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SOUTH DAKOTA CHAPTER
AMERICAN SOCIETY FARM MANAGERS & RURAL APPRAISERS

12/05



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

DATES TO REMEMBER!

2006

January 12 - West River Breakfast Meeting (9 A.M.)
Rapid City Rodeway Inn Restaurant

January 13 - East River Breakfast Meeting (9 A.M.)
Sioux Falls Front Porch Grill

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

Wed. - Appraisal Institute Residential Appraisal Review Seminar (PAASD)

Thu. - Appraisal Institute General Appraisal Review Seminar (PAASD)
- Afternoon Round Table On New Fannie Mae Forms (PAASD)
- Evening Annual Meeting & Social (SD ASFMRA)

Fri. - Technology / Hunting Seminar (SD ASFMRA)

May 18-19 - Chapter Board Meeting & SDSU Breakfast - Brookings

Sept. 16-21 - Leadership Institute – Washington, D.C

2007

Feb. 14-17 - ASFMRA Annual Meeting w/ ASAC & NAICC in Atlanta, GA

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

PRESIDENT'S MESSAGE

Wade's father Larry had triple by-pass surgery on his left side at Sioux Valley Hospital in Sioux Falls the morning of Wednesday December 28th.

He has some valve problems that will not require surgery as they think medication will take care of those problems.

Our thoughts and prayers are with Wade and his family.

DIRECTOR RON ENSZ REFLECTS ON SPEARFISH CONFERENCE

The September 2005 Fall Conference in Spearfish conducted with Wyoming ASFMRA, Wyoming Appraisal Institute, and PAASD had profitable seminars and some not so profitable seminars. The books have finally been settled and each sponsoring organization netted just over \$250.

Ron Ensz shared the following thoughts on his involvement as the SD ASFMRA representative on the conference committee.

“It was definitely a learning experience dealing with all of the appraisal organizations. What I **thought** I learned was, I would have been better off making a \$250 donation to the SD Chapter of ASFMRA for the time I spent on helping to plan and organize the fall conference in Spearfish.

But, what really happened is, I made some contacts and relationships with **individuals** of appraisal organizations which will benefit me, both professionally and personally, way beyond the time I invested in this conference. Isn't that the way "stewardship" usually works? Stay involved - get involved!”

EXTRA SCHOLARSHIPS FOR 2006 LEADERSHIP INSTITUTE – WASHINGTON SUMMIT

Farm Managers and Rural Appraisers will gather in Washington D.C. September 16-21, 2006 for one of the most exciting, informative and educational experiences of their career. The 2006 Leadership Institute – Washington Summit will be limited to the first 200 registrants and will offer a tremendous opportunity to meet the people responsible for passing the laws that affect you! Learn first hand about the inner workings of our national government.

A series of meetings and presentations will be held at the Holiday Inn on the Hill – just two blocks from the capitol – bringing the information directly to attendees. The Summit will also incorporate visits to the Hill where you can meet one on one with the congressional representatives from your area.

The 2006 Leadership Institute – Washington Summit will incorporate an ASFMRA Board of Directors/Membership Meeting as the next ASFMRA Annual Meeting will not be held until February 2007. This is a tremendous opportunity and one that you won't want to miss.

Cost to attend is \$500 registration, miscellaneous meals, and transportation to Washington, DC. Since there will be no annual meeting in 2006, the SD Chapter will not have to budget for the 2006 calendar year for National Meeting Scholarships nor National Delegate. **With this in mind, the SD Chapter Board has approved funding a \$500 scholarship for up to 4 chapter members to attend Leadership Institute in 2006.**

Priority for the scholarships will be given to chapter board members who want to attend, but is not expected that all four scholarships will be taken by board members. If other chapter members are interested in Leadership Institute and the chapter scholarship, please convey this interest to President Wade Buck.

To get your name on the national pre-registration list, please email Steve Runyan, ARA at srunyan@bak.rr.com. Watch national communications for more information!

CHAPTER MEMBERS SURPRISE CHUCK KREPS AT RETIREMENT OPEN HOUSE

Chuck is retiring at the end of the 2005 year. On December 31st, Chuck and his wife Vicki will leave in the 5th wheel to reside in Redlands California for the winter. They plan on spending the month of February and half of April in Hawaii. In May, Chuck and Vicki will travel to Oregon and Port Orchard, Washington and return to Minot in June.

Chuck was honored with an open house in Minot on Thursday afternoon December 22nd where a steady stream of colleagues and North Dakota appraisers wished Chuck and his wife Vickie a great retirement.



Jim Dunlap, Jerry Hulm, and Shawn Weishaar trekked to Minot, ND to represent SD ASFMRA in recognizing Chuck Kreps service to Farm Services Agency and the appraisal profession over the 30 plus years.

The three of them presented Chuck with a Black Hills gold watch from the South Dakota Chapter in recognition of his chapter participation with the mentor program and other activities, even though he was physically so far from most of our chapter activities. Shawn also presented Chuck with a plaque and clock from the North Dakota Chapter.

Jim Dunlap conveyed that it was a long trip, but the two hours of face time with Chuck, who kept coming over and repeating "I can't believe you came all that way for my party", was worth it.

AGENDA SET FOR MITCHELL MEETING IN FEBRUARY

A full schedule with variety is set for the joint meeting of SD ASFMRA and PAASD (Professional Appraiser's Association of South Dakota) February 15 thru 17 at the Holiday Inn in Mitchell.

On Wednesday February 15th PAASD will sponsor a 7 hour course related to Residential Appraisal review from the Appraisal Institute.

On Thursday February 16th PAASD will sponsor a 7 hour course on General Appraisal Review with the focus on the complete narrative type appraisal report completed in most complex and non complex Ag and Commercial work as well as the special purpose type properties. This course will be directed more towards the certified General Appraiser that completes and reviews more of the narrative type reports.

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MITCHELL MEETING CONTINUED

On Thursday Afternoon PAASD will sponsor a 3 ½ hour round table session on the new Fannie Mae appraisal forms. This will involve round table discussions in groups and then a report session from each table and a questions and answer period.

SD ASFMRA Chapter activities will be the focus of Thursday evening and Friday February 17th.

Membership Meeting: The SD Chapter will hold its annual membership meeting on Thursday evening. The agenda will include financial report, update on committee activities / plans, and elections.

Social: Following the meeting, the SD Chapter will host a pizza social until 9:30 p.m.

Friday February 17th Education Seminars:

50 minute blocks with an allowance for time for questions from the floor:

- Technology Items Seminar (2 hours) - Jim Hollenbeck and Alan Husby
Topics that will be addressed include Agri-Data and digital mapping, SD Info 10, Google Maps, Google Earth, Map2PDF, FSA's GIS data.
- State Licensed Shooting Preserves (2 hours)
Steve Thompson and Dennis Lengkeek (SD Game, Fish & Parks)
- Upland Game Bird Commercial Hunting Operator (1 hour)
- US Fish & Wildlife Easements (1/2 hour)- Kurt Foreman from Brookings.
- NRCS/FSA Easements and CRP (1/2 hour) – Dennis Larson from Brookings and possibly Steve Vlieger from Mitchell.
- Appraising Commercial Hunting Properties (1 hour) - Jim Hollenbeck and Jim Dunlap.

Plans are to have a registration flyer with schedule and registration rates mailed the first part of January.

A good turnout of chapter members for the Friday seminar will have a significant positive effect on the chapter meeting its financial goals. Members are encouraged to use this education to meeting their continuing education needs. Make your plans to attend this great meeting of education and networking!

SDSU SCHOLARSHIP FUND NOW ENDOWED

Total gifts to the endowment now equal \$11,726 with all pledges and chapter commitments up to date. The current market value of the fund is \$12,001.47. Since the scholarship is now endowed, it will generate around \$585 in awardable earnings on 12/31/2005 for the upcoming school year. The SDSU Relationships Committee will conduct interviews in late February to select the 2006-07 scholarship recipient.

MEMBER PROFILE IS CHARLES DOOM

Describe your experience and education related to the property professional field (appraisal, farm management, consulting, academic relation).

My first appraisal experience was in 1976 when I worked for Tri State Insurance Company where I inspected, insured and appraised grain elevators in western Minnesota, western Iowa and North Dakota.

Appraisals for them were strictly replacement cost less depreciation. Our cost handbook is what information we gathered ourselves from elevator contractors and suppliers.



I started appraising full time in 1991 in Winner, SD and being there wasn't enough appraisal work in that area I started guiding for hunting and fishing. In 1999 I had a major change in my life when I was diagnosed with MS. After 6 months of rehab and after several trips to the doctor and many canceled visits, I decided to move closer to Sioux Falls and re-establish my business.

Most of my life I have been involved with either financing or real estate.

Describe what has led you to becoming a chapter member of the South Dakota ASFMRA and why you remain a member, if a member for a number of years.

After attending several state education classes and visiting with Barclay Allibone, I decided to join and attend some schools available. So far I am well satisfied with the classes and the quality of instructors that I had, and the camaraderie among the other appraisers. I plan on continuing my education and have set a goal of having my classes completed by 2007.

Describe personal background items that would be of interest to fellow chapter members (e.g. family, ethnic heritage, other communities lived, other jobs / careers, main hobbies or interests).

I was raised on a farm near Marshall, MN and graduated in 1966. I attended Vo Tech School for construction and worked part time for Blanca aircraft. In 1968 I enlisted in the SeaBees and did 2 tours in Vietnam. I attended Vo Tech School for Ag Finance. After graduation we lived in Currie MN, where I worked in the banking or insurance business for 15 years. In 1986 I took a job as branch manager for Home Federal Bank managing the Winner office. In 1991 I left Home Federal and started in the appraisal business.

When starting the appraisal business, I also started a hunting and fishing guiding business. While working in the guiding business, I was fortunate to meet many famous individuals and do television shows with Larry Csonka, Roland Martin, Jackie Smith, Sheri LaGate, a host of the old Minnesota Vikings and Kansas City Chiefs.

My main hobbies are hunting and fishing and taking youth hunting and fishing. I am currently the youth director for the South Dakota BASS Federation and a past president.

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DOOM PROFILE CONTINUED

Describe a few memorable or unique experiences in your life.

I always have been involved in youth programs and in 1988 I took one of my sons and a group of scouts to Philmont Scout Camp backpacking and hiking in the mountains of New Mexico for 2 weeks. Another memorable experience I had was taking my grandson fishing for the first time and helping him catch his first fish. I have tried many things in my life so far and so far it has been hard to turn down a challenge. As the old saying goes when I die and go to heaven I want to arrive at the pearly gates with the body all used up, hair mussed up and come sliding in saying WOW what a ride.

MENTOR COMMITTEE GEARING UP TO HELP MEMBERS WITH ACCREDITATION

In 2008, **400** education hours will be required to sit for the ARA Accreditation Exam. This will be an increase of 141 hours for the ARA designation.

The 400 hours includes 60 hours in two Basic Appraisal Principles / Procedures courses and 40 hour revised A-10 Fundamentals of Rural Appraisal and A-20 Principles of Rural Appraisal. It is likely that the Accreditation Committee will continue to allow credit for required core courses taken in prior years to meet these requirements. However, the candidate will be required to take the additional required courses that go into effect 1-1-08 (A-40, 15 hour AI Statistics Course, and an additional income cap course).

Chapter members will need to complete education requirements, qualify for 5 years experience, and have their demonstration report completed by December 31, 2006 in order to sit for the June 2007 exam. If unable to do so, the candidate member will need to meet the expanded 400 education hours by the end of 2007 in order to sit for the June 2008 exam.

Over the past three years, 14 members have expressed a strong interest in pursuing accreditation. About half of these members have been actively pursuing meeting the requirements. Chair Paul Reisch recently received requested information from national regarding some questions that have surfaced regarding meeting some of the requirements.

Experience

- The five year experience requirement allows some wiggle room for other activities (management, real estate sales, consulting, etc.) and is not a firm, cast in stone 60 month period. A year of appraisal experience is equivalent to about 75% appraisal activity during that year. So, theoretically, if you work 100% of the time on appraisal activities, you may be able to meet the five year experience requirement in 48 months. Obviously, one would have to support your claim of 100% appraisal activity for that time period with an appraisal work log.
- Several members have long term years with FmHa and Farm Credit that involved considerable appraisal work, but have no documentation or logs of actual appraisals. The question has arisen whether this experience can count in any fashion. If a candidate can't come up with some proof, or samples of the work product performed during their time with FmHA or Farm Credit, then it is questionable whether it would meet standards. If provided proof of work history employment records) and letters from supervisors outlining work history, the Accreditation Committee may consider this experience.

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ACCREDITATION CONTINUED

Education

- A-12(I), ASFMRA Standards & Ethics is required of members once every nine years. One does not have to be current on this requirement when submitting accreditation exam at end of year (e.g. 12-31-06), but must be current prior to the accrediting exam (e.g. February 2007 at Atlanta meeting prior to June 2007 exam).
- ASA or AI 3-Day Report Writing – The old 1-day ASFMRA Report Writing would be accepted.
- The old AI Cap A and Cap B courses, or AI 310 and 510 income cap courses satisfy the current requirement for A-27.

Demonstration Report

- A demonstration report is good for three years. So, if someone submitted a report in 2004, but did not take the exam because of a lack of experience, the report, if accepted, would still be good in 2006 for the 2007 exam.
- A demonstration appraisal begun in 2004 or 2005, but not completed, could be submitted in 2006 with a 2004 or 2005 value date, if desired. It would be judged based on USPAP requirements for that report date (i.e. 2004 USPAP rules apply to 2004 reports). The report also has to meet ASFMRA standards which have been stable for a considerable length of time.
- Demo reports can be submitted to Denver as soon as the demo appraisal is completed to the candidate's satisfaction, and education and experience requirements can be met. Doing this prior to the end of the year would be encouraged. If there's a problem with the report, the candidate will have another chance to submit an acceptable report before the deadline.

The SD ASFMRA Mentor Committee Functions include:

- Make members and prospective members aware of the opportunity to have a mentor. The mentor would:
 - Provide guidance on education opportunities and goals
 - Consult on appraisal or management related questions
 - Provide assistance and encouragement in making one's way through the accreditation process, if that is a goal.
- Identify candidate members who are interested in pursuing accreditation.
- Make personal contact with those members, who are interested, to offer them a mentor.
- Assign mentor to those candidate members, who wish to have one. Assigned mentor to work with and support the candidate member through the accreditation process.

In early 2006, the Mentor Committee (Chair Paul Reisch , Jim Dunlap, Allan Husby, Jerry Hulm, Jerry Kjerstad, John Widdoss) will complete identification of those members actively pursuing accreditation, documentation of requirements met, and plans to meet unmet requirements in 2006 or later. The Committee is hopeful that we can have several chapter members in position to take the ARA Accreditation exam in June of 2007.

7 WAYS TO PROTECT YOUR LAPTOP ON THE ROAD

(Technology Committee Member Jim Hollenbeck)

The following was pulled from a Microsoft website. These are a good set of security related tips to consider when traveling.

- 1. Protect your information**

If you keep a lot of personal or financial information on your computer consider investing in an operating system that includes file protection. Windows XP Professional has the tools to protect your information through a process called encryption.

- 2. Disguise your laptop**

Carrying your laptop in an expensive laptop bag may be asking for trouble. Instead, conceal your computer in a laptop backpack or another inconspicuous case that doesn't appear to be storing a laptop.

- 3. Be vigilant at the security checkpoint**

Everyone knows that security checkpoints at airports are a necessary hassle these days. Laptop thieves will take advantage if you are flustered by the commotion or in a hurry to catch your flight. When you go through security, keep an eye on your laptop as it travels through the scanner. Thousands of laptops are stolen at airports each year, and even more are simply left behind.

- 4. Store it under the seat in front of you**

Because we're in an enclosed space, we tend to be lax about securing our belongings on airplanes. Don't be. When you're not using your laptop on a plane, store it underneath the seat in front of you, instead of the overhead bin where strangers will have easier access to it.

- 5. Watch for over-the-shoulder snoops**

There's so much in today's news about how hackers can digitally sneak into your personal files, we sometimes forget about the old fashioned method of snooping. When you're using your laptop in a public place, be on the look out for thieves attempting to look over your shoulder as you enter sensitive information, such as a password.

- 6. Protect your laptop with a strong password**

If you travel with your laptop frequently, you should secure it with a strong password. Check your computer's Help and Support service to learn how to add or change your system password. To find out how to create passwords that are tough for hackers to crack, but easy for you to remember, see [Creating stronger passwords](#).

- 7. Back up before you go**

Always back up your information before you take your laptop on a trip. You can't always avoid the financial loss of your equipment, but you can avoid losing all your information in the process.