

# 2024 SOUTH DAKOTA GOVERNOR'S AGRICULTURAL SUMMIT

JUNE 12 - 13 | STATE FAIRGROUNDS | HURON, SD







Friends,

As a lifelong farmer and rancher, I am excited to welcome you to the 2024 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, we do our best when we work together, and 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 Dakota's farmers and rancher with the skills they need to succeed. This event is an excellent way for people from across the industry to come together to discuss important issues, learn, and forge new connections. Our producers faced many challenges over the last year, from supply chain disruptions and fluctuating cattle prices to drought. The annual Ag Summit is the perfect forum for leaders in our ag community to discuss solutions to these critical issues.

This year's Ag Summit focuses on South Dakota agriculture's continued growth. You will hear updates on federal and state activities that impact our communities. Experts will speak on global trade. And I am particularly excited for you to hear our keynote presentation by Damian Mason.

Thank you to our sponsors for supporting South Dakota's agriculture community. This event is not possible without you. Thank you to our participants not only for attending the conference, but also for your strong desire to learn and be active in our industry. I know 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.

Kristi Noem  
Governor



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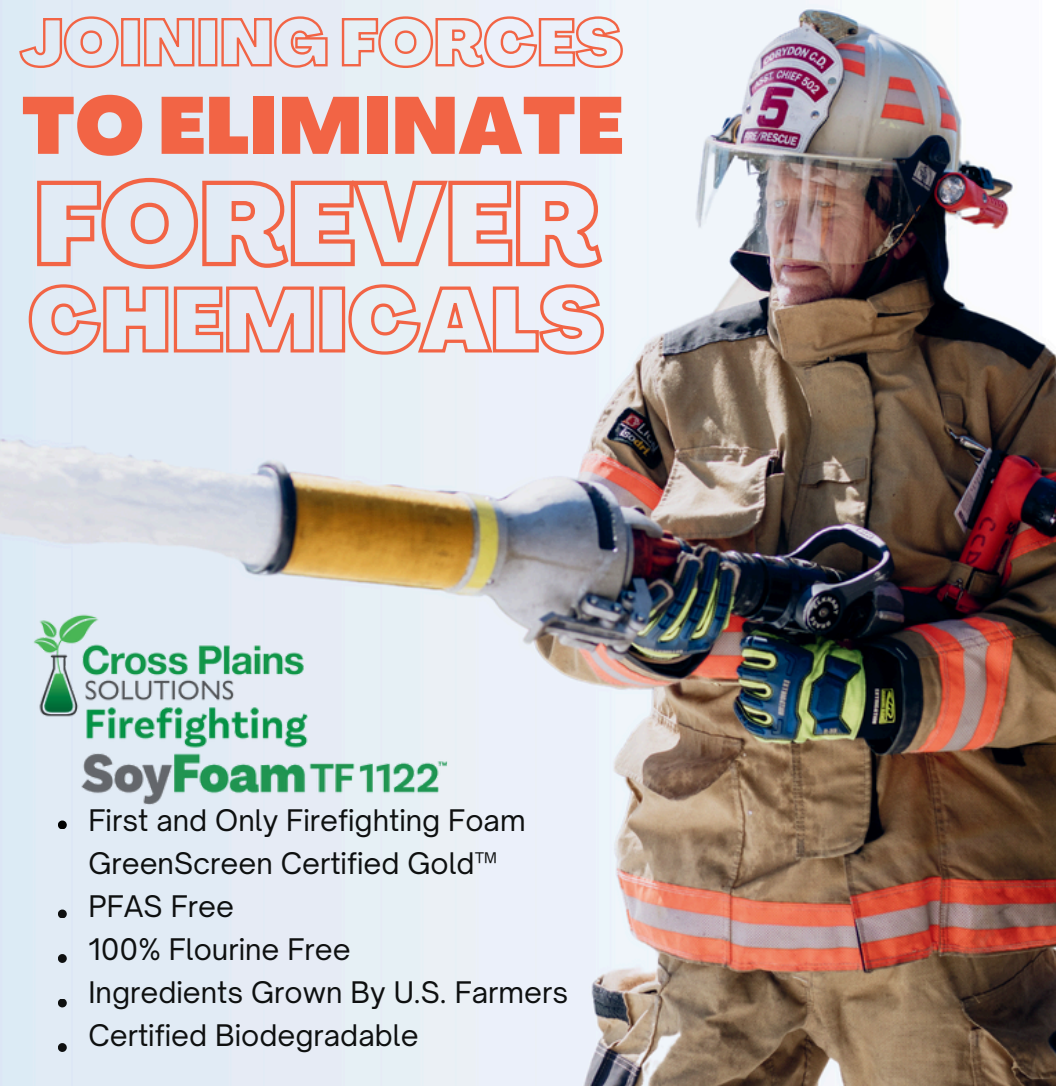
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U.S. soybean farmers supported the testing and development of this product through their soy checkoff and the United Soybean Board.

# JUNE 12

7:30 AM ➤ **Registration | Breakfast**

8:30 AM ➤ **Welcome Address**

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

8:35 AM ➤ **Governor Policy Update and Ag Ambassador Award**

*Governor Kristi Noem*

9:10 AM ➤ **5 Minute Break**

9:15 AM ➤ **Exploring Emerging Agricultural Law Issues: WOTUS, Foreign Ownership, Prop 12, and More**

*Harrison M. Pittman, National Ag Law Center*

9:45 AM ➤ **Networking Break**

10:05 AM ➤ **The 'Ations' of Agriculture: Addresses the Key Issues Impacting Our Industry – Immigration, Population, Regulation, Confrontation, Inflation, and Threats from Other Nations**

*Damian Mason, Keynote Speaker*

11:05 AM ➤ **Strengthening South Dakota's Economy Through Trade**

*Luke Lindberg, South Dakota Trade; Jerry Schmitz, South Dakota Soybean; Dennis Harstad, Houdek; Cesar Garcia Arevalo, Advanced Sunflower*

12:05 PM ➤ **Buffet Lunch**

12:50 PM ➤ **The Changing Face of American Agriculture: Insights from the 2022 USDA Census of Agriculture**

*Erik Gerlach, State Statistician, USDA's National Agricultural Statistics Service*

1:20 PM ➤ **Lankota – Ag Driven Innovations**

*Lance Tschetter, President, Lankota*

1:50 PM ➤ **5 Minute Break**

1:55 PM ➤ **Highly Pathogenic Avian Influenza (HPAI) update: Poultry and Mammals**

*Dr. Beth Thompson, State Veterinarian, South Dakota Animal Industry Board*

2:25 PM ➤ **Networking Break**

2:45 PM ➤ **Commodity Market Dynamics & Effects on Rural Communities**

*Elaine Kub, Market Economist*

3:45 PM ➤ **5 Minute Break**

3:50 PM ➤ **Navigating Global Trade:**

**Enhancing Agriculture Supply Chain Logistics Panel**

*Jared Gooch, AVP Sales & Marketing, RCP&E Railroad; Travis Antonsen, SVP of Grain Marketing and Rail Logistics, Agtegra; Matt Erickson, Regional Trading Director, CHS Inc.*

4:50 PM ➤ **Closing Remarks**



# JUNE 13

Please note that the tour will commence and conclude at the Huron Event Center 100 4th St SW, Huron, SD 57350

8:00 AM ➤ *Registration | Breakfast*

9:00 AM ➤ *The Deep Roots of Agriculture Anchoring the South Dakota State Fair*  
Faron Wahl, Chairman, SD State Fair Commission

9:45 AM ➤ *Load Busses*

10:15 AM ➤ *Exploring Hutterite Heritage: A Tour of Spink Colony and Kasemeister Creamery*

2:00 PM ➤ *Travel*

2:30 PM ➤ *Conclusion of the 2024 Governor's Ag Summit*

8:00 PM ➤ *DEXtravaganza 'Grand Opening' Concert ft. Thomas Rhett*  
*The DEX on the State Fairgrounds, Huron, SD*



# THOMAS RHETT

**JUNE 13 HURON, SD**

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# HUNTER ROBERTS

Secretary 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.





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# **The 'Ations' of Agriculture: Addresses the Key Issues Impacting Our Industry – Immigration, Population, Regulation, Confrontation, Inflation, and Threats from Other Nations.**

## **Damian Mason, Keynote Speaker**

Imagine a talk show host mixed with an Agricultural economist and a healthy dose of comedian. That's Damian Mason.

Damian delivers crisp, current, Ag commentary intersected with humor. His positive, hilarious, straight talk resonates with Ag audiences from across the spectrum.



In addition to speaking at Ag meetings, Damian produces and hosts his own - "The Business of Agriculture" podcast and the "Do Business Better" podcast. He hosts the "Cutting the Curve" podcast with XtremeAG.farm, an informational platform for future-focused farmers.

Damian is the author of multiple books. His two most recent are: "Do Business Better" and "Food Fear." He's also extremely active on social media, Fox News, NewsMax, and Cheddar News spreading information and dispelling misinformation about the world's most important industry: Agriculture.

Damian's clients cover every space on the table - from corn to cranberries, cotton to cattle, canned food to canola. He's spoken in all 50 U.S. states, 5 Canadian provinces, and 7 foreign countries.

Damian was raised on a dairy farm, owns and manages 300 acres of farm and timber land, and has a degree in Agricultural Economics from Purdue University. He also studied comedy writing and improvisation at The Second City-Chicago. When Damian isn't on an airplane or a stage, he lives with his wife, Lori, and their dogs, Jack and Rosa. They split time between their Indiana farm and a winter home in Arizona.

# Exploring Emerging Agricultural Law Issues:

WOTUS, Foreign Ownership, Prop 12, and More

**Harrison M. Pittman,**  
**National Ag Law Center**

Harrison Pitman is the director of the National Agricultural Law Center. Harrison received his Juris Doctor from the University of Arkansas at Little Rock William H. Bowen School of Law, after attending Mississippi State University and graduating from the University of Arkansas at Little Rock. He then earned an LL.M. in Agricultural Law from the University of Arkansas School of Law's Graduate Program in Agricultural Law. Harrison has worked at the Center since 2001. During that time, his title and job duties have spanned the range of graduate assistant, staff attorney, co-director, interim director and currently, director; in which capacity he has served since 2007.



He has taught at the University of Arkansas at Little Rock William H. Bowen School of Law as part of the Ben J. Altheimer Distinguished Professorship for Agricultural Law, and has also served as a visiting professor at the Drake University Law School. In addition, he has taught Environmental and Natural Resources Law and Introduction to Agricultural Law in the Dale Bumpers College of Agricultural, Food, & Life Sciences, Department of Agricultural Economics and Agribusiness. In that role, he was awarded the 2011-2012 Agricultural Business Club Teaching Award.



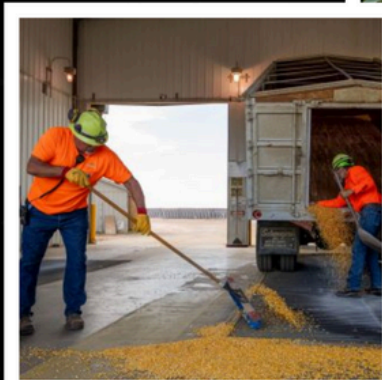
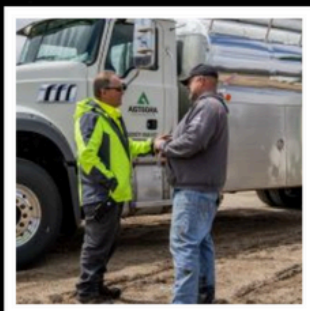




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# Strengthening South Dakota's Economy Through Trade

Luke Lindberg, South Dakota Trade; Jerry Schmitz, South Dakota Soybean;  
Dennis Harstad, Houdek; Cesar Garcia Arevalo, Advanced Sunflower



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, he was the Chief of Staff and Chief Strategy Officer at the Export-Import Bank of the United States. Mr. Lindberg serves on the boards of the National Association of District Export Councils, the Children's Home Society, and holds advisory roles with the U.S. Global Leadership Coalition and the Krach Institute for Tech Diplomacy at Purdue University.



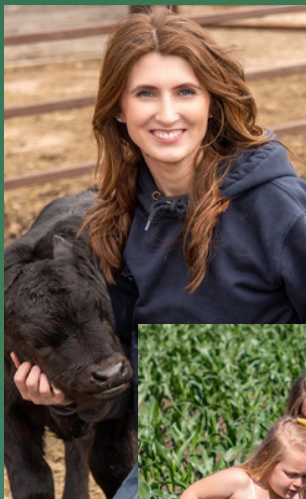
Dennis Harstad is currently Serving as Vice President of Operations and General Manager for Houdek dba Prairie Aquatech in Brookings South Dakota. Houdek is an animal health and nutrition company developing a renewable protein source being used in aquaculture, pet and soon, human diets. The technology is a new process developed with South Dakota State University. The company has over 50 employees.



Jerry Schmitz serves as the Executive Director for the South Dakota Soybean Research and Promotion Council and the South Dakota Soybean Association. He has owned and operated a row crop farm in extreme southeast South Dakota for approximately 40 years. Mr. Schmitz currently serves in advisory roles with the U.S. Global Leadership Coalition, SD Trade, and the South Dakota Ag Foundation. He and his wife Sally recently passed the farm down to the next generation and currently live near Vermillion.



Cesar Garcia Arevalo is the Export Sales Manager for Advanced Sunflower, LLC, based in Huron, SD. The company specializes in processing inshell and kernel South Dakota sunflower seeds for consumption in both human and bird food industries. Mr. Garcia Arevalo's is actively engaged in marketing South Dakota sunflower seeds in Mexico and South Korea, while also actively seeking out new market opportunities in global markets.



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# The Changing Face of American Agriculture: Insights from the 2022 USDA Census of Agriculture

**Erik Gerlach**  
State Statistician, USDA's National  
Agricultural Statistics Service



South Dakota State Statistician Erik Gerlach will provide an overview of the census data and trends specific to South Dakota and the Midwest.

Erik Gerlach is the State Statistician for USDA's National Agricultural Statistics Service (NASS). Erik was raised on a family farm near Corsica, S.D. and attended South Dakota State University, majoring in Agronomy and Agricultural Economics. Mr. Gerlach began his career as a farm loan officer for USDA's Farm Service Agency before joining NASS as an agricultural statistician in 2007. He has held numerous roles for NASS in Nevada, Minnesota, and Washington, D.C. before returning to Sioux Falls in 2015.





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# Lankota

## Ag Driven Innovations

Lance Tschetter,  
President, Lankota



Lance Tschetter, a native of Huron, SD, is the President of Lankota Inc. At 36 years old, he and his wife Sammi are proud parents of four children: Suttyn (9), Lawsyn (8), Crimsyn (3), and Memphys (1).

Lankota Inc. was founded by his parents, Kim Tschetter and Marvie Tschetter-Grossman, during their farming days in Yale, SD. Growing up on the family farm and being actively involved in the inception and growth of Lankota has provided Lance and his brother Dakota, who serves as Vice President, with comprehensive insights into business creation and development. Lance's diverse experiences have cultivated a "jack of all trades" approach, which, along with their dedicated team, ensures the continued delivery of exceptional agricultural products.



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# Highly Pathogenic Avian Influenza (HPAI) update: Poultry and Mammals

**Dr. Beth Thompson**  
State Veterinarian, South Dakota  
Animal Industry Board



Highly pathogenic avian influenza is caused by a virus readily spread by wild water fowl and other birds. While the virus is lethal to domestic poultry, the affects in other species is not as devastating. Dr. Thompson will give an update of HPAI in the US and specifically in SD, discussing USDA's response and work done in SD.

Dr. Thompson joined the South Dakota Animal Industry Board in May 2022 and serves as the SD State Veterinarian and Executive Secretary for the Animal Industry Board. Her duties also include serving as the director of the SD Veterinary Licensing Board.

Dr. Thompson earned her DVM from the University of MN College of Veterinary Medicine, and also earned a certificate in Swine Medicine. After veterinary school, she worked for a MN based swine system. She joined the MN Board of Animal Health in 2008 as a senior veterinarian and served as the MN State Veterinarian from 2016 – 2022.

In addition to her duties at the Animal Industry Board and as the executive secretary for the SD Veterinary Licensing Board, Dr. Thompson is in leadership

in the United States Animal Health Association (USAHA) and is the president of the National Association of State Animal Health Officials. She is the chair of the AVMA Animal Agriculture Liaison Council, and a variety of emergency planning groups. She is the past chair of the USAHA Cattle/Bison committee and the Tuberculosis subcommittee.

In addition to her veterinary degree, Dr. Thompson has a Juris Doctorate in 1992 from William Mitchell College of Law. She is originally from Groton, SD.







# 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.

[MidwestDairy.com](http://MidwestDairy.com)



[www.sddairyproducers.org](http://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

# Commodity Market Dynamics & Effects on Rural Communities

**Elaine Kub, Market Economist**

Elaine Kub is a market economist, columnist for DTN The Progressive Farmer, and the author of "Mastering the Grain Markets: How Profits Are Really Made," an industry classic which draws on her experiences as a commodity market analyst, futures broker, grain merchandiser, and as the operator of her family grain and livestock business in South Dakota.

Her presentation, titled "Commodity Market Dynamics & Effects on Rural Communities," will explore pressing topics in agricultural economics for 2024, including inflation, input costs, land investment, and long-term commodity market trends.





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# Navigating Global Trade: Enhancing Agriculture Supply Chain Logistics Panel



## Travis Antonsen, SVP of Grain Marketing and Rail Logistics



Travis leads Agtegra's Grain Division, driving its origination strategy, leading product lines, and overseeing rail logistics. Travis joined Agtegra in 2009 as a Grain Merchandiser. He has held numerous positions in his 14+ years with the company including domestic corn merchandiser, Wheat Product Line Manager, and Director of Origination. Prior to his current role of SVP Grain Marketing and Rail logistics, Travis led product line teams as well as the

cooperative's commercial risk committee. He was raised on a farm/ranch near Platte, SD and is a graduate of South Dakota State University with a Bachelor of Science Degree in Ag-Business. In his free time, Travis enjoys helping on the family farm/ranch, watching his boys' sporting events, and riding motorcycles. He resides in Groton, SD with his wife Angela and their three boys.

## Matt Erickson, Regional Trading Director



Matt Erickson has worked in the agriculture industry for 13 years. He has spent time in South Dakota and Minnesota in a variety of roles across hedging, origination, sales management and most recently trading. He currently serves as grain trading director for the CHS region that includes South Dakota, western Minnesota, southern North Dakota, northwest Iowa and northern Nebraska. Matt is responsible for optimizing the CHS supply chain from destination markets back to producer owners within the region.

# Jared Gooch, AVP Sales & Marketing



*a Genesee & Wyoming Company*



Jared Gooch is the AVP of Sales & Marketing for Genesee & Wyoming Inc., overseeing the sales team for G&W railroads in the central and western U.S. With 25 years of experience in the railroad industry, Jared began his career at Union Pacific Railroad in Omaha, NE, and has held various marketing and sales positions across the east coast and the Pacific Northwest. He joined Genesee & Wyoming in 2013, managing sales and marketing for shortline railroads in AZ and southern CA before moving to South Dakota in 2021 to lead sales for the RCPE Railroad. Jared has 5 children and resides in Spearfish, SD where he and his wife Olivia work with mentoring youth at their local church.







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# INDUSTRY TOURS

**JUNE 13, 2024**



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Huron Event Center 100 4th St SW, Huron, SD 57350

## **The Deep Roots of Agriculture Anchoring the South Dakota State Fair**

**Faron Wahl, Chairman, State Fair Commission**

Faron Wahl has been a member of the South Dakota State Fair Commission since 2009 and currently serves as its Chairman. In his presentation titled "The Deep Roots of Agriculture Anchoring the South Dakota State Fair," he explores the historical journey of the fair, from its modest beginnings to its current status as a cornerstone of the state's agricultural landscape. Wahl's insights and understanding of the fair's mission, historical milestones, and recent advancements, foster a deeper appreciation for its enduring legacy and its deep ties to South Dakota's agricultural heritage.

## **Exploring Hutterite Heritage: A Tour of Spink Colony and Kasemeister Creamery**

Join us for the "Exploring Hutterite Heritage" tour. Start with a look into the history and daily life of the Spink Colony Hutterite community.

Next, visit the Kasemeister Creamery to see how they make their cheese. Finish the tour with cheese sampling and wine tasting, and shop for fresh products at the farm store. This tour offers a genuine look into the Hutterite way of life and their craftsmanship.





# 2024 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:

**2023 Nef and Gonzenbach Families**

**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**

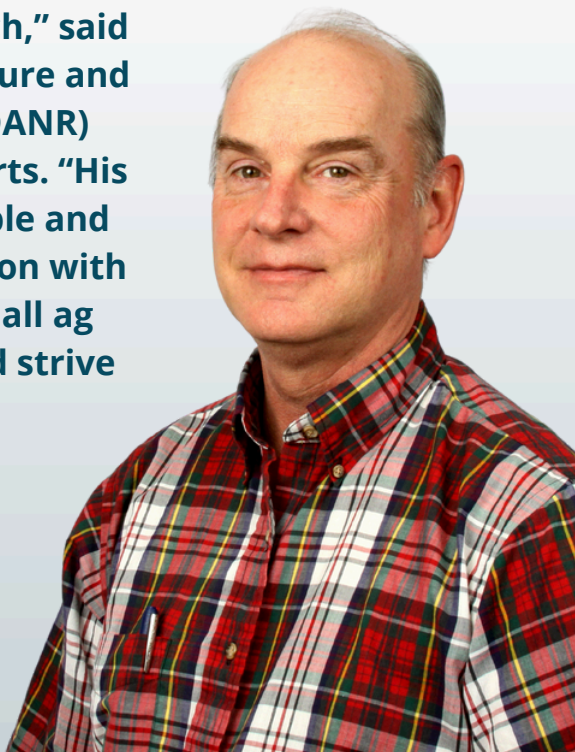
# Jerry Oster

**2024 Governor's Ag Ambassador  
Award Recipient**



Throughout his 49-year long career with WNAX Radio Station, Jerry Oster provided immeasurable benefits to South Dakota's agricultural community and listeners across a 5-state region. Jerry worked daily to provide credible, real-time updates of the everchanging commodity market reports, weather forecast, and current events. His voice informed producers about the most important news impacting agriculture in South Dakota and across the nation, allowing them to make the best decisions for their operations. Jerry retired in 2023 leaving behind a legacy of impacts on his listeners across the state.

**"Jerry's unwavering dedication to South Dakota agriculture is one most people in the industry aspire to match," said Department of Agriculture and Natural Resources (DANR) Secretary Hunter Roberts. "His commitment to credible and informed communication with producers is a legacy all ag communicators should strive to achieve."**





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▶ Photo of Agropur's Lake Norden, SD facility






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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.

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