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

2/10



**DATE TO REMEMBER!**

March 11 - West River Breakfast Meeting - 9 A.M.  
Rapid City Marlin's Roadhouse Grill  
March 19 - East River Breakfast Meeting - 9 A.M.  
Sioux Falls Roll 'N Pin  
May 6-7 - Chapter Board Meeting - Brookings  
May 7 - SDSU Network Event - Brookings  
May 27 - State Assessors Conference Banquet - Mitchell  
June 22-23 or 23-24 - Joint Chapter Summer Event - Sioux City, IA  
July 12 thru 16 - ASFMRA Summer Education Week - St. Louis  
September 22 - SDSU Scholarship Banquet - Brookings  
November 1 - SDSU Careers Day - Brookings  
November 1 thru 4 - 81<sup>st</sup> ASFMRA Annual Meeting - Orlando, FL  
January 18-20 - Winter Education & Joint Meeting W/PA ASD - Chamberlain  
**June 2011 - Special Chapter Event (see article page 4)**

**PRESIDENT'S MESSAGE**

I'm not sure how many of you are aware, but I have been occasionally communicating with the Iowa Chapter about a potential joint summerevent. Apparently this winter's "weather" has limited a lot of activities which the IA Chapter has the lead on this and envision the IA, MN, NE and SD Chapter participating.

Tentative reservations have been set up at the Marina Inn in Sioux City as the hotelsite. The tentative dates are June 22-23 or June 23-24. The thoughts are to have a 2 day event with one day Education and one day Tours. I anticipate a conference call or planning meeting in the next couple of weeks, and hope we can get this ball rolling a bit faster. If any of you would like to offer education ideas or know of interesting tour locations near Sioux City, please drop me an email or call.

I see we've got West River Breakfast on March 11 and East River on March 19<sup>th</sup>. Even though there is a lot of work to be done here at the office, I'm looking forward to the opportunity to attend. These events are usually pretty simple in their nature but I always look forward to seeing my Chapter Friends, overeating my breakfast and generally enjoying a nice Friday morning, regardless of the workload. The benefits to me have been the creation of some warm friendships that I truly appreciate and some learning/business tidbits that were a plus too. Take a break, get out of the office, eat a hearty breakfast!

## PRESIDENT'S MESSAGE CONTINUED

Time flies when you are having fun, right? Our Spring Board Meeting is coming upon May 6<sup>th</sup>. I guess the old press should get this rearing gear. That's of course; thank to great member participation in some well planned and executed education events.

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We do have some ideas of what to do with our Jingle Kjerstad scholarship funding, donation to National newsletter. However, new ideas, your ideas, are important and always appreciated. Please contact myself for any other Chapter Officers or Board members and share. If you are a Breakfast meeting doesn't have a formal program in March, it might be a good idea to use some of your time brainstorming and pass your results along to the Board!

, including but not limited to regular budget, sEd Foundation, and a new idea shared later in this important and always appreciated. Please contact myself for any other Chapter Officers or Board members and share. If you are a Breakfast meeting doesn't have a formal program in March, it might be a good idea to use some of your time brainstorming and pass your results along to the Board!

Warmertemps can't be far away..... can they?

## 5-MINUTE MANAGEMENT COURSE

### Lesson 1:

A man is getting into the shower, just as his wife rings. The wife quickly wraps herself in a towel and

is finishing up her shower, when the doorbell rings and runs downstairs.

When she opens the door, there stands Bob, the next door neighbor. Before she says a word, Bob says, "I'll give you \$800 to drop that towel." After thinking for a moment, the woman drops her towel and stands naked in front of Bob. A few seconds later a few seconds, Bob hands her \$800 and leaves.

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The woman wraps back up in the towel and goes back to the bathroom, her husband asks, 'Who was that?' It replies. 'Great,' the husband says, 'did he say anything about the \$800 he owes me?'

The woman wraps back up in the towel and goes back to the bathroom, her husband asks, 'Who was that?' It replies. 'Great,' the husband says, 'did he say anything about the \$800 he owes me?'

**Moral of the story:** *If you share critical information pertaining to create a risk with your shareholders in time, you may be in a position to prevent a avoidable exposure.*

### Lesson 2:

A sales rep, an administration clerk, and the manager are walking to lunch when they find an antique oil lamp. They rub it and a Genie comes out. The Genie says, 'I'll give each of you just one wish.'

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'Me first! Me first!' says the admin clerk. 'I want to be in the Bahamas, driving a speed boat, without a care in the world.' 'Poof! She's gone.'

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'Me next! Me next!' says the sales rep. 'I want to be in Hawaii, relaxing on the beach with my personal masseuse, an endless supply of Pina Colada drinks, and the love of my life.' 'Poof! He's gone.'

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'OK, you're up,' the Genie says to the manager. The manager says, 'I want those two back in the office after lunch.'

'OK, you're up,' the Genie says to the manager. The manager says, 'I want those two back in the office after lunch.'

**Moral of the story:** *Always let your boss have the first say.*

Continued

## 5-MINUTEMANAGEMENTCOURSECONTINUED

### Lesson3

An eagle was sitting on a tree resting, doing nothing. He said to a rabbit, 'Can I also sit like you and do nothing?' The

rabbit answered, 'Sure, why not.'

So, the rabbit sat on the ground below the eagle and jumped on the rabbit and ate it.

The eagle was dressed. All of a sudden, a fox appeared,

Moral of the story: *To be sitting and doing nothing, you must be sitting very, very high up.*

### Lesson4:

A turkey was chatting with a bull. 'I would love to be the turkey, but I haven't got the energy.' 'Well, droppings?' replied the bull. It's full of nutrients.

The turkey was able to get to the top of that tree' sighed why don't you nibble on some of my nuts.'

The turkey pecked at a lump of dung, and found it at the lowest branch of the tree. The next day, after the second branch. Finally after a fourth night, the turkey

actually gave him enough strength to reach eating some more dung, he reached the tree. The turkey was proudly perched at the top of the

He was promptly spotted by a farmer, who shot him

out of the tree.

Moral of the story: *BS might get you to the top, but it won't keep you there.*

***THUSENDSTHE5-MINUTEMANAGEMENTCOURSE.***

## CHAPTER MEMBERS RECOGNIZED IN COMPANY EMPLOYEE REPORT

Jim Vietor and Paul Reischwerer two of the twenty service to Farm Credit Services of America former employees annual report.

Three employees recognized for their years of employment of 35 years or longer in a recent 2009

Jim has been with Farm Credit Services for 44 years, five years more than the employee with the next longest tenure. Paul was one of nine employees who

celebrated their 35<sup>th</sup> anniversary in 2009.

**"Choose a job you love, and you will never have to work a day in your life."**

**Confucius**

## PLANNING BEGINS FOR SPECIAL 2011 CHAPTER EVENT

A February 19<sup>th</sup> meeting of chapter officers (President Tom Jass, President-Elect Allan Husby), Education Committee Chair Jim Hollenbeck, and SDSU Relationships Committee members (Paul Reisch, Larry Janssen, Jerry Warmann) resulted in development of a special chapter event slated for June 2011.

At the November East River Breakfast brainstorming session for the SDSU Relationships Committee planning, it was decided that Education and SDSU Relationships Committee representatives should meet to discuss the potential of an expanded SDSU Network Event for 2011. The group met on February 19<sup>th</sup> to further discuss this concept.

Prior to the Chamberlain annual meeting member Jorge Vicuna had expressed to President Jass his willingness to host a Chilean Barbeque social event for chapter members. Education Chair Jim Hollenbeck thought this would be an opportunity to offer members educational opportunities as well.

In the February 19<sup>th</sup> meeting discussion, these two ideas merged into one special event that will require participation and involvement of Education, Social, and SDSU Relationships Committee members.

### **Objectives:**

- Use good chapter financial position to give back to members with a special social and networking event
- Enhance networking opportunities among members and SDSU representatives.
- Increase West River membership participation in the SDSU Network Event.
- Enhance spouse relationships with other chapter members and their spouses.

**What:** Noon to noon gathering of chapter members, spouses, prospective members, and SDSU representatives.

**When:** June 2011 (specific dates still being finalized dependent upon tour host/speaker availability)

- **Day 1:** Afternoon tour (Huron area) and evening Chilean Barbeque social hosted by Jorge Vicuna and Social Committee.
- **Overnight Lodging** in Brookings
- **Day 2:** Breakfast session with keynote speaker and SDSU department updates followed by special tours (tentatively to include a special spouse tour).

A bus will transport West River participants to the event and back home with stops along the way as needed (e.g. Wall, Murdo, Chamberlain). Another bus will transport SDSU representatives and chapter members from Brookings to Huron and back.

The goal is to offer the event at no or minimal cost to members except for lodging expense. Budget detail development and board approval need to occur before it is known if this will be possible.

Watch future newsletters for specific dates and other details as they are finalized. It will be a great time and educational!!!

## **A LOOK AT CHAPTER HISTORY (also on chapter website)**

Farm Managers & Rural Appraisers have a long history in South Dakota. The first organizational meeting of the SDS Society of Farm Managers & Rural Appraiser was held May 3, 1955, with the first annual meeting January 9, 1956. There were 35 charter members at that meeting and the President and Secretary/Treasurer of the American Society of Farm Managers & Rural Appraisers headquartered in Denver, Colorado were in attendance.

In 1962 two of the chapter members applied for national membership, and in 1965, Bill Tubbs became the first ARA and Finley McMartin the first AFM in the State. By 1965, membership had grown in SD to 125, and by 1978, the SDS Society had 190 members.

In 1974, the national organization known as the American Society of Farm Managers & Rural Appraisers circulated a questionnaire to the members of all state organizations and members of the national organization whereby they could indicate if they thought all state organizations should become a part of the national Society, and how this could come about. This was designed to provide much needed legislative clout in Washington by unifying the various state organizations as chapters of the national.

This issue came to a head on October 1, 1978, the national Society required all state chapters to vote on becoming a chapter of national or not. South Dakota Society voted to stay independent of the national Society, and to change their name to the South Dakota Association of Farm Managers & Rural Appraisers. The SD Chapter of ASFMRA was formed February 17, 1978 and held its first annual meeting January 4, 1979 with 37 charter members.

The SD Association voted to hold joint meetings with the newly formed SD Chapter of ASFMRA, which it did in the initial years of the two "sister" organizations. Many chapter members maintained dual membership for many years. Eventually, meetings were held at separate times of the year, and by 1997 the membership of the SD Association had become inactive. In 2000 the Association ceased to exist by vote of the remaining membership, and the Association funds were given as an endowment to SDSU for the award of a scholarship to individual interested in a career of farm management or rural appraising.

The South Dakota Chapter has remained a viable entity of the ASFMRA and currently has 58 members, 11 of which hold the designation of Accredited Rural Appraiser, ARA, and 5 hold the Accredited Farm Manager, AFM designation. Current year Chapter also has three academic and three student members maintaining a traditional tie our organization has had since 1956 with SDSU and the academic world.

In May of 2001, the chapter mission statement was reviewed and changed to "Enhancing Our Membership Ability to Succeed in Their Rural and Agricultural Related Professions". This new mission statement was the result of four society and chapter members embracing not only appraisers and farm managers, but other related parties to these professions. Our society and chapter remain an important link for our membership to not only advance in the profession, but to have a voice in Washington legislation affecting our profession, and a platform to network with other professionals with similar interests.