

2019



GOVERNOR'S AGRICULTURAL SUMMIT

JULY 10-11 • DENNY SANFORD PREMIER CENTER
SIOUX FALLS, SOUTH DAKOTA





Friends,

Growing up on a farm and ranch in rural Hamlin County, agriculture helped me develop a strong foundation built on the values of hard work and self-reliance. In agriculture, we have pride and passion for our work. It is not just a job, it's our way of life.

Agriculture is the foundation of South Dakota's economy and our number one industry. As governor, I'm committed to using my real-life experience as a producer to advance ag in our state. We must be proactive in developing our state's agriculture economy and giving more young people the opportunity to thrive as farmers and ranchers in South Dakota – they are the leaders of tomorrow.

This year's Ag Summit is focused on the ways South Dakota agriculture continues to grow and evolve and the outside factors that help and hinder those advancements. This week, you will hear updates on federal and state activities that impact our agriculture industry and communities. We will highlight ways we can interact with folks and educate consumers about what we do. I am particularly excited for our conversation with four young South Dakota agriculturists about the future of ag in our state.

As ag leaders, thank you for your ongoing commitment to advancing our state's number one industry. I hope you enjoy your time at this year's Summit and find the information useful. Together, we can make sure South Dakota's agriculture industry continues to thrive – for the next generation and beyond.

Sincerely,

A stylized, handwritten signature in black ink, which reads "Kristi Noem".

Governor Kristi Noem

WEDNESDAY, JULY 10

8:00 a.m. – 7:00 p.m.

Registration

8:45 a.m.

Meet in Conference Center lobby for Ag Tour

9:00 a.m. – 1:30 p.m.

Ag Tour – SAB Biotherapeutics

- Lunch provided
- Meet in conference center lobby at 8:45 a.m.

1:30 p.m. – 1:45 p.m.

Break

1:45 p.m. – 2:00 p.m.

Welcome: Kim Vanneman

South Dakota Secretary of Agriculture

2:00 p.m. – 3:30 p.m.

Session 1: What's Driving Agriculture in the Year Ahead?

- Sue Martin, President & Owner, Ag & Investment Services, Inc.
- Mike Pearson, Co-Host, Ag News Daily

3:30 p.m. – 3:45 p.m.

Break

3:45 p.m. – 4:15 p.m.

Session 2: Livestock Development Projects: What You Need to Know

- Joe Fiala, Director of Community Development, Governor's Office of Economic Development

4:15 p.m. – 5:30 p.m.

Session 3: Agriculture Update from D.C.

- Steve Censky, Deputy Secretary, U.S. Department of Agriculture

5:30 p.m. – 7:00 p.m.

Reception

- Heavy hors d'oeuvres provided

THURSDAY, JULY 11

7:00 a.m. – 12:00 p.m.

Registration

7:00 a.m. – 8:30 a.m.

Breakfast

8:30 a.m. – 10:00 a.m.

Session 4: Explaining Agriculture to Eaters: Three Simple Steps

- Roxi Beck, Director of Consumer Engagement, Center for Food Integrity

10:00 a.m. – 10:15 a.m.

Break

10:15 a.m. – 10:45 a.m.

Session 5: Great Challenges Bring Exciting Opportunities

- Barry Dunn, President, South Dakota State University

10:45 a.m. – 11:45 a.m.

Session 6: The Next Generation of Agriculture

- Governor Kristi Noem - Moderator
- John Eilertson
Animal Sciences – Industry Specialization at South Dakota State University
- Taylor McMartin
4-H Ambassador Treasurer at West Central High School
- Calli Williams
Livestock and Farm Sales Producer with Fischer, Rounds & Associates
- Logan Wolter
Ag-Business at Mitchell Technical Institute

11:45 a.m. – 12:00 p.m.

Break

12:00 p.m. – 1:30 p.m.

Governor's Ag Ambassador Luncheon

1:30 p.m. – 2:30 p.m.

Emerald Ash Borer Town Hall

MASTER OF CEREMONIES

MAGGIE STENSAAS

Maggie Stensaas is originally from Lakeville, MN, where she grew up on her family's hobby farm. She is a graduate of South Dakota State University with degrees in Dairy Production and Speech Communication, along with a minor in Animal Science. After graduating SDSU in December of 2016, Maggie and her husband, Nick, calved out 600 cows on a ranch in McLaughlin, SD. Then they moved to Pierre in August of 2017, where she began working for the South Dakota Department of Agriculture as the strategic communications officer. Maggie is currently working toward her Master's degree in Agricultural Communication and Education through Kansas State University. She lives in Fort Pierre with her husband, Nick, and their son, Cooper.



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WELCOME

SOUTH DAKOTA SECRETARY OF AGRICULTURE KIM VANNEMAN

Secretary Kim Vanneman and her husband, Clint, own and operate Vanneman Farms, north of Winner, SD. Their century old farm is a diversified farming operation including row crops, small grains, feeder pigs, a commercial beef cow herd and a feedlot. Kim is a former member of the South Dakota House of Representatives from 2007-2013, serving on the Ag and Natural Resources committee all six years. Before coming to the South Dakota Department of Agriculture, she served as a director for Farm Credit Services of America, Farm Credit Council, Farm Credit Foundations and FCC Services. Vanneman and her husband have three children and six grandchildren.



SESSION 1: WHAT'S DRIVING AGRICULTURE IN THE YEAR AHEAD

Production around the world, weather and trade all have major impacts on the prices producers receive. Agricultural economics experts, Sue Martin and Mike Pearson, will give us their insight into the current state of crop and livestock markets and what we can expect in the future.

- Sue Martin, Ag & Investment Services, Inc.
- Mike Pearson, Ag News Daily



SUE MARTIN

Sue Martin is President of Ag & Investment Services, Inc., a full-service brokerage firm and managing partner of Futures Cash Info, LLC., an analytical consulting firm. Both companies are based in the heartland of agriculture in the U.S. and Sue's daily commentary can be accessed at www.futurescashinfo.com.

Sue has served on the board for the National Futures Association Nominating Committee 1994-1995 and was recently asked back for 2018-2020. She has also served on the governing board of the National Introducing Brokers Association.

Sue offers daily commentary and market analysis for various U.S. radio stations covering Iowa, Minnesota, Illinois, part of Indiana, Ohio, southern Wisconsin, Missouri, North Dakota, South Dakota and eight panhandle states.

With 30 plus years of experience in the commodity arena, Sue is a guest analyst for syndicated television shows, U.S. Farm Report and AgDay, which air on 128 stations across the U.S. and into southern Canada. Sue is also a senior analyst for the syndicated television show Market to Market.

SESSION 1: WHAT'S DRIVING AGRICULTURE IN THE YEAR AHEAD



MIKE PEARSON

Get ready to laugh and learn with Mike Pearson as he takes you on an entertaining journey— a look ahead at the outlook for farm markets and global trends impacting these markets.

Farmer, broadcaster and former banker, Mike Pearson keeps viewers informed on agricultural issues as co-host of the daily podcast Ag News Daily with over 6,000 listeners each month. He is the former host of Iowa Public Television's Market to Market weekly television show.

Mike Pearson was raised in south central Iowa, attended Simpson College, where he majored in History and continued to run the family farm south of Winterset, IA. After graduation he moved to Grinnell, Iowa where he is a part-time farmer and also has experience as a banker with emphasis on Agriculture and Residential Lending.

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SESSION 2: LIVESTOCK DEVELOPMENT: WHAT YOU NEED TO KNOW

In April of 2019, the Governor's Office of Economic Development added agricultural development. Joe Fiala will provide updates on initiatives from the Governor's Office of Economic Development which will impact agriculture in South Dakota.

- Joe Fiala, Community Development Director, Governor's Office of Economic Development



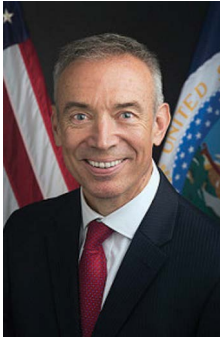
JOE FIALA

Joe Fiala is the Community Development Director for the Governor's Office of Economic Development (GOED). Joe was raised in Hot Springs, SD, and attended South Dakota State University majoring in Computer Science. After college, he worked in the software industry designing business software. In 2007, Joe entered the field of economic development as the executive director of a local economic development office in Miller, SD. In 2012, he joined the GOED as a business development representative and in 2016 assumed his new duties in community development. Joe continues to live in Miller with his wife, Andrea, who is a high school science teacher. They have two daughters, Kirstyn and Megan.

SESSION 3: AGRICULTURE UPDATE FROM DC

Deputy Secretary Stephen Censky will discuss timely topics in agriculture and provide updates from the USDA.

- Stephen Censky, Deputy Secretary, United States Department of Agriculture



DEPUTY SECRETARY CENSKY

Mr. Censky is the Deputy Secretary for the U.S. Department of Agriculture. He was sworn in on October 11, 2017 after being unanimously confirmed by the Senate. Mr. Censky previously served for the past 21 years as CEO of the American Soybean Association, a national, not-for-profit trade association which represents United States soybean farmers on policy and trade. Mr. Censky began his career working as a legislative assistant for Senator Jim Abdnor (R-SD). Later he served in both the Reagan and George H. W. Bush Administrations at the

U.S. Department of Agriculture, eventually serving as Administrator of the Foreign Agricultural Service where he was involved in running our nation's export programs. Mr. Censky received his B.S. in Agriculture from South Dakota State University and his post-graduate diploma in Agriculture Science from the University of Melbourne, Australia. He grew up on a soybean, corn and diversified livestock farm near Jackson, Minnesota. He and his wife, Carmen, have two daughters in college.

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SESSION 4: EXPLAINING AGRICULTURE TO EATERS: THREE SIMPLE STEPS

We've all been there: Someone makes a false statement on a topic you know a lot about. You engage them, correct the misinformation and consider your work done. Except the person stops talking to you and you're left wondering what went wrong. Roxi's session will teach you to: stop the terrible mistake of trying to educate people, how to use three critical, yet straight-forward steps that cut out conflict and make conversations with colleagues, clients, family, neighbors and strangers 100% more effective, and to meaningfully address complex, even controversial subjects.

- Roxi Beck, Director of Consumer Engagement, Center for Food Integrity



ROXI BECK

An active speaker, trainer, facilitator and a trusted advisor to food system thought leaders, Roxi Beck helps audiences think differently about earning trust. As Consumer Engagement Director for The Center for Food Integrity and Vice President at Look East Consulting, Beck brings 15 years of experience working with clients across the food system, directing strategy and activities for consumer-facing food and agriculture initiatives. Whether working with registered dietitians, toxicologists, corporate executives, communication directors, restaurateurs,

farmers, non-profit leaders, even consumers, Beck connects the dots on the varied pressure points that shape today's food system, and helps organizations incorporate transparency principles and trust-growing approaches into their culture.

Beck received Bachelor's degrees in Psychology and Public Relations from Coe College. She currently serves on the board for Iowa State University's Agricultural Entrepreneurship Initiative, is a graduate of the Greater Des Moines Leadership Institute and is past-president of the National Agri-Marketing Association's Iowa Chapter.

SESSION 5: GREAT CHALLENGES BRING EXCITING OPPORTUNITIES

South Dakota State University President, Barry Dunn, will explore some of the challenges he sees facing South Dakota agriculture in the near future and ways SDSU is working to prepare the next generation of agriculturists to meet those challenges and turn them into opportunities to drive the industry forward.



PRESIDENT BARRY DUNN

Barry H. Dunn was named the 20th president of South Dakota State University in April 2016, the fourth alumnus chosen to lead the institution. He assumed office May 23, 2016.

Dunn received a Bachelor's degree in Biology at SDSU in 1975 and subsequently completed two graduate degrees in Animal Science—a Master's in 1977 and a Ph.D. in 2000—at the Brookings campus. He became the South Dakota Corn Utilization Council Endowed Dean of the

College of Agriculture and Biological Sciences in 2010. He also served as Director of SDSU Extension and as a professor of animal science.

As Dean, Dunn led a college with some 550 faculty and staff, 2,800 graduate and undergraduate students, and a \$78 million annual budget, including more than \$20 million in grant and contract awards, fundraising and development. He shaped the academic and strategic direction of eight departments, spanning 18 degree programs, one regional research and outreach center, six research field stations and 14,500 acres of Agricultural Experiment Station research land.

As Extension Director, Dunn administered and set the vision for five program areas across two colleges and nine departments, as well as eight regional extension centers with a \$12 million annual budget. He led a team of some 150 faculty and staff members and 3,500 adult volunteers.

Prior to that, Dunn spent six years at Texas A&M University-Kingsville from 2004 to 2010, as Executive Director of the King Ranch Institute for Range Management. He first worked in Brookings as an Extension Livestock Specialist and as an assistant professor in SDSU's Department of Animal and Range Science from 1997 to 2004.

From 1979 to 1996, Dunn was a successful rancher, managing his family's cattle ranch in Mission, S.D. In 2015, he was appointed to the South Dakota Habitat Conservation Fund by Governor Dennis Daugaard, and to the Governor's Pheasant

Work Group in 2014. He served as an ex-officio member of the Ag Advisory Board for the First Dakota National Bank, Yankton SD, from 2011 to 2016, and was a member of the Board of Directors for Padlock Ranch, Dayton, WY from 2009 to 2016.

Dunn has a rich academic background, was a successful rancher and farm operator, and is a published author and researcher. He is a nationally recognized expert in beef production and ranching systems, and is a member of several professional organizations, including the Society for Range Management, the American Society of Animal Science, and the National Cattlemen's Beef Association. He has a deep historical and cultural knowledge of South Dakota and South Dakota State University, and strong, statewide relationships with industry influencers and stakeholders, including government officials, business leaders, university administration, faculty, and staff.

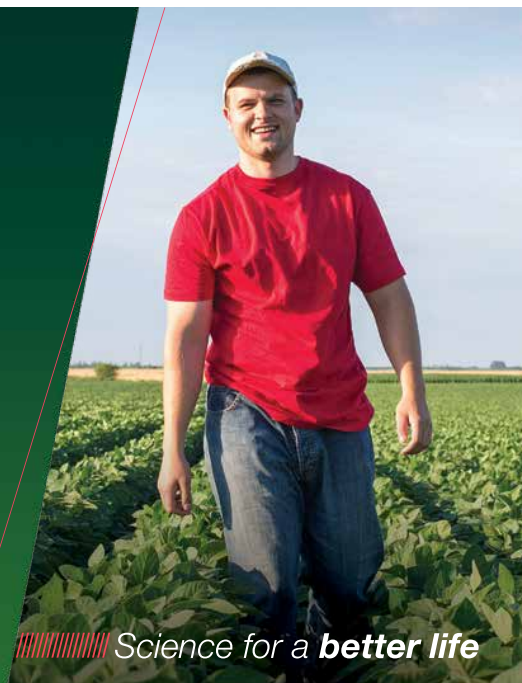
Dunn and his wife, Jane, lived on her family's original homestead north of Brookings where they raised their two sons.



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SESSION 6: THE NEXT GENERATION OF AGRICULTURE

Agriculture is in our roots here in South Dakota. It is our past and present, but it is up to the next generation to make sure that it is our future. For this reason, we are excited to welcome four shining stars of the next generation. Calli Williams, a Livestock and Farm Sales Producer for Fischer, Rounds & Associates and first generation cow-calf producer; John Eilertson, an animal science major at South Dakota State University; Logan Wolter, an ag business major at Mitchell Technical Institute; and Taylor McMartin, the SD 4-H Ambassador Treasurer and senior at West Central High School; will join us to discuss the challenges, opportunities and excitement that await the next generation of agriculture.

- Governor Kristi Noem - Moderator
- John Eilertson, Animal Sciences – Industry Specialization, South Dakota State University
- Taylor McMartin, 4-H Ambassador Treasurer, West Central High School
- Calli Williams, Livestock and Farm Sales Producer, Fischer, Rounds & Associates
- Logan Wolter, Ag-Business, Mitchell Technical Institute

GOVERNOR KRISTI NOEM

Kristi Noem was elected in November 2018 as the 33rd Governor of South Dakota. Kristi is a wife, a mother, and a lifelong rancher, farmer, and small business owner. Now bringing her experiences to Pierre, Kristi is improving education and workforce training, taking on the drug crisis, improving mental health and increasing transparency - all without raising taxes.

Kristi was born and raised in rural Hamlin County in northeastern South Dakota. After a family tragedy, Kristi took over the family's farm and ranch, stabilizing the operation and providing leadership when it was needed most. An avid hunter, she later started a hunting lodge as well.

In 2006, Kristi was elected as the 6th District Representative to the South Dakota House of Representatives. During her second term, Kristi was elected to leadership by her peers, serving as Assistant Majority Leader.



By 2010, the day-to-day challenges South Dakotans faced were primarily at the hand of a broken federal government. Kristi's commitment to common sense values earned her the opportunity to serve as South Dakota's lone Member of the U.S. House of Representatives. During her time in Congress, Kristi helped to pass a Farm Bill, which included strong livestock disaster and crop insurance programs. She also led the way to crack down on human trafficking, improve school meal regulations and fight back against an overreaching federal government. Her work helped to triple the size of the Black Hills National Cemetery, increase support for the Lewis & Clark Rural Water Project and protect the Hot Springs VA from closure. In 2015, Kristi earned a seat on the Ways & Means Committee, largely considered the most powerful committee in Congress. There, she played a key role in writing and passing historic tax cut legislation that put \$2,400 back in the pockets of the average South Dakota family.

Kristi and her husband, Bryon, have three children: Cassidy, Kennedy and Booker.



JOHN EILERTSON

John Eilertson is from Wentworth, SD and a senior at South Dakota State University majoring in Animal Science. John began his secondary education at Casper College in Wyoming receiving associate degrees in Agriculture Communications and General Agriculture while participating on their livestock judging team. At SDSU, John is involved in the Swine Club and is a member of the 2019 SDSU Livestock Judging Team. John has a passion for agriculture because of his experiences exhibiting livestock and growing up on his family's small diversified operation. He plans to enter a career focused on production agriculture and return home to continue farming part-time.



TAYLOR MCMARTIN

Taylor recently graduated from West Central High School. This fall she will be attending South Dakota State University to major in Agriculture Communications with minors in Advertising and Marketing. Taylor is heavily involved in FFA and 4-H.



CALLI WILLIAMS

Calli Williams serves as a Sales Producer for Fischer, Rounds and Associates focusing on Livestock and Farm Insurance. Calli spends a majority of her winter and spring traveling to Bull Production Sales across the Midwest, assisting producers in insuring their livestock. Calli also assists with social media and advertising campaigns for Fischer, Rounds and Associates.

Outside of her insurance position, Calli serves on numerous committees for the Mitchell Chamber of Commerce including: Ag in the Classroom, Women's

Brunch during DakotaFest and the Corn Palace Farm Show Committee. Calli also serves as a contributing writer for the Farming Families Magazine and was recently elected President of the Davison/Hanson Cattleman's Association.

Calli, her husband Tate, and one-year old son, Jack, reside north of Mitchell and operate TW Angus. TW Angus is a purebred Angus cow-calf operation. Calli and Tate offer bulls for sale each spring via private treaty, and together they serve as Independent Contractors for Genex Beef. Although being millennial ranchers has thrown many challenges their way, they thoroughly enjoy what they do and telling their story.



LOGAN WOLTER

Logan grew up on his family's ranch 12 miles southeast of Wessington Springs. They raise registered Simmental and Sim-Angus cattle and hold an annual registered yearling bull sale. Between time spent growing up on the ranch and participating in FFA and 4-H, he has developed a strong passion for agriculture. Logan just completed his first year at Mitchell Technical Institute and is currently working full time at Kelsey's Seed and Ag Services. Logan continues to work alongside his family on the ranch whenever he is able. His goal is to keep growing his own herd and return to the family ranch to help grow and expand the family operation.



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2019 GOVERNOR'S AG AMBASSADOR AWARD LUNCHEON

Governor Kristi Noem 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:

2018 Roger Scheibe
2017 Lake Area Technical Institute
2016 Michelle Rook
2015 Dr. Bob Thaler
2014 Brad Greenway
2013 Mike Held
2012 Jim Woster
2011 Dr. Dan Gee

2019 GOVERNOR'S AG AMBASSADOR



PAUL CASPER

Paul Casper is a fourth generation family farmer and has been on the farm all his life. He and his wife, Korlyn, have been married for 39 years and have four children, Drew (wife Amanda and grandchildren, Madi and Veda), Jessika, Jaryn (with husband, Zach), and Khrysta.

Paul has been active in his local community by serving on the Lake Preston development board, Lake Preston Lutheran Church board, and Tuesday night men's bowling league as President. He also volunteered his time coaching boys' and girls' 5th and 6th grade basketball for

17 years, coaching well over 1,100 games. Paul was voted outstanding citizen of the community of Lake Preston in 1993.

Paul has been very active in state and national activities such as Corn Growers and Soy-Action Network and served on the state board of the South Dakota Soybean Association for 10 years. During his term as an SDSA board member, he served as President. Paul was named South Dakota Jaycee Outstanding Young Farmer in 1992.

In 1993, Paul and seven other individuals formed a cooperative called South Dakota Soybean Processors, of which he has been Board President for 13 years. SDSP was the first and only farmer-owned soybean processing facility in the United States. Paul was very involved in all facets of the new cooperative by helping organize the bylaws, offering circular, and prospectus, by which the board raised \$21.2 million in funding from 2,100 local farmers to build their own \$33.7 million soybean processing plant. In the fall of 1996 the co-op started processing 50,000 bushels per day of soybeans into soybean meal (protein used in animal feed) and crude soybean oil. Today, SDSP is processing 80,000 bushels per day (28,400,000 bushels per year) into soy protein for animal and human consumption and soy oil for bio-diesel fuels and food grade human consumption.

Paul has traveled the world promoting sales of farmer-produced products. In 1998 he traveled to China, Hong Kong and Taiwan along with South Dakota Senator Tim Johnson. Because of the trip, SDSP is selling products directly to the city of Beijing. In 1999, the government of Western Australia invited Paul to come "down under" to talk to national, state and local ag businessmen and farmers about how they could set up their own processing companies to compete and sell their farmer products directly into the world market. Paul and his wife, Korlyn, talked to well over 500 individuals and groups in their 21-day journey.

In 1998, Paul formed a consulting company to help local communities all over the upper Midwest organize and raise capital funding to build soybean, corn and livestock processing facilities. In the past 30 years of organizing locally owned companies in the states of South Dakota, North Dakota, Iowa, Nebraska, Minnesota, Wisconsin, Illinois and Georgia, he has helped organize funding well over one billion dollars. Paul has capital investments in seven different ethanol plants and two soybean processing facilities in five different states.

In 1994, Paul was featured on the cover of Top Producer magazine, which is a national farm publication. He was called "The Value Added Evangelist" because of his belief in having local community ownership in ag processing. He has been called the "father of value added ag processing" in the state of South Dakota.



MISSION STATEMENT:

To promote, protect, and preserve
South Dakota agriculture for today and tomorrow.

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