

**Officers:**

President  
Ron Rucker

President-Elect  
Thomas Jass, AFM

Secretary  
Jack Davis

Treasurer  
Allan Husby, ARA

**Directors:**  
Perry Beguin

Brian Gatzke

Ron Ensz

Kent Rasmussen

Paul T. Sickler, AFM

**Committee Chairs:**  
Membership  
Ted Risty

East River Breakfast  
Scott Heimes

West River Breakfast  
Perry Beguin

SDSU Relationships  
& Mentor  
Paul T. Reisch, ARA

Assessors Conference  
Marv Siebrecht

Ag Lender's Conference  
Terry Leibel

Education Foundation  
Veronica Widdoss

Government Relations  
Ron Rucker

Technology  
Allan Husby, ARA

Education  
Ordean Eddy

Social  
Craig Sommers /  
Ron Rossknecht

Appraisal Review & Ethics  
Jerald A. Hulm, ARA

Scholarship Fundraising  
Brian Gatzke

**Newsletter Editor:**  
Paul Reisch, ARA  
[www.asfmra-sd.com](http://www.asfmra-sd.com)

**SOUTH DAKOTA CHAPTER**  
**AMERICAN SOCIETY FARM MANAGERS & RURAL APPRAISERS**

3 / 08



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

**DATES TO REMEMBER!**

**2008**

May 15 - Chapter Board Meeting – Brookings

May 16 - SDSU Breakfast – Brookings

June 8-11 – Range Camp in Roberts County (Between Webster & Sisseton)

June 12- West River Breakfast Meeting (9 A.M.)

Rapid City Marlin's Roadhouse Grill

July 14–18 – ASFMRA National Summer Education Meeting in Omaha, NE

November 12-14 - ASFMRA National Annual Meeting in San Antonio, TX

**2009**

January 21-23 – Winter Education & Joint Meeting W/PAASD – Mitchell

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

October 2009 – South Dakota-Wyoming Educational Offering – Black Hills

**PRESIDENT'S MESSAGE**

As this news letter is forwarded, I was tired of the snow and found my way to a cruise ship going through the Panama Canal. It has been a long winter and I enjoyed the break in San Diego, but needed a little more time in the warm weather. Hopefully we have spring in full gear when I return.

Land prices and commodity prices continue to be strong. I suspect they may continue to increase together until adversity hits a section of the agricultural market. It is enjoyable to be working with the positive attitudes in the market place today.

National is having quarterly conference calls to keep us informed and provide us with the opportunity to raise questions. Any information our chapter would like passed on to Denver, let one of your board members know. See related pages 3-6 article for news from recent call.

Help us provide the kind of education you wish to have at the future offerings. Send us your thoughts and ideas for classes. We will be doing some forward planning at the May board meeting and your input is appreciated.

Notice the dates for the breakfast meetings. All are welcome to attend and guests are invited also. Next meeting for us is at Brookings. Hope all can attend, May 16. The board meeting will be on the 15<sup>th</sup>.

## WEST RIVER BREAKFAST MEETING HAS SEVERAL VISITORS

The West River Breakfast meeting was well attended. Those in attendance:

- Sherry Bren from the Appraisal Certification Program
- Craig Steinley, Bev Luke, Peggy Bergman and Mary Houk with PAASD
- Jay Widdoss
- Chapter members Ron Ensz, Loy Matthes, Russell Wyatt, Kathy Colyer, Dave Baker, and Perry Beguin.



Sherry Bren provided information and asked for input on possible regulation and / or education of licensed appraisers who supervise apprentices or individuals who are trying to become appraisers. There is concern that some supervising appraisers or individuals are just rubber stamping the work provided to them, not properly reviewing the work, and thereby turning out an inferior and unacceptable appraisal product.

Sherry said the State of Montana has implemented such a plan and in that state they believe that the program has helped to improve and enhance the overall credibility of the appraisal profession. A committee has been set up to investigate and make a recommendation on this matter. If anyone has suggestions or recommendations, please contact Sherry and she can put you in touch with the committee members.

Craig Steinley thanked the Society members for their support of the legislation that PAASD has been trying to get passed concerning the regulation of mortgage brokers who put undue pressure on appraisers. The legislation was rejected at the last minute in this year's session, but PAASD will be pursuing the legislation again next year and trying to get it passed at that time.

One of the positive things about these meetings are all the individual discussions that go on between members, which helps to bring everyone up to date on what is happening in the area.

Thanks again to everyone who attended.

Perry Beguin

“The world is a great mirror. It reflects back to you what you are. If you are loving, if you are friendly, if you are helpful, the world will prove loving and friendly and helpful to you. The world is what you are.”

- Thomas Dreier

## **SELECT CROWD AT EAST RIVER BREAKFAST MEETING**

Breakfast meeting the morning of March 21st was a "select" crowd. President Elect Tom Jass, Paul Sickler, Chuck Doom and Jim Dunlap were attendance. Even though they were the few and the proud, the SD Chapter ASFMRA was well represented and those attending had a good meeting. The members shared information on:



program and what we are trying to accomplish with SDSU for the future.

- wind energy and contracts they knew about.
- carbon credits program pros / cons and where to get added info.
- legislative issues at past legislative session and where this may take us next year.
- the farm bill progress, and
- some discussion on the education

All was very informative and useful information.

## **DISTRICT IV CONFERENCE MINUTES**

### **UNIFICATION UPDATE**

President Steve Runyan reported that there are no unification efforts or ongoing talks at this time. However, we are still cooperating on many levels with ASA and AI. The three organizations continue to coordinate education, legislative efforts and more.

Ray Brownfield mentioned there are monthly calls ongoing with AI and ASA to bring everyone up-to-date and it is a good format to air grievances and to also provide positive comments.

### **LAND VALUE SURVEY**

George Luther stated that California and Illinois both have land value surveys that they publish. Also, North Dakota has one they publish internally among other Chapters.

Brian Stockman mentioned that ASFMRA has been looking at the possibility of an electronic and / or printed publication on land values and / or trends at a national level. This will help raise the awareness and recognition of ASFMRA as an organization. With this, comes the challenge to ensure we do not conflict with Chapters who also provide this type of information.

There are many sources for data that we could tap into. It is a massive project with many pieces in order to get this accomplished and we would like to illicit feedback from some of the Chapters on their views.

Continued

## **DISTRICT IV CONFERENCE MINUTES CONTINUED**

### **MEMBER SURVEY RESULTS**

George mentioned that anytime we put out a survey, we get tremendous results from our members.

The annual membership survey had a tremendous response with over 765 members responding, which is about 1/3 of our membership. The overwhelming response was that ASFMRA needs to invest heavily in education, communication, and PR. In addition, ASFMRA members noted that we all need to work on building membership. Brian indicated that the Executive Council will be making some of their decisions at this upcoming Council Meeting based on those results.

Cheryl Cooley mentioned that the survey can be sorted by state, so if Chapters want the information, we can provide that to them. So far, we have provided it to about 3 different states. Also, if Chapters want to put out a survey, just submit the information to us, we will put it together and get it out to the Chapter members. There is no charge to the Chapters for this service.

### **CONSERVATION EASEMENT COURSE / YELLOW BOOK UPDATE**

The Conservation Easement Course has been offered 6 times with great success. This is a joint offering between ASFMRA, AI and ASA. It is being offered at national level so that we may try to recoup the heavy costs associated with this course. There will be another 15 or so offerings this year alone. Steve also clarified that it does not matter what organization offers this course, we split all expenses and income equally and it is truly a cooperative effort.

ASFMRA, AI, and ASA are all meeting this week to make some changes to the current Conservation Easement class and there are some items in the course that need tweaking.

The new Yellow Book is in the first draft stage. It is currently up for review with the Department of Justice, the Department of Interior and other agencies along with the AI and the ASA. The AQB knows it is coming and we are trying to expedite it so we can offer it. This is a 3 day course with a 2 hour exam. This will be the required course to do federal work. It is expected to be delivered in July for the Summer Education Week in Omaha.

Most federal agencies will probably require their employees to take these if they want to do any work for the government. Steve mentioned that it would be a good idea to take these courses so you know what they will or will not allow. Mike Hastings mentioned that he thought it was a good course, some items needed to be corrected but it sounded like they were on top of it. There were 76 at the Billings offering.

### **SUMMER EDUCATION MEETING**

The Summer Education Meeting is planned for Omaha July 14-18. The Management track will feature core courses and will include an RLI course. The Appraisal track will feature the new Yellow Book Seminar, which is 3 days, and the Conservation Easement Course, which is 4 days. We will also be offering the new M-10 equivalent...Ag Land Management.

Continued

## **DISTRICT IV CONFERENCE MINUTES CONTINUED**

This will provide an opportunity for members to network and have fun with a golf tournament and BBQ sponsored by the Nebraska Chapter. There will also be an Ag tour on Friday morning in conjunction with the meeting. Along with these, there is an opening reception planned, Council Meeting, and a dinner cruise. Ethics will be offered on Thursday, which will overlap the Conservation Easement and UAAR offerings.

Cal Goding mentioned that the dinner cruise will be on the Missouri River as a mixer and to network. He also asked everyone to pass along to their Chapter members that there are many things to do in Omaha area.

### **AG PRO OUTLOOK '08 AND '09**

The 2008 Annual Meeting was terrific. There were an overwhelming amount of positive comments from the members and you can now view meeting photos on the web site. The most prominent negative comment was that there were too many sessions members could not attend. Thanks to Leonard, there are 8 presentations available on the web site. We also have the program session CDs that contain the handouts available for purchase.

Ag Pro Outlook '09 will be held November 12-14, 2008, at the Marriott Rivercenter. It is a beautiful facility and we will bring the Trade Show back again, in a modified version with table top displays in the ballroom during meal functions and outside in the entrance to the meal functions. We met with sponsors at the '08 meeting in San Diego and most are very excited about this.

The Program Committee met last week and they are still working on the program. A tentative schedule provides for an Executive Council Meeting on the 10<sup>th</sup> and Committee Meetings on the 11<sup>th</sup>. The Texas Chapter will be sponsoring a reception on Tuesday evening and there will be an Ag tour and Board of Directors Meeting on Wednesday with program sessions held on Wednesday and Thursday. Also, this year's Auction will be on Thursday evening.

### **CHAPTER WEB SITES**

Any Chapter officer can work as the administrator on their Chapter web site within the ASFMRA site. This lets Chapters make an active web site within the ASFMRA site. It can also link to an already established Chapter web site. Members are asked to contact Cheryl with any questions on the Chapter web sites and e-news tools available. Chapters have the ability to add meeting dates, announcements, etc. Cheryl will work on putting together step-by-step instructions for the Chapter Officers and is happy to walk anyone through the process.

We also have a template similar to the eNews letter that we can put Chapter information into and send out to Chapter members. It was noted that anything that is sent to the national office will still be posted on the national web site.

Cal is very pleased to see this type of item being offered to the Chapters. He asked if we have explored advertising on the Chapter web pages to produce sponsorship dollars and Cheryl indicated that this is something we could look into.

Continued

## **DISTRICT IV CONFERENCE MINUTES CONTINUED**

On another note, the membership directory is being finalized and if there are any contact changes or Officer changes, those need to be received as soon as possible so that the information will be up-to-date for the printed directory.

### **NEXT CALL**

The next quarterly conference call is Friday June 20<sup>th</sup>. Members are asked to contribute agenda items to Lee Bieneman. The Chapter Officers were encouraged to bring topics to the table that they would like to see discussed on the next conference call including best practices of their own Chapter to share with others.

Notification will be sent to all Officers via email with the date, time and outline as the meeting gets closer.

### **OTHER BUSINESS**

George stated that Michael Krause from Nebraska has been nominated for the new District VI Vice President slot that George will vacate this Fall. Also, Cheryl stated if there are any other nominations; please get those submitted as quickly as possible to George or Cheryl.

Ray pointed out that the management rewrites that Leonard Meador is working on will soon be complete. Leonard has a flare for evaluating the information and putting it together in courses and he is rewriting entire core courses and working with Arlin Brannstrom to get these completed. These will be Modular courses so people can pick what they want to take and when they want to take them. We are also working on some new seminar opportunities for all 3 disciplines so members will have a greater opportunity for more CEUs.

George also introduced Ron McFarland as the new Chapter President of Montana and Cal Goding as the new Chapter President of Nebraska.

Brenda DeVries wanted to know the current status / views on farm credit not hiring in-house appraisers. Steve indicated that we are working on that getting modified and are meeting with the other organizations to assist us with going forward. There are portions that need enforcement and changes that need to be made to get this resolved. Bottom line is that we need to review the strategies and notify our members on how to go online and respond with comments. As an organization, we will probably be publishing a letter on items that are supported and those that we cannot support as an organization.

Meeting adjourned 9:50am PST/ 10:50am MST/ 11:50am CST/ 12:50pm EST.

“Too often we underestimate the power of a touch, a smile, a kind word, a listening ear, an honest compliment, or the smallest act of caring, all of which have the potential to turn a life around.”

- Leo Buscaglia

## **SDSU RELATIONSHIPS COMMITTEE ACTIVE ON SEVERAL FRONTS**

On March 26<sup>th</sup>, committee members Brian Gatzke, Tom Jass, and Paul Sickler met in Brookings on the SDSU campus to conduct interviews with three good candidates for selection of the winner of the \$1,000 chapter scholarship for the 2008-09 academic year. Announcement of the winner to our chapter members is anticipated in the next newsletter.

On March 26<sup>th</sup>, Brian Gatzke also joined with committee members Paul Reisch and Jim Dunlap to research and develop curriculum for an appraisal emphasis within a SDSU degree that would also cover a significant portion of the required education for licensing relative to the Appraisal Foundation education requirements as of January 1, 2008. This effort also involved extensive discussion with Associate AG-Bio Dean Don Marshall regarding the possible approaches to address this industry need.

By the end of the day, a game plan was developed to pursue an appraisal specialization within the Economics and Ag Business majors. The goal is for the appraisal specialization emphasis to cover the 75 hours needed for the registered licensing level plus additional hours. Committee members will be continuing communication with Appraisal Foundation representatives, Sherry Bren with the SD Appraisal Certification Program, and SDSU representatives to put more detail to a viable proposed program.

During the discussions with Associate Dean Marshall, the possibility of a minor in Farm Management was also discussed. This minor could work well in conjunction with the possibility of a minor in real estate brokerage that is also being explored at the present time. Brian Gatzke, Tom Jass, and Paul Sickler will also be working with Dr. Marshall regarding potential curriculum for the Farm Management minor.

The South Dakota Bankers Association has expressed to chapter members that they are anxious about the future regarding having appraisers able to service their needs. They have indicated they would support efforts to provide education for farm managers and appraisers. We are looking for ways to attract new recruits into our industry and additional college emphasis could be a good way to inform and interest students to a career in our fields.

Hopefully, we will have more positive news and details to report in the coming months related to an Economics or Ag Business with Appraisal Specialization major and a Farm Management minor.

A reminder of our SDSU faculty and SD Chapter ASFMRA members / guests Breakfast forum to be held 9:00 A.M, on May 16th at the SDSU Foundation office in Brookings. More details to follow in next month's newsletter.

## **THE BIRTHDAY GIFT**

He wanted a truck and she wanted a fast little sports car so she could zip through traffic around town. He would probably have settled on any beat up old truck, but everything she seemed to like was way out of their price range.

"Look!" she said, "I want something that goes from 0 to 200 in just a few seconds. My birthday is coming up so surprise me!"

He did just that. For her birthday he bought her a brand new bathroom scale. Nobody has seen or heard from him since.