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

7 / 2011



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

**DATES TO REMEMBER!**

August 18 - West River Breakfast Meeting - 9 A.M.

Rapid City Marlin's Roadhouse Grill

August 19 - East River Meeting - 9 A.M.

Monsanto Test Plot Tour Near Harrisburg

September 11-15 - Leadership Institute – Washington, DC

September 21- SDSU Scholarship Banquet - Brookings

October 6-7 - Board Meeting in Pierre

October 19 – SDSU Career Days

October 22 thru 28 – 82<sup>nd</sup> ASFMRA Annual Meeting – Scottsdale, AZ

January 18-20–Winter Education & Joint Meeting W/PAASD - Chamberlain

**PRESIDENT'S MESSAGE**

Well, as usual, the summer is just way too short to get everything done that I want to get done. For a "retired" guy, my schedule is way too full! Some of it has been my own doing, like getting engaged and then having to sell a house, and then plan a move. But other things came in, like my daughter's wedding, and, oh yea, some appraisal work! What this is all leading up to is I have not done all the things that I would have liked to have done as chapter president and I apologize for that. Things should settle down after September, I hope!

Time is running short on this, but if anyone is interested in attending the Leadership Institute that is from September 11th to September 15th, please get in touch with me soon. The early registration is August 6th which is \$695 which includes the hotel room shared with another attendee. Travel would be on your own.

The chapter has generally paid for one registration and priority goes to first time attendees. I always here good reports from those that attend and hope to attend sometime myself. It is a good chance to meet with our congressional representatives as well as to make contact with various governmental offices. We do have one member planning to attend but may have other sources available to pay for the trip.

Another item coming up soon is the National annual meeting that is October 24-28th in Phoenix Arizona. I plan to attend this event myself. There appears to be several good seminars planned. I would encourage you to check out the agenda and registration that is on the ASFMRA website.

I'm sure all of you are busy with your work schedules as well as personal schedules, but take time to consider these events. They are excellent opportunities to network and grow in your management and appraisal professions.

## **DUNLAP TO SERVE AS DISTRICT VI VICE PRESIDENT**

Jim Dunlap will serve as District VI Vice President on the 2011-2012 ASFMRA Executive Council. He will be installed into his new position on the Council during the ASFMRA Annual Meeting in Phoenix, AZ. The installation ceremony will take place during the Board of Directors Meeting on Tuesday, October 25, 2011 at 4:00 pm.

Jim will attend the Executive Council Meeting scheduled earlier in the week as well as a New Council Member Breakfast and Council Orientation Meeting. After installation as the new District VI Vice President, Jim will serve a three year term on Council.

Jim also attended the July Executive Council Meeting in Omaha as an orientation to Council activities and functions.

Council Responsibilities Include:

- Set direction by determining and supporting the organization's mission, vision and values – reviewed each spring, adopt a strategic plan and revise each year, ensure the budget adequately reflects the organization's program priorities, and communicate with management, staff, volunteers and the community if the organization's direction or focus changes.
- Ensure necessary resources by supporting fundraising strategy of the Foundation via asking Chapters to donate etc, accept the responsibility for the financial stability of the organization currently and for the future, and confirm the council composition reflects the strategic needs of the organization.
- Provide oversight by having proper procedures and policies in place for financial oversight, risk management / investment management, legal and ethical integrity, and accountability.



The District VI Vice President represents the Montana, Nebraska, North Dakota, South Dakota, and Wyoming chapters. Jim's time commitment will include visits to the chapters in addition to Executive Council meetings (three annually) and conference calls.

Jim stated, "My primary focus is to be the contact for chapters from national and to interface what is happening with them. My presence at chapter meetings will also provide a sounding board for the chapters to get feedback to me from the local perspective."

"We also have monthly conference calls as a council to keep the business of the ASFMRA going forward & to keep abreast of issues. In addition, we also have quarterly conference calls, 1 with regional leadership of the 5 chapters in our district to keep chapters in the loop of information and another with new members."

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## **DISTRICT VI VICE PRESIDENT CONTINUED**

“Even though I officially start in October at the annual meeting, I am already tasked with the calls and with getting up to speed since the new DVP’s will be the chapter’s representation at the annual meeting this fall. I will be sending a preliminary letter to each of our district chapters shortly to introduce myself & ask if they have anything to be presented to the council at the meeting in Phoenix. I will be the council liaison for the Appraisal Education Committee, since that is the committee I have been serving on at the national level.”

Congratulations Jim on being selected for this important role in ASFMRA!

## **SEVERAL SD CHAPTER MEMBERS TAKE PART IN SUMMER EDUCATION WEEK**

Several South Dakota chapter members took advantage of the opportunity for education at the national Summer Education Week in Omaha the week of July 11<sup>th</sup>.

Sales Comparison Approach for General Appraisers – Jesse Ball, Adam Nelson, Travis Shaykett

Ag Land Management 1 – Jackson Hegerfeld, Megan Hegerfeld, Troy Swee, Don Threadgold

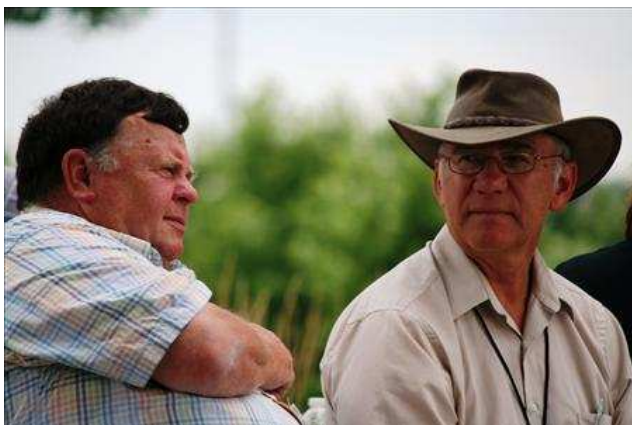
Using Excel in Specific Appraisal Applications – Paul Reisch

Several of these newer members are receiving help with the education cost with the chapter’s Kjerstad Member Scholarship program. In addition to good quality education, the event provides members with the opportunity to network with other ASFMRA members across the county.

Paul Reisch stated, “In addition to renewing several past acquaintances including President-Elect Jeff Berg, I met new people including several Frontier Farm Credit appraisers from Kansas at the Pioneer sponsored supper on Tuesday evening.



On Wednesday evening at the Syngenta sponsored meal, I had the opportunity for a good visit with Don Threadgold, a longtime friend from my home area, and to meet one of our newer SD chapter members Troy Swee.”



“The encounter with Troy was another example of the small world we live in. When introducing myself to Troy, I told him I was originally from Howard. His response was that his good college friend and best man at his wedding was from Howard..Jason Feldhaus.

My mother was a Feldhaus and Jason’s grandparents were married in the same triple wedding as my parents. Jason is my double first cousin once removed and works with my brother John in his farming operation!”

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## MEMBERS AT SUMMER EDUCATION WEEK CONTINUED



Jackson Hegerfeld stated “Yes with the summer education Megan and I had a great time. It was a great opportunity to network and to meet new people. Seeing how ag functions in different parts of the country is very interesting. We look forward to getting accredited in Farm Management and know it will be a challenge, but worth it in the end.”

Jesse Ball reported:

“Adam Nelson and I attended Sales Comparison Approach for General Appraisers. Approximately 30 people attended the class from all over the US, many of whom were in previous classes that we have taken. The class was Monday thru Thursday with a 3 hour allotment for the test. We were well educated with a duo of appraiser/educators.

Class instructors were Mark Lewis, ARA, co-owner of Dickerson-Seely & Associates, Inc. , an appraisal company based in Lufkin, Texas. Mark has 20 years of appraisal experience. LeeAnn Moss, ARA, is the founder and President of Novalis, Inc. a company formed to provide quality continuing education to auctioneers, appraisers, and real estate professionals. She has also served as faculty member in the Department of Agricultural, Environmental, and Development Economics at The Ohio State University.

Adam and I attended last year’s summer education week in St. Louis and I would say while this year’s sponsored events were much appreciated, they were somewhat restricted due to flooding in the area.”

## EAST RIVER MEMBERS TO TOUR MONSANTO TEST PLOTS

East River members will have the opportunity to tour Monsanto test plots at the August 19<sup>th</sup> meeting. Members will meet at the Harrisburg station at 9:00 and spend approximately an hour there. Then, participants will drive about 20 minutes to Chancellor, where there are two different types of plots about ½ mile apart.

At the end of the tour, members can stay and have lunch at the Bakker's Crossing Clubhouse, which is about 1 1/2 miles east of the Tea exit and then 1/2 south on 472nd Ave (extension of Louise Ave.) and then on the west side. Those interested in golfing can then stick around to play a round of golf. It is a good course, fairly new but has matured enough that the grass and greens are well established. **Let Scott Heimes or Allan Husby know if you are interested in staying for golf.**

**“Success is when I add value to myself. Significance is when I add value to others.”**

**- John Maxwell, former pastor, author and leadership expert**

## **MEMBER PROFILE IS ADAM NELSON**

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

I have worked in the Appraisal Department at Farm Credit Services of America in Sioux Falls since March 23, 2009. I began as a Sales Specialist where my duties were to gather, enter and analyze sales in 25 counties in South Dakota, Iowa and Nebraska.

In June 2011, I was promoted to Real Estate Analyst. I am now able to work on appraisal requests but must have a certified appraiser sign off on my work. I am in the process of receiving my Registered license.

I have successfully completed several appraisal courses including: Basic Appraisal Principles, Basic Appraisal Procedures, 15-Hour USPAP, Cost Approach, Sales Comparison Approach and Highest and Best Use.

I earned a B.S. in Crop and Weed Sciences from North Dakota State University in December 2006 and a B.S. in Management Information Systems from Northern State University in December 2008.



**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.**

I became a member of the ASFMRA for the networking opportunities and to learn more about the Appraisal and Farm Management world. The Society is full of members who have been in their professions for a long time, and that experience is invaluable for someone new, like me, when I have questions. Being a member is also beneficial for discounts on appraisal courses, a nice perk.

**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 married my wife, Ashley, in September 2009. She is a Clinical Nurse Educator for Sanford Children's in Sioux Falls. We live in a condo on the south side of Sioux Falls. I grew up on a farm northeast of Veblen in northeastern South Dakota. I have an older brother who lives in Jamestown, North Dakota and is married with two boys. I also have an older sister who lives in Reno, Nevada.

I had several summer internships while attending college.

- 2005: Product Advancement Trial Intern – Interstate Seed /Monsanto in West Fargo, ND
- 2006: Field Scout Intern – Centrol Inc. located in Casselton, North Dakota
- 2008: Quality Assurance Intern – PCS Banking located in Sioux Falls, South Dakota

I also spent summers working for my dad on the farm and in his electrical business.

I enjoy all things sports, cheering on the NDSU Bison (especially when they beat SDSU), being outside, working out and spending time with my wife.

**Describe a few memorable or unique experiences in your life.** - This isn't really a specific experience but more a general statement. Some of my best memories are from growing up on a farm and living in a small town. I would not trade either for anything. I feel both have given me memories and valuable experiences I could not have gotten anywhere else.

## TOMBSTONES

Harry Edsel Smith of Albany, New York:  
Born 1903-Died 1942  
Looked up the elevator shaft to see if the  
car was on the way down.  
It was.

In a Thurmont, Maryland, cemetery:  
Here lies an Atheist  
All dressed up  
And no place to go.

In a London, England cemetery:  
Here lies Ann Mann,  
Who lived an old maid  
But died an old Mann.  
Dec. 8, 1767

In a Ribbesford, England, cemetery:  
Anna Wallace:  
The children of Israel wanted bread,  
And the Lord sent them manna.  
Old clerk Wallace wanted a wife,  
And the Devil sent him Anna.

In a Ruidoso, New Mexico, cemetery:  
Here lies Johnny Yeast.  
Pardon me  
For not rising.

In a Uniontown, Pennsylvania, cemetery:  
Here lies the body of Jonathan Blake.  
Stepped on the gas  
Instead of the brake.

In a Silver City, Nevada, cemetery:  
Here lays The Kid.  
We planted him raw.  
He was quick on the trigger  
But slow on the draw.

A lawyer's epitaph in England:  
Sir John Strange.  
Here lies an honest lawyer,  
And that is Strange.

John Penny's epitaph in the Wimborne, England, cemetery:  
Reader, if cash thou art In want of any,  
Dig 6 feet deep; And thou wilt find a Penny.