



# 2021 GOVERNOR'S AGRICULTURAL SUMMIT

JULY 8 - 9 | THE DISTRICT | SIOUX FALLS, SD







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 focuses on the ways South Dakota agriculture continues to grow and evolve and how beginning farmers can get started in South Dakota. You will hear updates on federal and state activities that impact our agriculture industry and communities. We will highlight the variety of market opportunities available in South Dakota. I am particularly excited for you to hear from David Horsager and learn more about enhancing leadership through trust.

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 our kids and grandkids.

Sincerely,

A handwritten signature in black ink, appearing to read "Kristi Noem", with a stylized, flowing script.

Governor Kristi Noem



# AGENDA

# JULY 8

**8:00am-9:00am**

*Registration | Breakfast*

**9:15am**

*Depart from The District for the  
Farm Tour (Meet in District's Lobby)*

**9:45am-11:00am**

*Farm Tour Stop #1*

*Alderson Farms, Hartford, SD*

**11:30am-12:30pm**

*Lunch*

*Cherry Rock Farms*

**12:30pm-1:30pm**

*Farm Tour Stop #2*

*Cherry Rock Farms, Brandon, SD*

**2:15pm-2:40pm**

*Networking Break*

**2:40pm-3:00pm**

*Summit Kickoff*

*Lt. Governor Larry Rhoden*

**3:00pm-5:00pm**

*USDA Beginning Farmers Workshop*

# GOVERNOR'S AGRICULTURAL SUMMIT



# JULY 9

**7:30am-9:00am**

*Registration | Breakfast*

**9:00am-9:15am**

*Welcome*

Hunter Roberts, Secretary, South Dakota Department of  
Agriculture & Natural Resources

**9:15am-10:45am**

*How Top Leaders & Organizations Drive Results Through Trust*

David Horsager, Author & Leadership Speaker,  
Trust Edge Leadership Institute

**10:45am-11:00am**

*Break*

**11:00am-12:00pm**

*Wild Times: Making Sense of the Ag Economy*

David Widmar, Agricultural Economics Insights

**12:00pm-12:45pm**

*Lunch & Learn: Riparian Buffer Initiative*

**12:45pm-1:30pm**

*Exporting Resources*

Paul Sorenson, Food Export-Midwest

**1:30pm-2:30pm**

*Dakota Pure Bison*

Scott Assman and Alex Heim, Dakota Pure Bison

**2:30pm-2:45pm**

*Break*

**2:45pm-3:45pm**

*Farm Service Agency Policy Update*

Joe Schultz, Acting State Executive Director SD FSA

**3:45pm Closing Remarks**

David Horsager, Trust Edge Leadership Institute

**4:15pm-5:00pm**

*Networking Break*

Hors d'oeuvres and cash bar

**5:00pm-7:00pm**

*Governor's Ag Ambassador Dinner*





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# WELCOME

Hunter Roberts serves as Secretary of Agriculture and Natural Resources (DANR). Hunter began his career in public service with the Governor's Office of Economic Development in 2007 as the Assistant State Energy Director and soon after transitioned to the Energy Policy Director where he led the state's efforts to promote business development in power generation, energy production and clean energy manufacturing until the end of 2014.

Hunter then went on to serve as a policy advisor to Governor Dennis Daugaard for four years. In this role, he oversaw issues related to transportation, agriculture, energy, environment, land management, and outdoor resources. Most recently, Hunter served as the deputy secretary and director of labor and management at the Department of Labor and Regulation.

Roberts holds a master's degree in business administration and juris doctorate of law from the University of South Dakota.

Hunter resides in Pierre with his wife and two children. With his family, he owns and operates a farm and ranch southeast of Ft. Pierre.

**HUNTER ROBERTS**  
**SECRETARY of AGRICULTURE**  
**and NATURAL RESOURCES**





# MASTER OF CEREMONIES

HOLLY RADER

Holly Rader is the Agribusiness Director for the Greater Sioux Falls Chamber of Commerce. In this position Holly is tasked with promoting the Sioux Empire's agricultural center through working with key ag events and initiatives within the community.

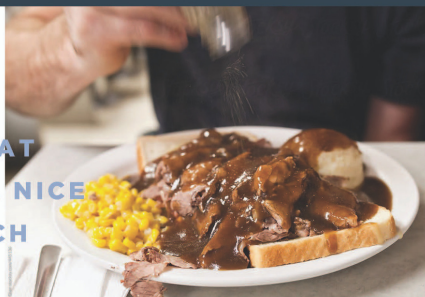
Holly grew up on a small cow/calf operation in Olivia, Texas and now resides in Tea, South Dakota with her husband, Evan. She enjoys volunteering her time and talents to organizations that made her the person she is today. Holly is actively involved with the Sioux Empire Fair, 4-H, FFA, Harrisburg United Methodist Church,

Stockyards Ag Experience, Junior Achievement for South Dakota and EmBe. Before moving to South Dakota, Holly worked for the Houston Livestock Show & Rodeo. She has a master's degree in international agriculture from Oklahoma State University and bachelor's degree in animal science from Texas A&M University. During her time at Texas A&M she was an active member of the national champion livestock judging team.



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# FARM TOUR

## ALDERSON FARMS

Alderson Farms is a beef feedlot operation operated by Brian Alderson. Brian graduated from the University of South Dakota with a bachelor's degree in business administration and marketing while also playing for the Coyotes football team. In 2008, he took over his family cow/calf operation from his father. As a fourth-generation farmer, Brian is proud of his evolving operation.

Brian's entrepreneurial spirit has led to him adopting and adapting new ag technology. Brian grew his operation from a small open feedlot into a large confinement barn. Alderson Farms now manages a 600-head above pit confinement operation. A center conveyor belt automatically feeds the cattle each day, saving Brian precious time. This time reducing efficiency has allowed him to spend more time with his young family.

Brian gives back to the community by serving on the Board of Directors for Valley Central Coop and the Minnehaha Conservation District. Brian's hobbies include fishing, gardening, and mainly spending time with his wife, Erin, and two sons, Evan and Lincoln.



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THAT FARMERS LIKE SITTING  
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# FARM TOUR

## CHERRY ROCK FARMS



Cherry Rock Farms has been a family owned and operated produce farm since 1925. The Farm is located on the banks of Split Rock River in Brandon, South Dakota where the rich river-bottom soil, summer heat, and chilly winter frost make for exceptionally tasty vegetables.

The Patzer family, Marco along with his wife Laura and their three children took over the operation in 2014 to become 4th generation producers (and hopefully 5th) to have farmed the land.

Marco and Laura manage a daily farmers market that is open to the public and is stocked with daily, fresh picked vegetables. Cherry Rock Farms also partners with other local producers to provide customers top quality products such as free-range eggs, honey, jams, salsas, meats, mushrooms and more. During the spring and fall, they participate in a CSA (community supported agriculture) program. This allows customers to subscribe to their program and pick up and box of seasonally available vegetables.

Cherry Rock Farms believes in farming responsibly. All the produce they grow is non-GMO and pesticide and herbicide free. They strive to grow quality produce for Sioux Falls, Brandon, and surrounding areas.





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# BEGINNING FARMERS WORKSHOP

## USDA, FARM SERVICE AGENCY: BROOKINGS COUNTY

USDA can help you get started or grow your farming operation through a variety of programs and services. USDA offers programs to help you get access to capital, manage risk, improve the sustainability of your land through conservation, and recover after natural disasters. While many USDA programs support all farmers, we also offer special provisions just for beginning farmers and ranchers. USDA considers anyone who has operated a farm or ranch for less than ten years to be a beginning farmer or rancher.

**Farm Service Agency (FSA)** implements agricultural policy, administers credit and loan programs, and manages conservation, commodity, disaster, and farm marketing programs. Learn how FSA loans help farmers and ranchers get the financing they need to start, expand or maintain a family farm, including operating loans, farm ownership loans and Microloans, with special provisions for farmers and ranchers who are in their first 10 years of operation. Learn how to prepare for your first meeting at FSA and other programs offered by FSA such as disaster assistance, safety net and price support programs.

**Natural Resources Conservation Service (NRCS)** provides financial and technical resources to help farmers, ranchers, and foresters conserve, maintain and improve their natural resources. Learn how NRCS offers conservation programs with financial assistance, along with incentives and priorities for beginning farmers, in programs that include Environmental Quality Incentives Program (EQIP), Regional Conservation Partnership Program (RCPP), and Conservation Stewardship Program (CSP), and the Agricultural Conservation Easement Program (ACEP).

**Risk Management Agency (RMA)** provides insurance for farmers to allow them to profit from crop production, even under difficult agricultural and economic circumstances. Learn about Federal Crop Insurance requirements and special benefits for beginning farmers and ranchers.

**Rural Development (RD)** helps to improve the economy and quality of life in rural America through loans, grants, guarantees, and technical assistance programs. Learn about the Rural Energy for America Program (REAP), Value Added Producer Grant (VAPG), Rural Microentrepreneur Assistance Program (RMAP) and how beginning farmers and ranchers can have priority for these programs.



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# WILD TIMES: MAKING SENSE OF THE AG ECONOMY

DAVID WIDMAR

From rapidly changing commodity markets to a wildly fluctuating national economy, it seems that everywhere we turn there is tremendous uncertainty. Against this background we must prepare to finish 2021 and start plans for 2022. In this session, David Widmar will help you make sense of this uncertainty and develop sound business strategies.

**Learning Outcomes.** Participants will be able to:

1. Understand the supply and demand factors shaping agricultural markets
2. Understand the financial condition of the U.S. farm sector
3. Describe frameworks that streamline decision making in an uncertain environment

David Widmar is an agricultural economist specializing in ag trends and the farm economy. Through his research, he supports agribusinesses and farmers in their strategic and planning efforts. David's current work can be found at Agricultural Economic Insights, [aei.ag](http://aei.ag), which he co-founded with Dr. Brent Gloy in 2014. Prior to Agricultural Economic Insights, Mr. Widmar was a researcher with the Department of Agricultural Economics at Purdue University, and served as the economist for the Kansas Department of Agriculture. David received his master of science degree from Purdue University, and a bachelor's of science from Kansas State University, both in agricultural economics.



# RIPARIAN BUFFER INITIATIVE

DEPARTMENT of AGRICULTURE and NATURAL RESOURCES

The Riparian Buffer Initiative (RBI) is a statewide effort lead by DANR to increase the use of riparian buffer strips across South Dakota. Riparian buffers have a proven record of improving water quality and they provide valuable habitat, stabilize stream banks, add forage for livestock, and reduce production costs on marginal crop lands.

Under RBI, we will establish more than 3,000 acres of new riparian buffers across the state. This will not happen overnight, but together we can get it done.

In this session, we will learn about the benefits of riparian buffers and how DANR and its partners are developing and implementing the RBI.

**MARCH  
2015**



**AUGUST  
2015**





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DEPARTMENT  
of  
AGRICULTURE  
and NATURAL  
RESOURCES**

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**OUR MISSION**

**To protect and preserve South Dakota's agriculture, environment, and natural resources through effective regulatory services, natural resource conservation, and financial and technical assistance.**

# EXPORTING RESOURCES

PAUL SORENSON

Food Export Association of the Midwest USA (Food Export-Midwest) is a non-profit organization created in 1969 as a cooperative effort between 13 Midwestern state agricultural promotion agencies and the United States Department of Agriculture's Foreign Agricultural



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Service (FAS). Food Export-Midwest's purpose is to provide a wide range of services to facilitate trade between Midwestern food suppliers and importers around the world. The South Dakota Department of Agriculture & Natural Resources is a member of Food Export-Midwest.

A lifelong Wisconsinite, Paul Sorenson moved to Chicago and joined the Food Export-Midwest team in July 2016. Paul's role at Food Export is to help South Dakota food and agriculture businesses fully utilize the export programs that are available to them. Paul graduated from the University of Wisconsin-Madison with a bachelor of science degree in agriculture and applied economics and a Certificate in Development Economics. Prior to joining Food Export, Sorenson worked as an intern for a non-profit that helped educate dairy producers from around the world. In his spare time, Paul enjoys trying new foods, playing guitar, and exploring Chicago.



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# DAKOTA PURE BISON

SCOTT ASSMAN & ALEX HEIM

Dakota Pure Bison is the partnership of two bison ranches in south central South Dakota. The Assman and Heim family came together in 2019 to form Dakota Pure Bison. Their bison products are marketed directly to consumers, with their products being shipped directly to their front door. Dakota Pure Bison has incorporated sustainable practices throughout their operation with the goal of always being good stewards of the land. This includes rotational grazing, regenerative agriculture, and restoring the prairies to their original state as they were many years ago.

The Assman family raise bison & farm organically near Mission, SD. The Assmans were a beef cow/calf operation until they transitioned to bison in 2016. The Heim family raise bison near Wood, SD and have been in the industry since 1967. The Assmans & The Heims produce a high-quality bison meat and want to provide customers everywhere with access to their premium product.



ALEX  
HEIM



SCOTT  
ASSMAN



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# FSA POLICY UPDATE

Joe Schultz

Joe Schultz, Acting State Executive Director for South Dakota FSA will discuss Farm Service Agency policy updates and current topics in agriculture with an outlook on the industry throughout the 2021 season.

Mr. Schultz began his USDA career in 1983 as an Assistant County Supervisor for the Farmers Home Administration in Parkston, SD after graduating from South Dakota State University. He later transferred to Lake Andes as a County Supervisor, transitioned to a County Executive Director for the Farm Service Agency, and then to a District Director for FSA. He most recently was temporarily appointed to the role of Acting State Executive Director for FSA.

Joe is an active member of his local community serving on the local ambulance, clinic, cemetery, and church boards in Lake Andes. Joe's other interests include a little fishing and a little farming. Joe and his spouse Susan have one grown son Matt who is currently living and working in Vermont.



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# 2021 GOVERNOR'S AG AMBASSADOR

## AWARD DINNER

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 agriculture and responsible stewardship of livestock and land.
- Highlights the significance of South Dakota agriculture to our global food system.
- Influences decision makers to develop and implement sound agricultural policies.

### PAST RECIPIENTS INCLUDE:

**2019 Paul Casper**  
**2018 Roger Scheibe**  
**2017 Lake Area Technical College**  
**2016 Michelle Rook**  
**2015 Dr. Bob Thaler**  
**2014 Brad Greenway**  
**2013 Mike Held**  
**2012 Jim Woster**  
**2011 Dr. Dan Gee**



Jeff Lakner is a fourth-generation producer who is passionate about the land and the next generation of agriculture in South Dakota. He is the CEO of Lakner Farms, LLC, a 4,500-acre diversified crop and livestock farm in east central South Dakota. Jeff and his wife Myrna have four adult children Kira, Blair, Mitchell and Andrew. Jeff works hard to improve the farm through precision ag technology and sustainable practices so he can pass it on to the next generation.

Jeff graduated from South Dakota State University (SDSU) with a Bachelor of Science degree in agribusiness. Jeff has continued to stay engaged with SDSU in many different roles including serving six years on the advisory Council for the College of Agriculture and Biological Sciences, and facilitating support for funding of the First Dakota National Bank Education e-Trading lab.,

Throughout his career as a farmer/rancher, ag lender and board member of some of the largest ag cooperatives in the US, Jeff is able to provide a multi-faceted look at the entire food value chain. Jeff has served on multiple boards and committees including Land O' Lakes, Agtegra, AgriCapital Advisory Group, Dakota Americas, Foundation for Food and Agriculture Research, Dakota Resources and the Minneapolis Federal Reserve Board's Advisory Council on Agriculture . His experience as a producer and his service with these diverse organizations make him an asset to South Dakota's ag industry.

In 2010, Jeff received National Council of Farmer Cooperatives (NCFC) Cooperative Director of the Year Award. Then in 2016, Jeff received South Dakota State University's Distinguished Alumni Award in Economics.



**JEFF LAKNER**  
**2021 GOVERNOR'S  
AG AMBASSADOR  
AWARD RECIPIENT**





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## MISSION

To protect and preserve South Dakota's agriculture, environment, and natural resources through effective regulatory services, natural resource conservation, and financial and technical assistance.

## VISION

A South Dakota with a prosperous economy, diverse agricultural opportunities, clean air, clean water, and healthy families.

## CONTACT US

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