

2023 SOUTH
DAKOTA

GOVERNOR'S

AGRICULTURAL SUMMIT

JULY 18 - 19 | LAKE AREA TECH | WATERTOWN, SD





Friends,

As a lifelong farmer and rancher, I am excited to welcome you to the 2023 Governor's Agricultural Summit. South Dakota's agriculture success is built on the pride and passion we have for our natural resources. South Dakota's farmers and ranchers are truly a community, and we do our best when we work together. That's why I'm proud to bring this community together at our annual Ag Summit.

The Ag Summit is a place to celebrate South Dakota's number one industry. Agriculture is the foundation of South Dakota's economy, supporting over 125,000 jobs and contributing more than \$32 billion to our state's economy.

One of my top priorities as governor is equipping South Dakotans with the skills necessary to succeed in agriculture. This event is an excellent way for people from across the industry to come together to discuss important issues, learn, and forge new connections. This past year, producers faced many challenges, from supply chain disruptions and low cattle prices to drought. The annual Ag Summit is the perfect forum for leaders in our ag community to come together and discuss solutions to these critical issues.

This year's Ag Summit focuses on the ways South Dakota agriculture continues to grow and evolve. You will hear updates on federal and state activities that impact our communities. We will highlight the variety of market opportunities available in South Dakota.

Thank you to our sponsors for supporting South Dakota's agriculture community. This event is not possible without you. Thank you to our participants for attending the conference and your desire to learn and be active in our industry. There are no days off on the farm, and I appreciate you making time for the Ag Summit. I hope you all learn something new and enjoy this special event.

Sincerely,

A handwritten signature in black ink, appearing to read "Kristi Noem", written in a cursive style.

Governor Kristi Noem

JULY 18

8:00 AM ➤ **Registration | Breakfast**

9:00 AM ➤ **Welcome Address & DANR Policy Update**
Secretary Hunter Roberts, South Dakota Department of Agriculture and Natural Resources

9:15 AM ➤ **Reauthorization of the Farm Bill - Live Stream**
Josh Maxwell, Policy Director for the U.S. House Agriculture Committee

10:00 AM ➤ **5 Minute Break**

10:05 AM ➤ **Governor's Ag Ambassador Award Ceremony**

10:30 AM ➤ **Networking Break**

10:50 AM ➤ **Farm Bill Panel with Congressional Staffers**
Ryan Donnelly, U.S. Senator John Thune (R-SD)
Michael Brooks, U.S. Senator Mike Rounds (R-SD) - Invited
Reid Rasmussen, U.S. Representative Dusty Johnson (R-SD)

11:50 AM ➤ **Lunch**

12:45 PM ➤ **South Dakota Trade**
Luke J. Lindberg, President & CEO, South Dakota Trade

1:15 PM ➤ **Leading the Beef Industry: NCBA President Update**
Todd Wilkinson, President, National Cattlemen's Beef Association

2:05 PM ➤ **5 Minute Break**

2:10 PM ➤ **Economic & Commodity Market Dynamics**
Elaine Kub, South Dakota Economist

3:10 PM ➤ **Networking Break**

3:30 PM ➤ **2023 Farm Bill - American Farm Bureau Federation Priorities**
Sam Kieffer, Vice President, Public Policy, American Farm Bureau Federation

4:10 PM ➤ **5 Minute Break**

4:15 PM ➤ **Dairy Sustainability Panel**
Dr. Erin Cortus, Lynn Boadwine, and David Skaggs

4:55 PM ➤ **Closing Statements**

JULY 19

7:30 AM ➤ *Registration | Breakfast*

8:25 AM ➤ *Welcome from LATC President Tiffany Sanderson*

8:35 AM ➤ *Tour of Lake Area Tech's Agriculture Programs & Facilities*

10:30 AM ➤ *Visit LATC's Ag Demonstration Farm & Drone Demonstration*

12:00 PM ➤ *Lunch at Milbank 4H Building*

12:30 PM ➤ *Valley Queen Cheese Leadership Discussion*

1:00 PM ➤ *Valley Queen Heritage Center & Facility Expansion Bus Tour*

3:30 PM ➤ *Anticipated Return to Watertown*

**Tours will be conducted according to a rolling schedule*

MASTER OF CEREMONIES

Mike Tanner

Mike Tanner has been the news director at KWAT Radio in Watertown since 2009, but has been covering radio news in the Upper Midwest for 39 years. A Sisseton native, Mike graduated from the Brown Institute School of Broadcasting in Minneapolis and has worked in numerous different markets big and small in Minnesota and the Dakotas. Mike is most proud of receiving the A.H. Pankow Award at the South Dakota Governor's Conference on Tourism, which recognizes a member of the media or public relations industry who has provided exceptional news coverage in South Dakota.



In announcing the A.H. Pankow Award in 2019, Governor Kristi Noem stated, "for more than 30 years, Mike's attention to current events and his unbiased coverage of South Dakota news has made him a "go to resource" for the latest headlines."

HUNTER ROBERTS

Secretary of the Department of
Agriculture and Natural Resources

Hunter Roberts currently serves South Dakota as the Cabinet Secretary of the Department of Agriculture and Natural Resources (DANR). DANR's mission is to protect and preserve agriculture, environment, and natural resources through effective regulatory services, natural resource conservation, and financial and technical assistance.



Through service, communication, collaboration, and hard work, Hunter strives to lead by example and truly believes in the power of a "can-do" attitude.

Hunter holds a master's degree in business administration and a Juris Doctor degree from the University of South Dakota.

A South Dakota native, Hunter resides in Pierre with his wife and two children. He is a 5th generation South Dakota farmer and rancher, who owns and operates a diversified grain and cow-calf farm and ranch southeast of Ft. Pierre with his family.





**SOUTH
DAKOTA
DEPARTMENT
of
AGRICULTURE
and NATURAL
RESOURCES**



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.

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Reauthorization of the Farm Bill - Live Stream

Josh Maxwell, Policy Director
U.S. House Agriculture Committee

Josh Maxwell serves as Policy Director for the Republican Leader of the U.S. House Agriculture Committee, Congressman Glenn 'GT' Thompson (R-PA).

Maxwell has served the U.S. House Agriculture Committee for nearly two decades, most recently as Senior Professional Staff handling conservation, forestry, energy, and credit, and has worked on the 2008, 2014, and 2018 Farm Bills.



THE DAIRY CHECKOFF INVESTMENT AT WORK

Fueling Sales at Retail

Our team focuses its efforts on providing insights and expertise to retailers to drive dairy sales and encourage consumers to put more dairy products in their carts. By revitalizing the dairy case, retailers experience increased sales and consumers are more satisfied with their shopping experience.

Increasing Access to Dairy in Schools

Building on the success of the Fuel Up to Play 60 program, our team continues to work with school food nutrition partners to increase the selection of dairy foods offered to students at various points throughout the day. Whether it's grab-and-go-breakfasts, after school snacking programs or smoothie bars and coffee stations, students, who are tomorrow's dairy consumers, can enjoy a wider variety of their favorite dairy foods all day long.

Dairy Research

Understanding what's important to today's consumers is key to bringing insights that fuel innovative product development that keeps consumers coming back to the dairy aisle. We also fund a wide variety of research projects to provide solutions to challenges throughout the industry.

Building Consumer Confidence

Midwest Dairy is fully engaged in the industry-wide Undeniably Dairy campaign. We also work to bring dairy foods and experiences to unexpected places to continually remind consumers how enjoyable dairy foods are and how they are key to many of life's most memorable experiences.



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Farm Bill Panel

Congressional Staffers



Reid Rasmussen currently serves as a Constituent Services Representative in Congressman Dusty Johnson's (R-SD) Sioux Falls District Office. Reid specializes in agricultural and rural issues including conducting outreach in rural communities, meeting with stakeholders in South Dakota agriculture, and working with producers on issues affecting their operations. Mr. Rasmussen grew up on a small farm in Turner County and graduated from Hurley High School. Following graduation, he earned his B.A. at Augustana, worked as a legislative assistant in the Wisconsin State Assembly, and returned to South Dakota in 2017 to work with Congressman Johnson.



Michael Brooks - Invited

Michael Brooks currently serves as a Senior Agriculture Advisor in the Office of U.S. Senator Mike Rounds (R-SD). Michael has over ten years of government experience, serving in both the House and Senate for multiple members from Texas, Kansas and now South Dakota. He has a passion for agriculture, science, technology, public policy and enjoys spending time in the great outdoors.



Ryan Donnelly is a legislative assistant for U.S. Senator John Thune (R-SD) handling agriculture, nutrition, conservation, natural resources, and agricultural trade issues. Previously, he served as a legislative aide and correspondent to Senator Thune. Ryan grew up on his family's corn and soybean farm near Elk Point, South Dakota, and he graduated from South Dakota State University with a bachelor of science in agricultural business.



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South Dakota Trade

**Luke J. Lindberg, President & CEO,
South Dakota Trade**

Luke Lindberg is the President & CEO of South Dakota Trade, a 501(c)(6) public-private-partnership that navigates international trade for South Dakota.

Previously, Mr. Lindberg served as the Chief of Staff and Chief Strategy Officer at the Export-Import Bank of the United States. As the agency's second-highest ranking official, he was responsible for managing the day-to-day operations of EXIM and advancing strategic initiatives such as new programs focused on "China and Transformational Exports", opening new markets for American Liquefied Natural Gas, securing America's supply of Critical Minerals & Rare Earths, and protecting allies in the race to deploy 5G globally.



He also led EXIM's involvement in the execution of the ground-breaking Abraham Accords. Mr. Lindberg earned the Distinguished Service Award, which recognizes distinctive accomplishment and leadership that significantly benefit EXIM and the nation.

Today, Mr. Lindberg serves on the board of directors of the National Association of District Export Councils, the Children's Home Society in South Dakota, and is study group member with the U.S. Global Leadership Coalition's Conservative Foreign Policy Study Group. Mr. Lindberg is also a Senior Fellow with the America First Policy Institute's Center for American Prosperity and has been featured by Fox News, The Washington Times, The Hill, The Daily Caller, and The Federalist for his thought leadership on international affairs. Mr. Lindberg earned an MBA, a Master of Public Policy, and a BA in Government and Politics, all from the University of Maryland.

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Leading the Beef Industry: NCBA President Update

**Todd Wilkinson, President,
National Cattlemen's Beef Association**



Todd Wilkinson is the current president of the National Cattlemen's Beef Association (NCBA) representing beef producers across the United States. He is a co-owner and operator of a commercial cow-calf operation with his son, Nick, in De Smet, South Dakota. He is also a co-owner of Redstone Feeders, a family-owned cattle feeding and finishing operation.

Wilkinson will highlight key initiatives taken on by the NCBA and their impact on South Dakota producers:

1. Animal Disease Traceability in the Cattle Industry - The USDA has proposed changes to EID tagging and identification which will impact cattle operations across the country. The USDA's proposal is for mandatory electronic identification for breeding livestock and dairy cattle. This will replace metal tags with electronic tags, which are designed to speed up reporting for disease outbreaks and isolate impacted cattle at the speed of commerce.



Taking into account extensive producer involvement, NCBA has adopted a policy for voluntary traceability program that goes beyond breeding livestock to the entire beef herd. With a highly mobile population and the issues at the southern border, NCBA is convinced a natural traceability system can reduce the impact of a disease such as Foot and Mouth when it enters the United States.

Wilkinson will provide detail on why this is necessary and the planning and goals for the beef industry including latest efforts to secure appropriation for funding in the farm bill process.

2. Cell Culture Meat - Viewed as a potential game changer to the beef industry, it is imperative to properly label cell cultured meat to ensure consumer transparency. Animal and social activists have proposed placing these products alongside traditional products on the meat counter, but it is certainly important that there is clear labeling to enable consumers to discern between genuine beef and laboratory-grown alternatives.

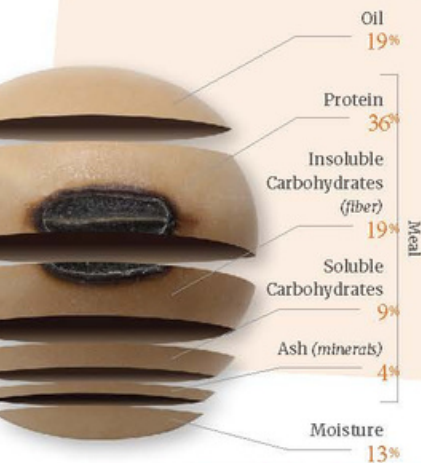
In addition, Wilkinson has practiced law for more than 40 years, specializing in estate planning and agricultural law. He is a graduate of Augustana College and USD School of Law. His firm, Wilkinson & Schumacher, is sought after by landowners (cow-calf, stocker and feeder segments) across the state when they are facing legal challenges.

Over the years, Wilkinson has been heavily involved in local, state and national leadership roles. During his time on the South Dakota Cattlemen's Association board, he held many roles, including president in 2015-2016. Wilkinson has also served on numerous NCBA committees as well as the Environmental Working Group, Traceability Working Group and Cattle Marketing Working Group. Wilkinson served as NCBA Region VII policy vice president for two years. Wilkinson is a founding member and current vice president of the South Dakota Cattlemen's Foundation.

Todd and his late wife, Jean, have three children and nine grandchildren.

SOUTH DAKOTA

SOYBEAN COMPOSITION



SOY STATS

SDSOYBEAN.ORG | 605.330.9942



SOUTH DAKOTA'S MEAL TICKET

ANIMAL AG CONSUMPTION

	Hogs	7,679,232 Bu
	Turkeys	1,286,538 Bu
	Dairy Cows	1,026,564 Bu
	Layers	783,255 Bu

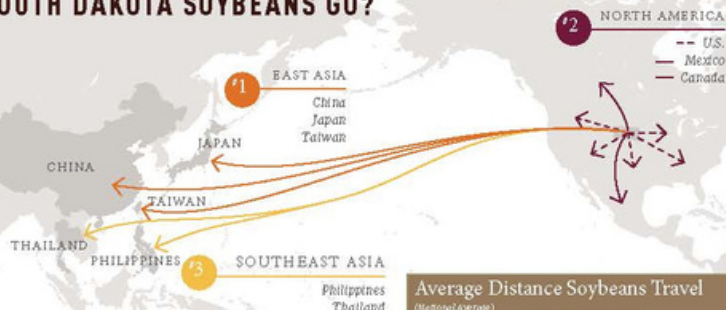
IN TOTAL: Livestock in South Dakota used the meal from 11,742,159 bushels of South Dakota soybeans.

SOUTH DAKOTA'S OIL FLOW

SOYBEAN OIL USES

- FUEL** Soybeans are a major feedstock for biodiesel, renewable diesel, and sustainable aviation fuel.
- MOTOR OIL** Soy-based biosynthetic motor oil burns cleaner in 5W-20 and 5W-30 vehicles.
- TIRES** Goodyear Tires has soy-based tires available now and will replace all petroleum with soybean oil by 2040.
- ROADS** Soy-based road sealants increase the longevity and flexibility of roads.
- BUILDING MATERIALS** Paint, insulation, fiber, plastics, and adhesives can all be made from soy.
- SHOES** Skechers partnered with Goodyear to create soy-based shoe soles.
- BEAUTY** Soy is used in lotion, makeup, nail polish remover, skin care, and more.

WHERE IN THE WORLD DO SOUTH DAKOTA SOYBEANS GO?



Average Distance Soybeans Travel

(Metric/Average)

1,110 miles by rail

2,000 miles by truck

260 miles by barge

2,000 miles by ship

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BNSF has a long history of commitment to South Dakota's producers.

BNSF has supported South Dakota's producers for over a century. Together we've been part of the innovation that's made the U.S. agriculture industry one of the most efficient and productive in the world. We've always been a critical link to delivering your agricultural products whenever and wherever they're needed. Last year, we moved more than 144,000 carloads of the state's agricultural products to domestic and international markets. BNSF's employees work hard to keep your business moving safely every day. We were there for you then; we're here for you now. You can count on us.

We're here for you at [bnsf.com/ag](https://www.bnsf.com/ag)

BNSF
RAILWAY

Economic & Commodity Market Dynamics

Elaine Kub, South Dakota Economist

Elaine Kub, CFA is the author of *Mastering the Grain Markets: How Profits Are Really Made* -- a 360-degree look at all aspects of grain trading, which draws on her experiences as a market analyst, grain merchandiser, futures trader, and farmer.

Before earning an engineering degree and an MBA, Elaine grew up on a family farm in South Dakota, where she's returned to be an active grain and cattle producer. Her economic analysis can regularly be found in a column for DTN

The Progressive Farmer, on public television's Market to Market, and in consulting projects that help institutions and business owners understand the risks and opportunities within the commodity markets.



Her economic analysis can regularly be found in a column for DTN The Progressive Farmer, on public television's Market to Market, and in consulting projects that help institutions and business owners understand the risks and opportunities within the commodity markets.

The presentation will explore how the present set of commodity market dynamics -- from interest rates and inflation, to geopolitical challenges in the global supply chain -- directly affect rural communities.

The dollars and cents paid for a bushel of corn or spent on a gallon of diesel or a ton of fertilizer can sharply influence the profitability of family farmers. Therefore, commodity market volatility affects every aspect of the agricultural industry, and a full summary of market conditions can help industry participants plan for the future.

COMMITTED TO YOU AND YOUR AG OPERATION



Agriculture represents South Dakota's past, present and future. Today's ag operators are among the most hardworking and business-savvy people around, and we remain committed to investing in their success for the long haul.

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BankWest Chairman, President & CEO*

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2023 Farm Bill: AFBF Priorities

Sam Kieffer, Vice President, Public Policy, AFBF



Sam Kieffer serves as the American Farm Bureau Federation's Vice President, Public Policy. In this role, he leads the AFBF government affairs, advocacy and economics teams in advocating for farmers and ranchers with Congress and the administration.

Kieffer previously served as the Chief Administrative Officer of Pennsylvania Farm Bureau, where he led a staff of more than 80 professionals in representing and serving farm and rural families across Pennsylvania. He began his career with Pennsylvania Farm Bureau in 2005 and held several positions within the organization including Regional Organization Director, National Government Relations Director, and Manager of the Government Affairs & Communications Division. Kieffer is also a 12-year veteran of the Pennsylvania Army National Guard, where he served as a logistics officer.



Kieffer grew up on a family grain and beef farm in Pennsylvania, and earned a bachelor's degree in political science from Dickinson College, a master's degree in public administration from Widener University and a master's degree in business administration from Delaware Valley University. He is also a recipient of FFA's Honorary American Degree.



Achieving Excellence

There are no shortcuts to success. It's achieved through hard work, integrity and believing in both yourself and your team. It's about working together toward a common goal and continually striving to be the best that you can. With the right people, a solid strategy and a spirit of teamwork, you can achieve your dreams. You can also build one of the strongest financial organizations in the nation. It's The PREMIER Way.



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Dairy Sustainability Panel

Dr. Erin Cortus, Lynn Boadwine, David Skaggs



Dr. Erin Cortus



Erin Cortus joined the Department of Bioproducts and Biosystems Engineering at the University of Minnesota in August 2017. Her position as Associate Professor and Extension Engineer is to provide engineering expertise in the area of sustainable animal agriculture systems. Erin was born and raised in Saskatchewan, Canada. She earned her Bachelor of Agricultural and Bioresource Engineering degree and PhD at the University of Saskatchewan. Dr. Cortus also has eight years of experience in a similar Research and Extension role at South Dakota State University. The broad mission of Dr. Cortus' program

is to work with producers and communities to understand and continually improve the quality and productivity of livestock environments. Her past and ongoing projects include measuring the air quality impacts of different manure management practices in swine, poultry, dairy and beef cattle barns, and navigating the science and communication aspects of sustainable livestock production.

Lynn Boadwine



Established in 1874 by Lynn Boadwine's great-grandparents, Boadwine Farms Inc has grown with each generation through the family's passion for dairy and beef production, their openness to embrace new technologies and techniques, and their emphasis on continuous training and skill development for their 65 employees. In the late 1980s, the farm had 40 milking cows. By 2000, the farm had grown to 600 milking cows. Today, Boadwine Farms Inc prides itself on caring for over 4,100 Holstein dairy cows. In 2020, Boadwine partnered with Brightmark Energy to begin the Athena renewable natural gas project. This initiative utilizes methane digesters to convert manure into renewable natural gas, enhancing the farm's sustainability efforts.

David Skaggs



David Skaggs joined Agrovive Biologicals in June 2022 as the Dairy Project Manager, overseeing field and research projects in the United States and Canada. Agrovive Biologicals is at the forefront of utilizing Microbes to increase and enhance plant growth and yield and reduce the greenhouse gas footprint. Several studies have been conducted over the last year, including documented studies showing a reduction of enteric methane in the cow's rumen

and manure greenhouse gas footprint. Prior to joining Agrovive, David was the Dairy Development Specialist for the South Dakota Department of Agriculture for 14 years, growing South Dakota Dairy & Livestock Farms and Industry Partners. During his time with the South Dakota Department of Agriculture, he had the opportunity to travel around the country recruiting dairy families and seeing first-hand how farmers are always looking to make the best decisions for their families and their communities. Born and raised on a registered Simmental & Shorthorn beef herd in Northern Michigan, he attended Michigan State University where he earned his degree in Livestock production.



www.sddairyproducers.org

Assure and Enhance a Sustainable Dairy Environment in South Dakota

Policy

The voice of dairy families with legislative and policy leaders in Pierre and in Washington D.C.

Growth

By cooperating with other agricultural groups and stakeholders. South Dakota Dairy Producers is encouraging growth and opportunities for dairy in South Dakota.

Education

Providing information to dairy farmers through SDSU Extension, the I-29 Moo-University and at the State Annual Meeting.

Consumer Confidence

WORKING TO:

- Support policy initiatives
- Build sales and trust in dairy
- Protect your license to operate

LATC's Agriculture Programs & Facilities



Tour Location

Lake Area Technical College's Agriculture Program offers six different options for students to pursue, which provide students with diverse avenues to pursue careers in the agricultural industry by combining theoretical coursework and hands-on training supported by state-of-the-art facilities and tools.

On the tour, we will showcase LATC's Agriculture Program with an overview of the department, a visit to their precision ag lab, and shop demonstrations. Later in the morning, we will visit Lake Area Technical College's demonstration farm, which provides students valuable hands-on learning experiences on a working farm, where students are involved in planning and carrying out farm management best practices. Precision technologies are incorporated to optimize planting, fertilizing, and harvesting strategies at the farm. During the tour, we will see a drone demonstration at one of the LATC's fields, witnessing up close the capabilities of drones in the agriculture industry today.

VALLEY QUEEN CHEESE



Tour Location

It all started with a chance stop for fuel in Milbank, South Dakota, leading two Swiss immigrants to open a business that has now produced quality cheese and whey products for more than 90 years. Today, Valley Queen Cheese remains privately owned and proudly employs over 300 people in their small community. Valley Queen has become a key partner for national and global food processors looking for quality cheese and whey products to bring their own products to life.

While visiting Valley Queen Cheese, we will have a discussion on their expansion, growth, markets, and production with Valley Queen leadership. Additionally, we will have a chance to visit the Valley Queen Heritage Center and take a bus tour around the complex, led by CEO Doug Wilke.



Proudly based in
Milbank, South Dakota

Since opening its doors in 1929, Valley Queen has been focused on the success of their customers, employees, and dairy producers. With core values of ethics and excellence, Valley Queen seeks to improve the livelihood of their employees and the vitality of the communities they serve.

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 Science for a **better life**

2023 Governor's Ag Ambassador Award

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:

2022 Walt Bones

2021 Jeff Lakner

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

NEF AND GONZENBACH FAMILIES

2023 Governor's Ag Ambassador Award Recipients

In 1929, Alfred Nef and Alfred Gonzenbach founded Valley Queen Cheese in Milbank, South Dakota.



Today, their families continue to operate the company as a privately held enterprise, committed to growth and development in the state. The Nef and Gonzenbach families' unwavering commitment to innovation and willingness to take calculated risks has spurred South Dakota's dairy industry into a world-class destination for producers, one that many other states aspire to emulate. Over 90 years of commitment to South Dakota has paved the way for a thriving dairy industry, supporting the northeast corner of the state, providing jobs, and generating over 2.4 billion dollars in economic activity for the region.

“The Nef and Gonzenbach families have been true leaders in South Dakota’s dairy industry,” said DANR Secretary Hunter Roberts. “Their commitment to investing in the community continues to create jobs, grow dairy herds, and increase production.”

NOTES



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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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605.773.5559
danr.sd.gov

