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SOUTH DAKOTA CHAPTER
AMERICAN SOCIETY FARM MANAGERS & RURAL APPRAISERS

4 / 08



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

DATES TO REMEMBER!

2008

May 15 - Chapter Board Meeting – Brookings

May 16 - SDSU Breakfast – Brookings

June 8-11 – Range Camp in Roberts County (Between Webster & Sisseton)

June 12- West River Breakfast Meeting (9 A.M.)

Rapid City Marlin's Roadhouse Grill

July 14–18 – ASFMRA National Summer Education Meeting in Omaha, NE

November 12-14 - ASFMRA National Annual Meeting in San Antonio, TX

2009

January 21-23 – Winter Education & Joint Meeting W/PAASD – Mitchell

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

October 2009 – South Dakota-Wyoming Educational Offering – Black Hills

PRESIDENT'S MESSAGE

Track season is in full swing. However, it seems we as appraisers and farm managers have been running all winter. Besides work our chapter has been working with the legislature, working to get our scholarship awarded, and getting the breakfast meeting lined up at SDSU. We should all appreciate the work of those committees and be thankful for the time they spend making our chapter stronger and more recognized in our State.

We have an agreement with PAASD for the winter meeting. The agreement has been approved by both boards with the agreement having a two year term to determine if there is anything that will need adjusting after we work with it for that term. We as Presidents have not signed. We just need to get it in front of us, which should happen within the next month.

Education offering over the next couple of years needs to be studied. What can we offer that will be of benefit to you as members? We have a day or more if we would like in Mitchell next January. We are planning a regional offering in the Hills area for the fall of 2009. It will be our turn to offer education with the Wyoming chapter. They offered great classes in Sheridan, now we need to do the same.

I encourage all to make the breakfast in Brookings on the 16th of May. Monsanto is offering a program and it is a great opportunity to mix with the educators from the college.

Continued

PRESIDENT'S MESSAGE CONTINUED

We should keep tuned to legislation both at the State level and on a National level. There is some Federal legislation in regard to licensing that may make it even more difficult to recruit individuals into our profession. The last numbers for the bills I have are HR 2915 and S 2452. I received word that the Appraisal Institute has information on their web site.

MONSANTO WILL SPONSOR MAY 16TH SDSU BREAKFAST MEETING

Active public relations are a part of achieving our chapter mission. As a part of the chapter's active public relations efforts, we will be inviting South Dakota State University (Ag Bio, Ag & Biosystems Engineering, Animal Science, Dairy Science, Economics, Experiment Station, Extension, Geography, Horticulture, Forestry & Parks, Plant Science, SDARL, SDSU Foundation, and Veterinary Science) representatives to join us for breakfast on Friday May 16th for our member breakfast meeting at 9:00 a.m. in Brookings.

This will give chapter members an opportunity to:

- Provide an interesting and educational program for those attending.
- 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 over the past year and plans for the future.
- 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 scholarship opportunities and networking opportunities with those in these professions.

The breakfast is scheduled for Friday May 16th in Brookings at 9:00 a.m. at the SDSU Foundation building conference room T3-A (big conference room on the top level of the building). Monsanto will sponsor the breakfast for the chapter.

Joe Schefers, Monsanto Technology Manager for South Dakota, will be our guest speaker. Joe's technology development department tests technology traits in the local environment in the last 2 years of the development process before the traits become public. Joe will provide us a technology update on Monsanto's "Round Up Ready 2 Yield", their VT Triple, drought resistant seed corn, and other items.

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.

CHAPTER AWARDS ACORN SCHOLARSHIP AT SDSU

Members Brian Gatzke, Tom Jass, and Paul Sickler represented the chapter in March in conducting interviews for the chapter's \$1,000 scholarship.

Jim Jansen has been selected as the recipient of the chapter's \$1,000 scholarship for the 2008-09 academic year.

Jim was chosen from those who submitted application / essays for the scholarship. He is a Fordyce, NE native. He will be working this summer as intern with Farm Credit Services of America in their Sheldon / Emmetsburg retail offices.

Jim shared the following in his scholarship application:

Growing up on Jansen Farm is the primary attribute to who I am as an individual. This is where my skills in time management, work ethic, and multitasking developed. Working on the farm has provided challenges and difficulties which allowed me to develop problem solving techniques. A combination of these skills integrated my integrity into an honest, hard working individual. I have grown to respect agriculture and understood the challenges that face the American Farmer. Since being a young child, I have always wanted to carry on the tradition started by great grandfather three generation ago, which is to operate Jansen Farm.

To continue this tradition I have established a series of education goals. The first is to complete Bachelor of Science degrees in Agricultural Business and Agricultural Economics, with minors in Animal Science and Agricultural Marketing at South Dakota State University. This solid foundation in undergraduate studies will provide a basis for my future farming operation and graduate studies. After graduation in the Fall of 2009, I plan on entering and completing the Accelerated Masters program in Economics with an Agribusiness emphasis at SDSU. In the ever increasing competitiveness of agriculture, primarily farming, a graduate degree allows for an individual to apply critical analysis and management skills to an operation.

After completion of these degrees I will return to the farming operation to takeover and manage for future generations. In addition to operating the family farm, I hope to start a part-time private consulting business dealing in agricultural future trading. These two businesses are separate entities, but can provide a competitive edge in marketing future commodities produced by Jansen Farm. Diversification of my future farming enterprises is crucial for a successful farming operation.

Any individual engaged in agriculture gains an indescribable appreciation and fondness for farming. This is part of my heritage and future endeavors to become an individual carrying on a proud family tradition in farming. A comprehensive education at South Dakota State University provides the intellectual, analytical, and professional development required for an individual to a successful farmer.

Jim's activities and achievements include: National FFA Proficiency Winner Agricultural Mechanics Repair and Maintenance – Entrepreneurship, National FFA Star in Agribusiness Finalist, American and State FFA Degree, Chapter FFA Treasure, SDSU Deans List, Collegiate FFA Member, Hartington FFA Alumni, Block and Bridle Club, Fordyce Friends and Neighbors-4 H Club, St. Boniface Catholic Church Member, Church Grounds Mowing Crew.

NEWSLETTER EDITOR SEEKS FUTURE MEMBER ARTICLES

Members,

Over the past several years, a very popular part of our monthly newsletter has been the Member Profile. In the Member Profile, a member shared information regarding their experience and education related to the property professional field, what led to becoming a chapter member, personal background items, and memorable or unique experiences in life. At this point, we have exhausted our supply of members to contribute to the member profile unless a new member joins the chapter.

A means of sustaining this personal touch of sharing experiences and knowledge with members through the newsletter would be for members to write and send articles to me.

Some ideas of items you could share with the membership include:

- 10 Favorite Websites (lesser number acceptable)
- Technology Tips
- Recent Interesting Memorable Experience – Personal or Professional
- Good Story – Fictional or Actual From Your Experience
- Recent Educational Experience
- National Organization Happening / Experience
- Memorable Family Event / Memory

This could be fun and educational for all. However, it will only be as good as you the members make it by submitting articles to me. I usually put the newsletter together the last half of the month so could include something in the month submitted or the following month. When you have something ready, just e-mail it to me.

One shouldn't ask something of others, one is not willing to do. So, see the next page for my first contribution.

Paul Reisch, Editor

WORD LOVER'S DELIGHT

1. A bicycle can't stand alone because it is two-tired.
2. What's the definition of a will? It's a dead give-a-way.
3. A backward poet writes inverse.
4. In democracy it's your vote that counts; in feudalism it's your count that votes.
5. She had a boyfriend with a wooden leg, but she broke it off.

REPORT WRITING SKILLS ENHANCED AT RECENT SEMINAR submitted by Paul Reisch

Early this month, I journeyed to Ames, IA to attend a report writing seminar sponsored by the Iowa chapters of ASFMRA and ASA. As typical, I signed up because it was something I needed! Those licensed in Iowa are now required to have a 7 hour report writing class included in their continuing education credits for renewal.

L. Dean Wilson, ASA instructor and Partner / Chief Appraiser with Blackwell Group, Riverside, CA was the leader of our discussion. He was a master at using video and cartoons in his slide presentation to help keep one's attention to the topic.

Dean's approach was not spending lots of time addressing proper grammar in our writing. Several times he mentioned that effective writing comes from first thinking effectively about the issue at end. It must be right in the mind first, before it can be communicated correctly on paper in the report.

Some Highlights:

- Imperatives
 1. The foremost purpose of a technical report is to inform, not impress.
 2. If not from the market, then not in the report.
 3. The single most beneficial thought to have while writing a technical report is to ask "So What!!!"
- The art of making sense – We do not devote enough time to the study of logic and critical reasoning. Appraisal reports can be abundant with data, but devoid of adequate explanations. Philosophers ask questions, then question the answer.
- Readers' vs. Writers
 - The most important consideration when writing a report is the reader!
 - The reader's desire to use the information contained in your report should be the major reason for your writing the report and the major focus of your writing style.
 - Most writers think that their purpose is to "tell what I know" or "Tell what I have done" rather than to provide information their readers can use.
- Readers' most commonly asked questions
 - What will I gain from your report?
 - Are your facts reliable?
 - What do you know that is useful to me?
 - How do you interpret those facts from my point of view?
 - How are those facts significant to me?
 - What do you think I should do?

After setting the above foundation for effective writing, Dean provided detailed tips related to expository writing and critical thinking stuff.

It was a good day spending time thinking about issues one doesn't spend time on day to day. It was also great to visit and network with ASFMRA members from a different chapter.