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West River Breakfast  
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Range Camp  
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Ag Lender's Conference  
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Scholarship Fundraising  
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**SOUTH DAKOTA CHAPTER**  
**AMERICAN SOCIETY FARM MANAGERS & RURAL APPRAISERS**

4/05



*Enhancing Our Members' Ability to Succeed  
in Their Rural & Agriculturally Related Professions!*

**DATES TO REMEMBER!**

**2005**

- May 10 - West River Breakfast Meeting (9 A.M.) – Rapid City Rodeway Inn
- May 20 - SDSU Breakfast Meeting - Brookings  
Committee Chair Training - Brookings  
Chapter Board Meeting - Brookings
- May 24-27 - Assessors Conference - Lead
- June 12-15 - Range Camp near Presho
- June 16-17 - Iowa / MN Summer Tour - Clear Lake, IA
- July 22 - East River Breakfast Meeting - Sioux Falls
- Sept. 10-14 - Leadership Institute – Washington D.C.
- Sept. 21-23 - Spearfish Conference w/PAASD, WY ASFMRA, WY AI
- October 6-8 - ASFMRA Annual Meeting – Austin, Texas

**2006**

February 15-17 - Winter Education & Joint Meeting w/ PAASD - Mitchell

**2nd Week February 2007** - ASFMRA Annual Meeting with ASAC and NAICC in Atlanta, Georgia

**July 18-25, 2009** – International Farm Management Conference in Bloomington, Illinois co-hosted by national ASFMRA and Illinois ASFMRA

**PRESIDENT'S MESSAGE**

As spring arrives and we have received a little moisture over parts of the west, we're hopeful of deep pastures.

As I look at my pending list I can't help but wonder where all the requests come from. Seems there is no end to the potential buyers and willing sellers. As demand increases so do values, I've heard that's some sort of economic principle.

Most recently I've verified a sale in Harding County of grass, well ok it was mostly dirt and some grass. Selling price was \$385 per acre. I remember hearing of values around \$40 and \$50 per acre back in the 80's for similar land. I can see you reaching for your HP's as you read.

Seems everyone wants a piece of the action. An appraiser friend of mine once said "It sure is fun to appraise when values are going up, as compared to when land prices are going down." Seems he remembers the eighties too!

**Continued next page**

## **PRESIDENT'S MESSAGE CONTINUED -**

Construction is increasing, land values are increasing, lease rates are increasing and workload is increasing. Where will it stop? Will it continue? My answer...I only deal in the past, not the future. And if I don't get some appraisal reports out the door, I'll have no future, only dreams of the past. What a vicious circle!

Based on the workload we all have, you haven't got time to read anymore of my ramblings. Get to work, and most of all enjoy the day!

## **MEMBERS GAIN VALUABLE KNOWLEDGE AT EAST RIVER BREAKFAST MEETING**

Those attending the April 29<sup>th</sup> East River Breakfast meeting at the Rollin' Pin restaurant participated in an informative and interesting session.

Jim Hollenbeck introduced Scott Heimes to the other members (Jim Dunlap, Brian Gatzke, Allan Husby, Tom Jass, John McMahon, Paul Reisch, and Paul Sickler) attending. Scott was working in the Farm Credit Services of America Sioux City office and has recently transferred to the Sioux Falls location. Scott will be transferring his membership to South Dakota chapter.

Technology Committee members shared GIS information with the group. Allan Husby showed quality maps he has produced with \$1,500 software provided by FSA that does require a high end technology user.

Jim Hollenbeck shared information from AgriData, Inc ([www.agridatainc.com](http://www.agridatainc.com)). Good information that can help appraiser efficiencies with aerial photo, soils analysis, and improvements is available for a \$400 per year access. The Technology Committee is planning to develop a more detailed article for an upcoming newsletter.



Brian Gatzke and Tom Jass shared their experiences with the South Dakota Agricultural Rural Leadership program.

South Dakota Agriculture and Rural Leadership, Inc., (SDARL), is a private, not-for-profit organization, dedicated to identifying and developing leadership for agriculture and rural communities in order to enhance the quality of life for all South Dakotans.

Class III has 31 people including five women, ranchers, grain farmers, and agri-businessman (some with farming enterprises).

Brian and Tom said that the 2-4 days class sessions are intense, taxing, and keeping up with reading homework and class preparation can sometimes be frustrating. However, it is a great experience that is developing them and making them better individuals and community leaders.

## Highlights:

### November 04 – Chamberlain - Orientation

- Spouses attended to gain better understanding of the program including time demands.
- Who we are talks by class members showing their passion for rural agricultural issues.
- Personality study.

### December 04 – Brookings – Leadership / Communication Skills

- Seminars on dress, table manners, writing, speaking, effective listening.
- Cornerstone Ranch (tender beef), Meat Lab, Vera Sun Ethanol, and East River Electric tours.
- Dairy Industry development speakers ( pro & con).
- Wind Energy seminar and tour.

### January 05 – Pierre – Political Process: State Government

- Visits with state leaders (Secretary of State, Secretary of Agriculture, Game & Fish, Environment and Natural Resource, Public Utilities, and Public Lands.
- SD Tribal speaker
- Seminars on lobbying and animal health issues.

### February 05 – Washington, DC – National Study – Various Speakers / Tours

- USDA International Marketing.
- Homeland Security.
- Secretary of Agriculture.
- NRCS Chief Bruce Knight from Gann Valley.
- U.S. Treasury.
- SD Senators and Representative.
- American Banking Association.
- Farmer Mac.
- R-Calf / National Cattleman's.
- Brazilian Embassy.
- Visits to public elementary school and the world's largest homeless shelter that serves 4,500 meals daily on a \$200,000 annual budget.

### April 05 – Rapid City – Rural / Urban Development – Tourism

- Black Hills Forest issues.
- How to moderate a forum with emotional issues.
- Seminar on gender differences.
- Visit to SDARL classmate's ranch.

Future visits include Spearfish (Natural Resources / Environment), Eagle Butte (Comparative Cultural Systems), Milbank-Aberdeen (Dairy Industry), Sioux Falls (Ag's Future – Value Added and Beyond), Mitchell-Huron (SD AG Investment / Foreign Policy), and the ending International Travel Study in February 2006.

More detailed information on the SDARL program, classes, and details on the various sessions can be found at <http://sdarl.sdstate.org>.

## CHAPTER HAS PRESENCE AT BANKER CONFERENCE



The SD Chapter of the ASFMRA had a presence at the SD Bankers Agriculture/Commercial Credit Conference held in Pierre April 13<sup>th</sup> through the 15<sup>th</sup>. Approximately 100 ag/commercial lenders from across the state were present.

This presence afforded an opportunity to answer questions and provide information about the ASFMRA and the appraisal and management services offered. Most of all, it created the opportunity to make new relationships and build on old relationships with ag bankers from across the state.

Chapter members Terry Leibel and Jim Vietor were on hand to represent the Chapter by manning the booth and visiting with lenders on Wednesday evening at the social.

## STORY COURTESY OF JIM DUNLAP

A New Orleans lawyer sought an FHA loan for a client. He was told the loan would be granted if he could prove satisfactory title to a parcel of property being offered as collateral. The title to the property dated back to 1803, which took the Lawyer three months to track down. After sending the information to the FHA, he received the following reply (Actual letter): "Upon review of your letter adjoining your client's loan application, we note that the request is supported by an Abstract of Title. While we compliment the able manner in which you have prepared and presented the application, we must point out that you have only cleared title to the proposed collateral property back to 1803. Before final approval can be accorded, it will be necessary to clear the title back to its origin.

Annoyed, the lawyer responded as follows (actual letter): "Your letter regarding title in Case No. 189156 has been received. I note that you wish to have title extended further than the 194 years covered by the present application. I was unaware that any educated person in this country, particularly those working in the property area, would not know that Louisiana was purchased, by the U.S., from France in 1803, the year of origin identified in our application.

For the edification of uninformed FHA bureaucrats, the title to the land prior to U.S. ownership was obtained from France, which had acquired it by Right of Conquest from Spain. The land came into the possession of Spain by Right of Discovery made in the year 1492 by a sea captain named Christopher Columbus, who had been granted the privilege of seeking a new route to India by the Spanish monarch, Isabella. The good queen, Isabella, being a pious woman and almost as careful about titles as the FHA, took the precaution of securing the blessing of the Pope before she sold her jewels to finance Columbus' expedition.

Now the Pope, as I'm sure you may know, is the emissary of Jesus Christ, the Son of God, and God, it is commonly accepted, created this world. Therefore, I believe it is safe to presume that God also made that part of the world called Louisiana. God, therefore, would be the owner of origin and His origins date back, to before the beginning of time, the world as we know it AND the FHA. I hope you find God's original claim to be satisfactory. Now, may we have our damn loan? The loan was approved.

## PUBLIC RELATIONS COMMITTEE PLANS PRESENCE AT ASSESSOR CONFERENCE

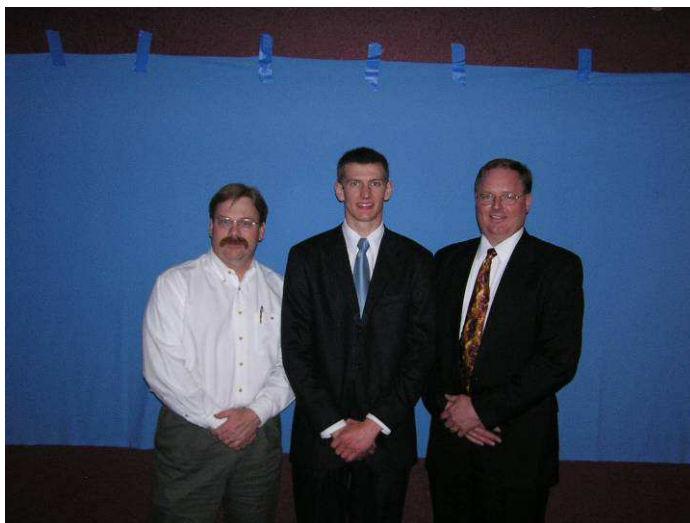
The Public Relations Committee is again planning a presence at the state assessors' conference by providing Black Hills gold jewelry door prizes. The conference is in Lead and runs May 24<sup>th</sup> to May 27<sup>th</sup>. The banquet is the evening of May 26<sup>th</sup>. President Wade Buck will be in attendance at the banquet. The give aways will be done after the meal around 7:00. **If any West River members are interested in attending with Wade, give him a call or discuss it with him at the May 10<sup>th</sup> breakfast meeting.**

## CHAPTER AWARDS FIRST ACORN SCHOLARSHIP AT SDSU

Members Brian Gatzke and Jim Hollenbeck represented the chapter at the April 5<sup>th</sup> Ag-Bio Scholarship Banquet at the Brookings Inn. Seth Zilverberg from Holabird was announced as the recipient of the chapter's \$500 scholarship for the 2005-06 academic year.

Seth was chosen when SDSU Relationships Committee members Paul Reisch, John Cole, Jim Dunlap, and Brian Gatzke interviewed five well qualified candidates on February 24<sup>th</sup>.

The candidate pool represented Animal Science, Ag Business, Ag Economics, and Agronomy and majors and the locations of Arlington, SD, Dallas, SD, Holabird, SD, Ward, SD, and Renville, MN.



The scholarship was created to develop and support student interest in the rural appraisal, farm management, and agricultural consulting professions and to encourage students to become American Society of Farm Managers and Rural Appraiser (ASFMRA) chapter members.

Upper level undergraduate students enrolled in the College of Agriculture and Biological Sciences are eligible for the scholarship. A cumulative GPA of 2.5 minimum, or upper half of class ranking, is required – along with a stated interest in considering rural appraisal, farm management, or agricultural consulting as a career. The following preferences are also considered:

- Community service achievements and demonstrated leadership qualities,
- Completion of or current enrollment in the Rural Estate Appraisal course (Econ 373 / Plant Science 373) or the successive course if this one is no longer offered at SDSU,
- South Dakota resident,
- Financial need.

Establishment of the scholarship and the fundraising efforts in 2004 contributed to a strengthened chapter relationship with SDSU personnel. The scholarship interview process provided interaction of chapter members with SDSU students, who will share those experiences with other students.

On April 25<sup>th</sup>, chapter member Paul Reisch spoke to the SDSU appraisal class regarding the appraisal profession as a career opportunity and the role of appraisal in the lending function. Paul's presentation included ASFMRA member benefits and promotion of the chapter scholarship.

Scholarship winner Seth Zilverberg was present and again expressed his appreciation. His written thank you note is included on the next page.

April 12, 2005

18542 326<sup>th</sup> Ave.  
Holabird, SD 57540

Mr. Paul Reisch  
FCS, PO Box 1117  
Watertown, SD 57201

Dear Mr. Reisch:

Thank you for awarding me a generous scholarship through South Dakota State University's College of Agriculture and Biological Sciences. The money will definitely go a long way toward paying my tuition bill for my senior year.

I had the opportunity to sit with Jim Hollenbeck and Brian Gatzke during the scholarship banquet. I enjoyed getting to know them.

I truly appreciate the South Dakota Farm Managers and Rural Appraisers' commitment to the future of agriculture. While the number of young people returning to their agricultural roots dwindles, the financial assistance and reassurance provided by the scholarship will ease my entry into production agriculture. After earning my degrees in Animal Science and Ag Business, I plan to return to the family ranch north of Holabird where we raise registered Polled Hereford and Limousin seedstock.

Again, thank you for this fantastic financial aid.

Sincerely,



Seth Silverberg

## **SDSU RELATIONSHIPS TO HIGHLIGHT MAY 20<sup>TH</sup> BREAKFAST MEETING**

Active public relations are a part of achieving our chapter mission. As a part of chapter's active public relations efforts, we will be inviting South Dakota State University (Extension, Economics, Animal Science, Dairy Science, Plant Science, and SDSU Foundation) representatives to join us for breakfast on Friday May 20<sup>th</sup> for our member breakfast meeting at 9:00 a.m. in Brookings.

This will give chapter members an opportunity to:

- Interact with various SDSU extension and academic personnel that have contributed in recent years or can contribute in the future to our achieving our chapter mission through education and networking.
- Share chapter education activities this year and plans for the coming year.
- Discuss University resources and possible programs for future education offerings.
- Discuss needs of students desiring to enter the rural appraisal, management, and consulting professions including possible scholarship opportunities and networking opportunities with those in these professions.
- Provide an interesting and educational program for those attending.

**The breakfast is scheduled for Friday May 20<sup>th</sup> in Brookings at the SDSU Alumni Center. We have confirmed Ken Rutledge from Dakota Turkey Growers as program speaker. Ken is overseeing the construction of the new turkey plant and will manage the plant when it is put in operation.**

**Members are encouraged to attend and support the chapter public relations efforts. Please mark your calendars to attend! A follow-up letter will be sent to members the first part of May requesting RSVP from members.**

## **COMMITTEE CHAIR TRAINING AND BOARD MEETING TO FOLLOW BREAKFAST**

Immediately following the May 20<sup>th</sup> breakfast event, committee chairs present will receive training and guidance in effective committee planning, involvement, and accomplish of tasks. Committee chairs will also discuss goals, objectives, and planned activities of their committees with the chapter board. Following these discussions, chapter board members will discuss other topics.

May 20<sup>th</sup> Agenda:

9:00 A.M. – SDSU Breakfast Meeting / Program Speaker

11:00 A.M – Committee Chair Training / Committee Activities Discussion

1:00 P.M. – Committee Chair / Chapter Board Lunch

1:30 P.M. to ???? – Chapter Board Discussions

**All Committee Chairs are urged to attend if at all possible.**