des Moines State Office. He served as an assistant state conservationist for field office operations in southwest Iowa for 18 years and served as acting state conservationist in Illinois.

## SESSION 3 cont.



### Michael Formica

**Michael C. Formica** is the Chief Environmental Counsel for the National Pork Producers Council (NPPC).

A Washington, D.C. based lawyer and lobbyist with significant experience representing clients before all three branches of the federal government, Mr. Formica represents the nation's pork industry on issues related to the environmental regulation of livestock farms and the impacts on pork production from renewable energy markets. In this

role, he has been the primary lawyer representing the interest of livestock producers in Washington, D.C. with regard to EPA's CAFO and air emission rules. A former member of EPA's Clean Air Act Advisory Committee, National Journal magazine has named him one of the foremost experts in Washington, D.C. on environmental and energy policy.



### Mike Naig

**Mike Naig** grew up on a farm near Cylinder in Northwest Iowa and is a graduate of Buena Vista University in Storm Lake, Iowa, with degrees in both biology and political science. He and his wife Jaime have three boys.

Mr. Naig has spent his career in the agribusiness industry, having served in public policy roles for state and national trade associations as well as private industry.

As Deputy Secretary, Mr. Naig assists in management duties for the Department focused on the areas of personnel, budget, and policy. He also supports the Department's efforts to be accessible to Iowans by traveling regularly to represent the Department across the state.

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# SESSION 4

## What's Ahead for South Dakota Agriculture?

**Brent Gloy**, Professor of Agricultural Economics, Purdue University

**John Blanchfield**, Senior Vice President of American Bankers Association

*Recent years have been largely prosperous for the ag industry—but what does the future hold? Savvy agriculturists will pursue opportunities in global trade, value added products, and growing consumer trends...but what risks will they face? From world political incidents to federal tax reform to farmland value trends and more, this closing session will cover a breadth of issues and questions that will shape the future of agriculture.*



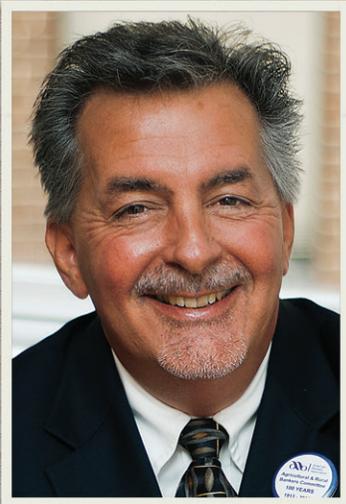
### **Brent Gloy**

**Brent Gloy** is a professor in the Department of Agricultural Economics at Purdue University. He teaches and conducts research and Extension programs in the areas of agricultural finance and agribusiness management. The majority of his research has focused on issues related to the supply and demand for credit and farmland values. His research has been quoted and referenced in media ranging from the farm press, to the Wall Street Journal, New York Times, the Economist, Bloomberg, Reuters, USA Today, and Barron's, among others.

Brent founded and served as the first director of the Center for Commercial Agriculture. Prior to arriving at Purdue, Brent was an associate professor in the Department of Applied Economics and Management at Cornell University. Brent received his master's degree and doctorate in agricultural economics from Purdue University. In addition to his activities in West Lafayette, he remains involved in the family farm business located in Southwestern Nebraska.

## SESSION 4 cont.

### John Blanchfield



**John Blanchfield** is Senior Vice President and Director of the American Bankers Association's Center for Agricultural and Rural Banking in Washington, DC. He has been with ABA for 24 years.

The ABA Center for Agricultural and Rural Banking is focused on government relations for the agricultural banking industry; works with USDA and other federal departments and agencies to help develop new programs that help farmers and ranchers access capital; and helps to increase the professionalism of agricultural bankers nationwide. The center produces an annual conference for agricultural bankers, policy makers, and others and has done so for over 60 years.

Blanchfield is one of the most in demand speakers on agricultural finance in the country. Over the past 24 years, Blanchfield has made hundreds of presentations in the US, Canada, and Australia. He has been quoted in many publications, and has been on numerous radio and television programs.

Before ABA, Blanchfield worked in agricultural finance for 11 years in central New York State, including 6 years as an agricultural loan officer at a commercial bank. He specialized in lending to very low income farmers and in resolving problem credits.



## Growing a Healthier World

Our task is simple, yet monumental – to provide enough food for the world while protecting it at the same time. The care we put into protecting our farms and natural resources is critical to our planet's food security. So, too, is the care and nurturing of South Dakota's dynamic agricultural industry.

Through the continual support of important events like the South Dakota Governor's Agricultural Summit, we're investing in the future health, viability and success of agriculture in South Dakota and beyond – from our abundant crops to our honey bees. By connecting science and society today, we're growing a healthier world for tomorrow.



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# DECISION INNOVATION SOLUTIONS EXECUTIVE SUMMARY

The results of this analysis show that agriculture is a critical component of South Dakota's overall economic well-being. South Dakota agriculture is connected to a large integrated set of industries – from the production of agricultural commodities to food and feed processing to agricultural input manufacturing and many other ag-support industries. The results of the analysis indicate that diminishment or removal of any one of them will likely cause significant negative impacts to the others.

This study is based on a combination of datasets from the 2012 Census of Agriculture, USDA/Risk Management Agency<sup>1</sup>, and the IMPLAN modeling system. The analysis also shows that South Dakota has an agricultural resource base that continues to grow with and support the state's economy at large, primarily due to its integration across all sectors of the economy. Given the vitality of South Dakota's agricultural industries, it is reasonable to assume that South Dakota's agricultural base has room for continued growth and will remain a key part of the state's economic well-being.

## Key Findings

- ✓ In 2012, total production agriculture and ag-related industries accounted for **\$25.6 billion**, or more than **30 percent** of South Dakota's total.
- ✓ Farming provides the base for a variety of agri-food industries, including food processing and the manufacture of farm machinery, chemicals and fertilizer. Taking those jobs into account means that in 2012, production agriculture and ag-related industries accounted for **115,651**, or **1 in every 5** South Dakotans.
- ✓ Crop farming is a significant part of agriculture's economic contribution. Statewide output attributed to crop production and further processing is more than **\$13.3 billion** and is responsible for **70,104 jobs**.
- ✓ Livestock farming is also a significant part of agriculture's economic contribution. Statewide output attributed to livestock production and further processing is just under **\$8.6 billion** and is responsible for **30,303 jobs**.
- ✓ **37** of South Dakota's counties derive **at least one half** of their total output from ag and ag-related industries.
- ✓ **34** of South Dakota's counties derive **at least one third** of their total jobs from ag and ag-related industries.
- ✓ **26** of South Dakota's counties derive **at least one fourth** of their total jobs from the crop and crop processing industries.
- ✓ **26** of South Dakota's counties derive **at least one fifth** of their total output from the livestock and meat processing industries.

<sup>1</sup> Due to the drought of 2012 in South Dakota, many South Dakota counties had significant crop insurance indemnities. To account for this, 2012 actual crop insurance indemnities by county were added to county crop sales as reported by the 2012 Census of Agriculture.

# DECISION INNOVATION SOLUTIONS EXECUTIVE SUMMARY cont.

## Output derived from Total Ag (\$M)

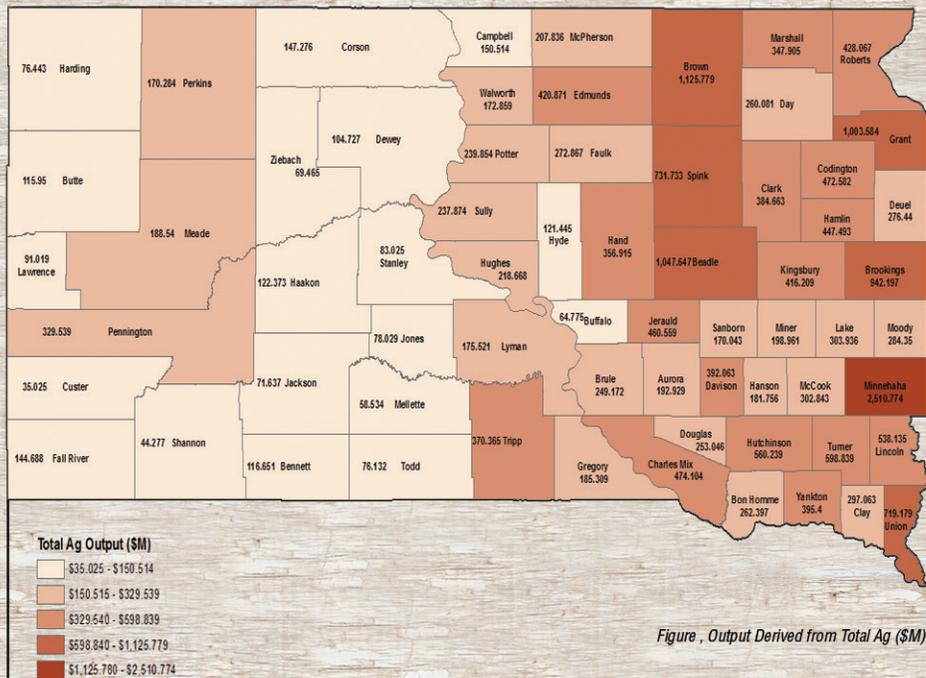


Figure , Output Derived from Total Ag (\$M)

Figure 1 illustrates the degree to which each South Dakota county derives its output from the three broad categories of South Dakota agriculture (Crops, Livestock, Other Ag). As shown, as one moves from west to east, counties derive an increasing level of economic activity from agriculture.

# DECISION INNOVATION SOLUTIONS EXECUTIVE SUMMARY cont.

## Jobs Derived from Total Ag

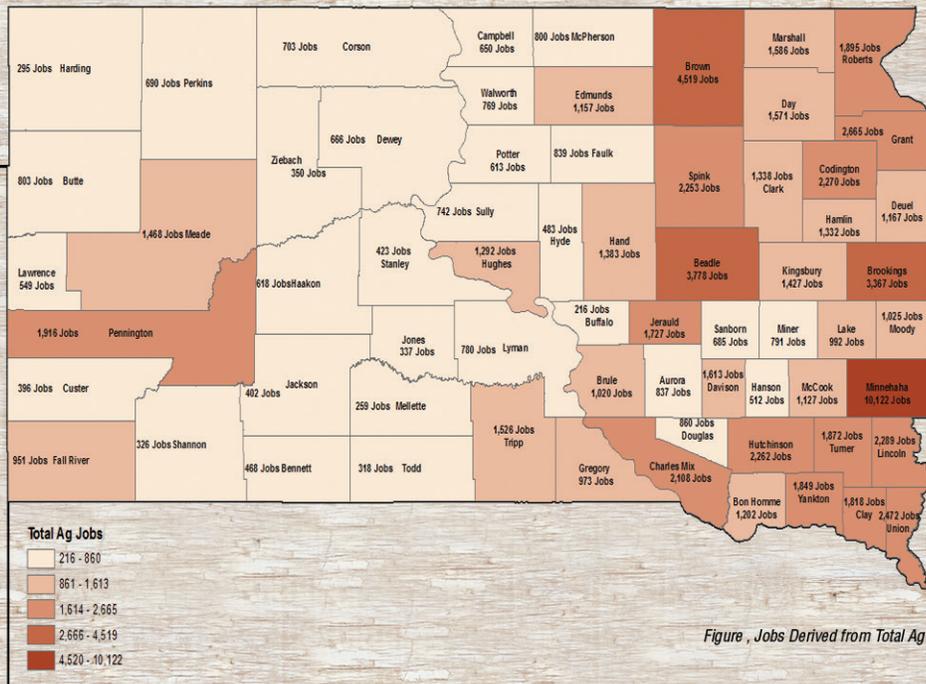


Figure , Jobs Derived from Total Ag

Figure 2 illustrates the number of jobs that find their origins in the three broad categories of South Dakota agriculture (Crops, Livestock, Other Ag). As shown, eastern South Dakota counties tend to have a higher number of jobs with origins in South Dakota agriculture.

# DECISION INNOVATION SOLUTIONS EXECUTIVE SUMMARY cont.

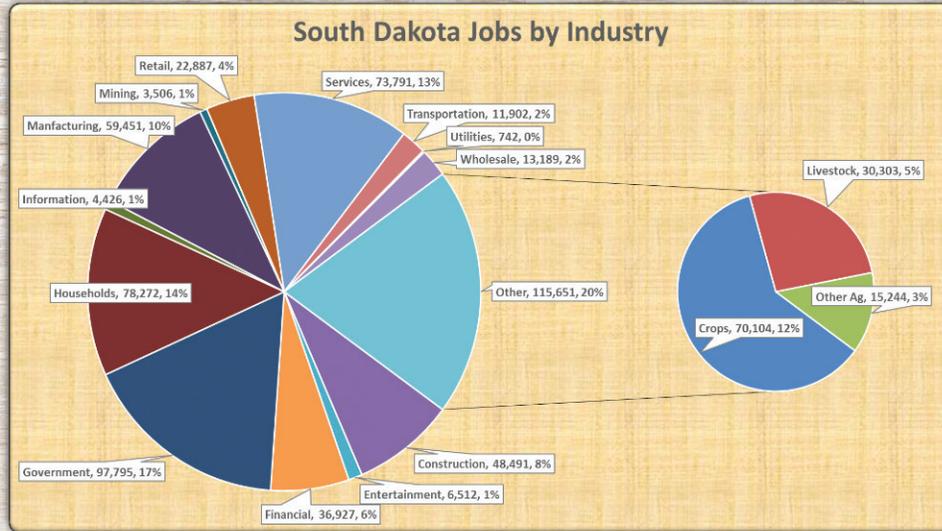


Figure , South Dakota Jobs by Industry

Figure 4 provides an illustration of the number of jobs originating from each of South Dakota's major industries. As shown, a combination of Crops, Livestock, and Other Ag provide 20% of all jobs in South Dakota. Other significant industries include Government (17%), Services (13%), Manufacturing (10%), and Construction (8%).



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SOUTH DAKOTA



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