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Thomas Jass, AFM

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David Baker (2012)

Jeff Barker (2013)

Terry Leibel (2014)

Paul T. Sickler, AFM (2013)

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Membership
Paul Reisch, ARA

East River Breakfast
Scott Heimes

West River Breakfast
Ryon Rypkema

SDSU Relationships
Jay Knuppe

Assessors Conference
Charles Doom

Education Foundation
Geoff Oliver, ARA

Government Relations
Terry Leibel

Technology
Adam Nelson

Education
Interim - Brian Gatzke, ARA

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Ron Ensz, ARA

Social
Craig Sommers

Appraisal Review & Ethics
Jerald A. Hulm, ARA

Scholarship Fundraising
Brian Gatzke, ARA

Newsletter Editor:
Paul Reisch, ARA

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

12 / 2011



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

DATES TO REMEMBER!

January 19-20–Winter Education & Joint Meeting W/PAASD - Chamberlain
March 8 - West River Breakfast Meeting - 9 A.M.

Rapid City Marlin's Roadhouse Grill

March 16 - East River Breakfast Meeting - 9 A.M.

Sioux Falls Roll'N Pin

July 16-20 - ASFMRA Summer Education Week – Des Moines, IA

Sept. 9 thru 13 - Leadership Institute – Washington, D.C.

Oct 28 thru Nov.2 – 83rd ASFMRA Annual Meeting – Indianapolis, IN

PRESIDENT'S MESSAGE

This is a busy time of the year, not only with work, but all of the preparations for Christmas. My schedule got a little more filled with trips when my son in law called that my daughter was in labor, about to deliver my second grandchild. This happened at about midnight on the 9th and her due date was the 10th. Quite the punctual delivery!

They live in the Twin Cities so I debated whether to take off right away. Rather than getting in a wreck from falling asleep, I decided to wait until morning. Well, after tossing and turning all night, I get the call at 4:00 AM that she delivered a 9 lb., 1 oz. baby boy at 3:48 AM. So I pack up for the drive to Maple Grove and leave at 4:30 AM, probably more tired than if I just left at midnight! They are all doing well and so am I!

It was great to attend the breakfast meeting last Friday as it was quite eventful. I believe there were about 15 in attendance. Barclay Allibone, retired member, and his wife, were in attendance, so we were able to present him with his 40 year award. This was first announced at the National meeting.

Jim Dunlap made the presentation of a clock commemorating his 40 years. It was great to hear some of the history of the Chapter as Barclay was a Charter member. It gave me pride to lead and be part of this Chapter. Paul also has some history of the chapter in this newsletter which I find very interesting.

Jerry Warmann also made a fine presentation about his summer exchange work in France. His presentation was very interesting especially about some of their agricultural practices.

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PRESIDENT'S MESSAGE CONTINUED

We have a busy month coming up with the annual meeting on January 19th along with the USPAP Update continuing education on the 19th and the Natural Resource appraisal class on the 20th. I can assure you that we will have a good report on all of the activities this past year and the excellent position that the chapter is in going forward. I hope to see many of you in Chamberlain!

ELECTIONS TO BE HELD JANUARY 19TH

Nominating Committee Chair Tom Jass and members Ted Risty and Shawn Weishaar have secured nominations for the 2012 elections to be held on January 19th at the chapter membership meeting at Cedar Shores Resort in Chamberlain beginning at 5:30 p.m.

Chapter Officer Nominations:

President	Allan Husby	President Elect	Ron Ensz
Secretary	Paul Reisch	Treasurer	Paul Sickler

Board Member Nomination: David Baker

2013 Nominating Committee Member: Charles Doom

Joins Past President Tom Jass as Chair and a member to be appointed by President and / or board.

Other nominations can be made at the meeting on January 19th.

WEST RIVER BREAKFAST MEETING INCLUDES THREE POTENTIAL MEMBERS

By West River Breakfast Committee Chair Ryon Rypkema

Members in attendance:

- Perry Beguin
- Dave Baker
- Mark Elder
- Loy Matthes
- Ryon Rypkema

Guests present:

- Wade Buck
- Calvin Conroy
- Jay Widdoss



It was great to have Wade back at our meeting and get his input on our overall discussion. Calvin made his second visit to a breakfast meeting. He is the appraisal support specialist for the Office of Appraisal services and is just starting his training as an appraiser. Jay has been a regular visitor to our breakfast sessions for some time. All three have indicated to Membership Committee members that they plan to join ASFMRA. Welcome to the chapter guys!

EAST RIVER BREAKFAST MEETING HONORS LONGTIME MEMBER

Guests Eileen Allibone and Kevin Ulvestad from Dacotah Bank joined fourteen members to recognize long-time member Barclay Allibone for his 40 years of membership and to learn some interesting information about France from Jerry Warmann.

Members in attendance were Barclay Allibone, Charles Doom, Jim Dunlap, Scott Heimes, Vince Hanson, Alan Husby, Larry Janssen, Paul Reisch, Ron Rucker, Paul Sickler, Jaret Sievers, Don Threadgold, Jorge Vicuna, and Jerry Warmann.



District VP Jim Dunlap presented Barclay with a clock commemorating his 40 years of membership. Barclay was one of 13 members recognized at the Phoenix national meeting in October for 40 years of membership as well as 5 members recognized for 50 years of membership.

Barclay said he had been in Phoenix this past summer and once in that heat was enough so he didn't go in October!

Barclay became a national member of ASFMRA in 1971 and was a charter member of the SD Chapter in 1978. Jim shared some of Barclay's activities and contributions to the chapter over the years including serving as Chapter President in 1981 and serving on the Rapid City Summer National Meeting Committee in 1995-96.

Jerry Warmann shared his recent October-November experience in France with chapter members. SDSU has had a 20 year partnership with INSP-ENSAT in Toulouse France. The ENSAT is the Graduate School of Life Sciences of Toulouse. The ENSAT is a public and national "Grande Ecole", funded by the Ministry of Higher Education and Research and specialized in Agriculture Science, Food Science, Biotechnology, Environmental Science, Sustainable Development and Management. The ENSAT is a Graduate School of National Polytechnic Institute of Toulouse.

There are 17 students from Toulouse at SDSU in 2011. Jerry has worked with 7 students over the past 5 years and was offered a five week visiting professorship. During his time in France, Jerry explored exchange opportunities for faculty, students, teaching, and research.

Jerry said that French students are more focused on food systems compared to the production agriculture focus of many SDSU students.

Jerry mentioned the wide variety of cheeses available in France and his duck experiences (visiting a duck processing plant, eating duck steak, and sampling "foie gras", a fatty liver delicacy).

CHAPTER MEMBERS VISIT FARM MANAGEMENT CLASS

SDSU Relationship Committee members Don Kinker and Paul Reisch shared information with the Farm & Ranch Management Class on Monday December 5th. There were about 60 students in attendance.

Instructor Nicole Klein introduced them and the balance of the class hour was provided to Don and Paul.

Don first answered, “What is Professional Farm Management”? It is management of land for non-farming landowners so that the owner has someone with a local tie that can take care of details.

The managed land can involve crop, pasture, CRP and / or recreational land for hunting. Management can also involve improvements such as grain bin construction, tiling, and CRP seeding and tree planting.



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The farm manager works with the landowner to establish goals and objectives. A farm manager then does whatever is needed to manage to the owner’s objectives. This ties to whether to use cash rent, crop share, or custom farming operation.

The manager works to increase income, reduce or control expenses, and provided peace of mind that the land is being taken care of. He is eyes and ears for the landlord throughout the year. The manager develops operational budgets, provides updated income-expense reports (monthly if there is activity), and a yearend report.

Farm managers can be individuals running their own business, employees of bank trust departments, or employees of a farm management company. Farm managers need to have either a sales agent or broker license. Most have an ag background. Previous careers before getting into the profession include teachers, agronomists, and sales representatives. Communication skills are key including fact to face, phone, e-mail, report writing, and picture taking.

Paul Reisch briefly highlighted the appraisal profession emphasizing key skills needed to be successful in the profession including both general education skills (English Composition, Statistics, Economics, Computer Skills) and 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 Des Moines Summer Education opportunity for students and the chapter’s SDSU scholarship was also shared.

MEMBERS ENCOURAGED TO ATTEND CHAMBERLAIN MEETING!

SD ASFMRA members are encouraged to support the chapter with attendance and participation in the joint January 19-20, 2012 meeting of SD ASFMRA and PAASD (Professional Appraiser's Association of South Dakota) at Cedar Shore Resort in Chamberlain.

Thursday – January 19	Friday – January 20
USPAP 7-Hour Update Course. (7.0 CE) co-sponsored by SD ASFMRA Chapter and PAASD Instructor: Craig Steinley, SRA	“Marshall and Swift Residential Cost Handbook Training” (7.0 CE) Sponsored by PAASD Instructor: Ed Martinez
	“Natural Resource Appraisal” (7.0 CE) Sponsored by SD ASFMRA. Instructor: John Widdoss, ARA, MAI

Registrations As Of December 22:

- 78 USPAP
- 46 Marshall & Swift
- 28 Natural Resource Appraisal

SD ASFMRA Chapter Membership Meeting: The SD Chapter will hold its annual membership meeting on Thursday evening. **The starting time will be 5:30 P.M.** This will give those attending the Thursday education offering time to take a breath and energize themselves for the meeting. The agenda will include financial report, update on committee activities / plans, amended bylaws vote, and elections.

Social: Following the meeting, the SD Chapter and PAASD will co-host a social from 7:00 to 9:00. The social will be open to members of the ASFMRA and PAASD, as well as others attending the education offerings on Friday. The Social will provide pizza from Cedar Shores for everyone and there will be a cash bar available.

Make your plans to attend this meeting of education and networking! Call Bev Luke at 605-716-9011 or email her bkluke@rushmore.com so you can be registered at the member price. You have until January 2nd for “Early Registration” price.

SELF CONTROL IS MASTERY

Self-control comes from a Greek word meaning strong, having mastery, able to control one's thoughts and actions. John Wesley's mother once wrote him while he was a student at Oxford that “anything which increases the authority of the body over the mind is an evil thing.” This definition has helped me understand “self-control.”

Billy Graham

SD ASFMRA TO SPONSOR ADMINISTRATIVE REVIEW SEMINAR

The “Administrative Appraisal Review for Non-Appraisers” seminar is intended to provide the non-appraiser--such as loan and credit underwriters, accountants, lawyers, and bank examiners-- insight into the appraisal and appraisal review process. The seminar will cover USPAP appraisal standards, types of appraisal reports, ordering appraisals, appraisal licensing, how appraisals are documented and supported, types of appraisal reviews, common errors, and completing administrative reviews.

The seminar instructor will be Mr. Chris Greenwalt, ARA, RPRA, FRICS who is a well-known review appraiser, USPAP review instructor, and active with ASFMRA education and national policy issues.

The seminar will be held on Tuesday March 13, 2012 in Sioux Falls, SD (exact location not yet determined). Registration Fee is \$99 per student with early registration deadline of March 2, 2012, additional \$10 late fee after March 2nd. Registration fee includes coffee and a snack at break, and a box lunch (including beverage).

Registration Contact Information:

Please send payment for registration to:
SD Chapter ASFMRA – Seminar for Non-Appraisers
Attn: Brian J. Gatzke, MBA, ARA – Treasurer
PO Box 63
Brookings, SD 57006-0063

Mr. Gatzke may also be contacted at:
Email: brian.gatzke@northernplainsappraisal.com
Fax: 605-610-0948

Instructor Contact Information

You may call or email the instructor with specific questions in advance of class. If you have a specific example or topic to address, feel free to email him.

Mr. Chris Greenwalt, ARA, RPRA, FRICS
Email: chrisgreenwalt@aol.com
Home: 970-353-8596 Cell: 970-744-8868

SD ASFMRA members are encouraged to invite their customers to attend this excellent seminar. We should be honored to invite our customers to this seminar in hopes of improving the knowledge base of the industry. In the end, it should strengthen member relationships with their customers. This seminar will not have any appraiser CE, but it will have Bankers CE.

“You cannot control what happens to you, but you can control your attitude toward what happens to you and in that, you will be mastering change rather than allowing it to master you.”

Brian Tracy

CHAPTER SUCCESS STORY – A HISTORICAL PERSPECTIVE

By Newsletter Editor Paul Reisch, ARA

The chapter board held a planning meeting on May 2001 under the direction of President Jim Hollenbeck. Prior to this meeting, the chapter had membership in the mid-30's. We held an annual meeting with education and would have a long drawn out meeting covering all of the things we discussed the year before and never got around to implementing. We really had no purpose other than being an affiliate of the national organization and providing some continuing education.

We came out of this planning meeting with a chapter mission statement that has served us well in the past 10 years.

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

This mission statement has given the chapter a purpose and focus to serve members independent of, but in support of the national organization.

In the fall of 2001, the chapter began every other month breakfast meetings in Sioux Falls and this practice was also started in Rapid City in the fall of 2002. These locations were chosen as locations where there are enough members to have the possibility of decent member attendance. Members attend from as far as 90 miles away, which was a surprise from what we expected when we started them. Sometimes we have a program, sometimes we tour somewhere, often we get together to discuss chapter events / business, build relationships, and enjoy each other's company. Attendance is typically 6 to 12+.

In August 2002 a monthly newsletter was implemented. This article is from page 1 of that first edition:

REGULAR NEWSLETTER COMMUNICATION PLANNED

Newsletter editor Paul Reisch announces plans for a monthly communication to the membership. Regular features will include dates to remember, President's message, member news, and events update. There will also be monthly emphasis articles on the plans / activities of a specific chapter committee. Appraisal items of interest can also be highlighted. We ask all members to help the content regarding dates, member news, and appraisal items of interest by e-mailing information to Paul Reisch by the 10th of the month. Newsletter will go about mid-month.

This communication has been maintained monthly, but does go out at the end of the month versus mid-month. Initially, we would run a member profile each month with the member's picture and his answers to the following questions:

- Describe your experience and education related to the property professional field (appraisal, farm management, consulting, academic relation).
- 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.
- 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).
- Describe a few memorable or unique experiences in your life.

Now that we have been through most of the membership, this only occurs when we have new members. It provides existing members a face and story behind the new member that has joined

Continued

HISTORICAL PERSPECTIVE CONTINUED

The breakfast meetings and monthly newsletter are the glue to the chapter mission statement foundation. They provide members a regular tie and touch to the chapter throughout the year and a sense of belonging to a worthwhile organization. Members are more likely to say yes when asked to help with a project.

10 Year Results:

- Membership approaching 60.
- Active SDSU (South Dakota State University) Relationships Committee – Activities include \$1,000 student scholarship (interviews, selection, banquet attendance), booth at annual fall Careers Day on campus, speaking to farm management and rural appraisal classes about the professions, and annual breakfast or lunch meeting with SDSU faculty with a guest speaker.
- Mentor Committee to help those working for accreditation.
- Technology Committee implemented and maintains chapter website (dates to remember, leadership / committees, chapter history, bylaws, member roster, SDSU Scholarship info, archived newsletters).
- Expanded education opportunities.
- Implemented Kjerstad Member Scholarship opportunities
 - **\$500 scholarship for Leadership Institute attendance** -- Priority for the scholarship - Chapter President, board member, member who has never attended, member who has attended. Interest to be communicated to Chapter President by August 1st.
 - **Pay member registration fee for first time national meeting attendance** - The member planning to attend their first national meeting would inform President and Treasurer.
 - **\$500 scholarship for first education course that is a part of accreditation track after becoming a new member.** - Member would inform President and Treasurer of intent to attend. Scholarship paid to member upon confirmation of course enrollment and adequate funds. If inadequate funding, will be reimbursed in future when adequate funding secured.
 - **\$500 scholarship for accreditation education for those committed to achieving accreditation.** - Any current member can provide written intent for the upcoming calendar year by December 1st to Chapter President. The written intent will convey the member's status regarding educational requirements and his / her personal timeline to achieve completion of educational requirements, demo report, and sitting for the exam. Scholarship approval will be communicated to a member by March 31 of the calendar fiscal year. The member can be paid \$500 toward the cost of a class still needed within 3 years of scholarship approval.
 - **Pay for cost of the accrediting exam** - Payable upon application as communicated by member to President and Treasurer. The cost of exam would be paid on a one time only basis.
 - **Pay member registration fee when receiving accreditation at national meeting.** The member planning to attend would inform President and Treasurer.