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SOUTH DAKOTA CHAPTER
AMERICAN SOCIETY OF FARM MANAGERS & RURAL APPRAISERS
THE MOST TRUSTED RURAL PROPERTY PROFESSIONALS

4/10



DATE TO REMEMBER!

May 6-7 - Chapter Board Meeting - Brookings
May 7 - SDSU Network Event - Brookings
May 27 - State Assessors Conference Banquet - Mitchell
June 6-9 - SDAg Lenders Range School - Newell - Mud Butte Area
June 23-24 - Quad States Summer Event - Sioux City, IA
July 8 - West River Breakfast Meeting - 9 A.M. Rapid City Marlin's Roadhouse Grill
July 12 thru 16 - ASFMRA Summer Education Week - St. Louis
July 16 - East River Breakfast Meeting - 9 A.M. Sioux Falls Roll 'N Pin
September 22 - SDSU Scholarship Banquet - Brookings
November 1 - SDSU Careers Day - Brookings
November 1 thru 4 - 81st ASFMRA Annual Meeting - Orlando, FL
January 20-21 - Winter Education & Joint Meeting W/PA ASD
June 16-17, 2011 - Special Chapter Event - Huron / Brookings

PRESIDENT'S MESSAGE

Don't ya just love Spring?! Spring is the best time to get out in the country. I cantell right now. This one came quick and stayed with me. The area farm managers had our first golf outing for the year (4/27). We happened to catch a very fine and beautiful day to be out of the office and enjoying the outdoors and good fellowship. Member Don Kinker had 2T shots off hole #8 that will long be remembered and memorialized. Don't forget to ask him about them sometime!

As I peruse through the Dates To Remember, and read the Newsletter, I'm amazed, pleased, and impressed by the activity going on in this Chapter. I'm thinking we might belong to one of the best chapters in our organization!!! Hats Off to all members for so much effort and participation.

Yes, the Old Board Meeting is coming up next week. I'm sure the board members are busy gathering up committee reports and getting their minds focused on Chapter business. The SDSU Event is next Friday and I encourage all who can to get involved. I know it takes a commitment and a day away from work, but the benefits will be offsetting and perhaps long reaching.

I see Range Camp is coming up again too. The program looks great and I encourage your attendance. I hear real good reviews from those who have attended. Once again I cannot make it, with 2 vacation periods already planned for June. Continue

PRESIDENT'S MESSAGE CONTINUED

We hope to have more specifics for you on the Quad States Summer Event in next month's letter. The dates and first day agenda are firm, so I encourage you to write them into your calendar and give them event consideration.

Please accept a word of "Thanks" from your Pres. to all who have been hard at work. That includes a lot of you, but just in reading this newsletter. I see several who've been planning, interviewing, writing, promoting, etc. Thanks to all of you.

JUNE 23-24 QUAD STATES SUMMER EVENT IN SIOUX CITY, IA

Plans continue to progress for the June educational and networking opportunity with the Iowa, Minnesota, Nebraska, and South Dakota chapters.

Day 1 Education (Wednesday, June 23rd) – Registration will begin at 9:30 a.m. at the Marina Inn with the morning session beginning at 10:00 a.m. Morning Sessions:

- Economic Development in the Siouxland Area – Deb Durham, Sioux City Chamber
- Wind Power Update – Implications to Farm Managers & Appraisers – Terry Argotsinger, AFM, ARA, Stalcup Ag. Service, Storm Lake

After lunch, afternoon sessions will include:

- National Legislative Update – Stephen Frerichs, Lobbyist, ASFMRA, Washington, DC
- Weather Update – 2010 Crop Season – Climatologist from South Dakota State University
- Missouri River Transportation Issues – Speaker from US Army Corp of Engineers, Omaha
- Global Positioning Systems, What's New? – Tom Niewohner, Agri-Tech Solutions, Onawa, IA
- Grain Price Outlook and Marketing Strategies – Darin Newsom, DTN Senior Analyst, Markets & Commodities

The educational part of the day will adjourn at 4:30 p.m. followed by a 5:30 p.m. cookout by Woodbury County Cattlemen and then a Sioux City Explorers Baseball game at 7:05 p.m.

Day 2 Tours (Thursday, June 24th) – The day will begin with breakfast buffet at Marina Inn. A tour with American Popcorn (Jolly Time) has been confirmed with work continuing on confirming others. Other tour possibilities include Terra Nitrogen, Midwest Energy coal plant, and TransOva at Sioux Center. Plans are to have participants on their way home by mid-afternoon.

More details to follow in May newsletter.

WORD LOVER'S DELIGHT

A Local Area Network in Australia is the LAN down under.

He often broke into song because he couldn't find the key.

Every calendar's days are numbered.

CHAPTER AWARD SCHOLARSHIP AT SDSU

Members Paul Sickler, Jay Knuppe, and Jerry Warmann represented the chapter in April in conducting interviews for the chapter's \$1,000 scholarship. There were three individuals interviewed on the SDSU campus on the afternoon of April 6th.

Maria Skoglund has been selected as the recipient of the chapter's \$1,000 scholarship for the 2010-11 academic year.

Maria is a Canova, SD native. Maria shared the following in her scholarship application:

I actively participate in various campus ministries, clubs, organizations, and bands at South Dakota State University. I am a member of the Pride of Dakota marching band, pep band, and that plays at basketball games, and concert band.

I enjoy giving tours to and assisting prospective students and their families as an Admissions Ambassador. As the Little International Judging Coordinator, I am the liaison between the participating high school members and the college contests supervisors--getting the information to everyone, reserving the needed rooms, moving sections of contests, etc.

I weekly attend the campus ministry groups Campus Crusade for Christ and Oasis where we worship, pray, share our faith, hold Bible studies, as well as various social activities. I am a committee member of Colleges Against Cancer. As such, I plan survivor outreaches, activities, and other aspects of the SDSU Relay for Life. To stay active, I participate in the basketball, volleyball, and softball intramural sports seasons.

I am an honored recipient of the American FFA Degree and was a National FFA Proficiency finalist in the area of Agricultural Education. I am very honored to be a Briggs Scholar at SDSU. I proudly served as a state FFA officer from 2008-2009.

While I do not know the exact path my career will go down, my agricultural background and drive to constantly learn leads me to explore the areas of rural appraisal, agricultural consulting, and especially farm management as I hope to raise cattle and farm a family on a farm. My studies related to agricultural economics have opened me up to the importance of agricultural praisers and consultants in the rural and agricultural economies. The analysis of these professional decisions (among others as well) performs an important role in directing farm managers.

While I have not completed all the preferred coursework to receive this scholarship, I am honored to be supported by the SD Chapter of ASFMRA as I continue learning who is involved in driving South Dakota's rural economies and what it takes to keep progressing our state's number one industry.



**“Care more than others think necessary.
Trust more than others think wise.
Serve more than others think practical.”**

CHAPTER CONTINUE EFFORTS TO ORIENT YOUTH TO OUR PROFESSIONS

SDSU Relationship Committee members Paul Reisch and Paul Sickler shared information with Jerry Warmann's SDSU Farm & Ranch Management Class on Friday April 16th.

Paul Sickler introduced class members to the farm management career. In South Dakota, a farm manager needs a real estate broker's license. Paul also has an insurance license so he can handle client needs for crop, hail, and multi-peril insurance.

Farmers National customers are absentee land lords with a high percent family farms in the second, third, and fourth generations. They also have institutional trusts and investors as clients. Their average client is 70 years old, lives quite a distance from the farm, and many are female.

A farm manager does whatever is needed to manage to the owner's objectives. The manager works to increase income, reduce or control expenses, and provide peace of mind that the land is being taken care of.

Paul Reisch then oriented class members for the appraisal profession emphasizing key skills needed to be successful in the profession including:

- General Education—English Composition, Statistics, Economics, Computer Skills
- Analytical Skills—Observation, Reading, Organization, Recall Past Learning

Paul also informed the staff of starting points for entrance into the profession including Appraisal Foundation/SD Appraisal Certification Program websites, the need for a mentor, and education and experience requirements.

Paul then covered ASFMRA, giving the students an overview of national, SD chapter, and the benefits of membership. Information on the chapter's SDSU scholarship was also shared.

In West River, Loy Matthes recently visited with Kathryn Reeves, 4-H/Youth Development Specialist. With this visit, Loy opened the door for additional chapter contacts for those youth interested in exploring a career in our chosen professions. Kathryn suggested two events to Loy.

One event was the state wide workshops being conducted on SDSU's campus June 8-11, 2010. The workshops include a session on "choose a career". This opportunity will be explored by the SDSU Relationships Committee for 2011.

The second event is the 2010 Kids Range Camp for 4-Hand FFA youth with most participants being upper class high schoolers. This is being held the first week in June at Sturgis Brown High School. Kathryn stated that SD virtually has a dynasty having 9 of the last 10 years national championships in range judging.

Loy is exploring the possibility for a short presentation and providing ASFMRA information at this event and/or other 4-H/FFA meetings or events. I f a high school or college age student has questions on how to enter our professions, Loy will visit with them. Loy is also thinking of inviting such an interested person to a West River breakfast meeting or spend a day with them so they can explore such a career path. If other West River members know of such youth contacts or presentation opportunities, they can send them Loy's direction.

MONSANTO SPONSORED SDSU NETWORK EVENT TO BE HELD MAY 7TH

This event will give our 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.

We have invited over 60 South Dakota State University representatives to join us for our chapter SDSU Network Event on Friday May 7th at 10:00 a.m. at the Student Union Lewis & Clark Room.

The format has changed from the previous years' breakfast meetings. This year we will have the program first, then enjoy lunch together, followed by an afternoon golf outing for those who are interested.

The program agenda will include:

- Announcement of our chapter's 2010-2011 scholarship winner.
- Short updates from several SDSU department representatives on what is happening in their department that most directly relates to the farm management, agricultural consulting, and rural appraisal professions.
- Discussion and feedback, particularly from SDSU representatives, regarding chapter plans for a June 2011 Special Event for chapter members and SDSU representatives.
- Jerry Warmann and Burton Pflueger will give a presentation on the International Farm Management Conference they attended in the summer of 2009.
- Burton Pflueger will provide an update on the status of the tax assessment/valuations project.

We will end the session with lunch together. Those interested will then enjoy 9 holes of golf (each participant to pay own green fees) in the afternoon at Meadow Creek GC in Volga with tee times beginning at 1:30 p.m.

At the time of newsletter distribution, 28 individuals had communicated their plans to attend including Monsanto representative, 8 SDSU representatives, and the 2009-10 and 2010-11 scholarship winners.

There are several parking areas east of the student union which should have spaces. Another lot, further east, is south of Frost Arena. SDSU Relationships Committee members are currently working on getting permits in advance that can be handed out in the parking lot as people arrive. If this is successful, an e-mail will be sent to those who have confirmed attendance communicating the details.

WORD LOVER'S DELIGHT

A lot of money is tainted. 'Taint yours and 'taint mine.

A boiled egg in the morning is hard to beat.

He had a photographic memory that was never developed.

2010 AGLENDER'S RANGE CAMP IN NEWELL-MUD BUTTE AREA

The 2010 AgLender's Range Camp is set for June 6-9, 2010 with camp headquarters midway between Newell and Mud Butte. The SD chapter of ASFMRA is a sponsor of the event.

The "base camp" is located at a former command center for the Minute Man Missile system common in Western South Dakota. It has been converted to a guest lodge and has sleeping rooms, rec. room, kitchen, bar (self service), showers, etc.

AgLender's Range Camp offers opportunities for you to:

- Learn techniques to better evaluate the rangeland resource.
- Learn how to integrate new technologies for ranching:
 - ArcView
 - Drought Management
- Gain "hands-on" experience:
 - plant identification
 - range site condition
 - stocking rates
 - range management practices!
- Tour working ranches while seeing and hearing about their management practices.
- Network with professionals in the areas of lending, appraisal, and range management from across South Dakota.
- Hear up-to-date economic information on managing grasslands.
- Discover management strategies that optimize ranching operations and maintain productivity of the resources.
- Receive Continuing Education Credits

Camp Schedule :

Sunday: 3:30 p.m. - (Mountain Daylight Time) traditional camp setup and registration, welcome and evening program.

Monday: Soil Quality Demo by Tom Quinn, Plant ID, Range Health, Animal & Eco Site Overview, Roger Gates and Dr. Mike Catangui - Grasshopper Part I, Jeff Smeenk - Range Tour - Meet at Center of the Nation, and Grasshopper - Part II

Tuesday: Five F Feedlot - Jim Clarkson and/or Lyle Sprague, Vallery Game Farm - Randy Vallery, Clint Pitts - BF Irrigation District (3 Sites), Lyndon Bucher - American Colloid Reclamation Power Point & Field Site, Land Value Trends - Jim Hollenbeck, and Issues Effecting Ranch/Farm Appraisal - Loy Matthes

Wednesday: 7:30 a.m. - Plant Identification Contest. (lots of fun)

Registration is \$130 per person before May 15; \$150 onsite. Add \$20 for continuing education credits. Included are all workshop materials, handbooks, transportation between ranches, etc. and all meals, necessary utensils and cooking facilities. Participants are expected to assist with the outdoor meal preparation. Please make check payable to AgLender's Range Camp. Mail to: First National Bank in Philip Attn: Boyd Waara, PO Box 910, Philip SD 57567.

For more information, contact Boyd Waara at (605) 859-2525 Ext. 3. There are accommodations at the Camp Site; cost will be \$50/night. Contact information to rent a room onsite... 605-748-2449 Jim & Jean Smeenk.

SD CHAPTER PROFITS FROM JANUARY EDUCATION OFFERINGS FINALIZED

Final results are in for the educational offerings held in Chamberlain in January. Net income to the chapter for the three day event totaled \$7,302 and is summarized as follows based on information provided by PAASD to our chapter. SD

Wind Powered Generators and Their Impact on Land Ownership had 43 participants generating \$10,800 income. The course netted \$3,996 after \$6,804 expenses (\$1,925 instructor, \$3,720 materials, \$1,159 for food, beverage, equipment, mailings)

Appraising Distressed Commercial Properties: Here We Go Again had 42 participants generating \$8,850 income. The course netted \$2,995 after \$5,855 expenses (\$1,846 instructor, \$2,435 materials, \$1,274 for food, beverage, equipment, mailings). The chapter net was \$2,396 (80% with 20% to Wyoming Appraisal Institute co-sponsor).

USPAP 7-Hour Update Course had 141 registered with 10 no shows generating \$21,710 income. The course netted \$5,203 after \$16,507 expenses (\$4,318 instructor plus expenses, \$7,302 materials, \$4,887 for food, beverage, equipment, mailings, and PAASD administrative fee). The chapter net was \$910 (17% with 83% to PAASD co-sponsor based upon member participation).

PLANNING UNDERWAY FOR 2011 ASFMRA/PAASD EVENT IN CHAMBERLAIN

The education committee is working on planning for the 2011 joint event that is scheduled for January 20th and 21st in Chamberlain. The SD ASFMRA Chapter education offering will be on Friday, January 21st.

Initial ideas are to offer an eight hour seminar titled "Current Environmental Issues Affecting Real Property Appraisals". This course was previously offered over five years ago and has been recently updated to reflect current issues. It will premier at the national winter meeting in Orlando in Oct/Nov of 2010. This seminar is timely and the topic should appeal to a wide audience including farm managers, agricultural appraisers, commercial appraisers, and residential appraisers. Stay tuned for updates.

The following is the old description for the seminar:

This one-day seminar is designed to guide rural appraisers and farm managers in completing environmental "screens" or reports based on observation of a property. Many lenders, property owners or buyers and other management and appraisal clients are now demanding a level of environmental review on rural and agricultural property. Transaction screening (or environmental due diligence) is intended to be completed by persons who are not environmental professionals, but who are knowledgeable about property... farm managers and rural appraisers may qualify to do this work.

This seminar explores the responsibility of appraiser to report what is observed (with no opinion on impact unless the appraiser is also a qualified environmental expert) and the duty of manager to protect the landowner under their fiduciary responsibility, by completing environmental due diligence steps and any follow-on requirements. Our intent is to alert managers and appraisers to their charges, not train environmental experts. This five-part, one-day seminar will be broken in to the following areas of discussion.

- 1) Environmental Site Assessments
- 2) Due Diligence
- 3) Wetlands
- 4) Total Maximum Daily Loads (TMDLs)
- 5) Endangered Species.