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SOUTHDAKOTACHAPTER
AMERICANSOCIETYFARM MANAGERS&RURALAPPRAISERS

3/09



DATESTOREMEMBER!

April17-TrainingCourseforSupervisingAppraisersandState-Registered Appraisers-Chamberlain(#PAASDandASFMRA)

May7- ChapterBoardMeeting--Brookings
May8-SDSUBreakfastMeeting--Brookings-9A.M.
May14-WestRiverBreakfastMeeting-9A.M.

RapidCityMarlin's RoadhouseGrill

May21-StateAssessorsConferenceBanquet-Water town

June7-10-SDAgLendersRangeSchool-Perkins County

June15-19-2009NationalSummerEducationWeek-- DesMoines,IA

June25-26-MinnesotaChapterSummerTour-Alexan dria,MN

July18-25-InternationalFarmManagementConferenc einBloomington, IllinoishostedbyIllinoisASFMRAwiththeendorse mentoftheASFMRA Findoutdetailsat www.ifma17.org.

September23-SDSUScholarshipBanquet-Brookings
October7-9-SouthDakota-WyomingEducationalOffe ring--Deadwood
October21-SDSUCareersDay-Brookings
October25-31-ASFMRANationalMeeting-Denver

2010

January20-22-WinterEducation&JointMeetingW/PA ASD-Chamberlain

PRESIDENT'SMESSAGE

WhenIthinkofspring,mymentalpictureisofwar mingtemperatures, sunshine,greeninggrass,cleanupthewinterrefus earoundtheyard,and tractorsbuzzingacrossfieldspreparingforplanti ngcropsinhopesofa bountifulharvest.Iguesswearenotquitethere yet.

Withsnowandblizzardsrecentlyinthewestandno rth,floodinginFargo, andalotoffolkslaidoffforoutofworkthereis muchtobconcernedabout. MyfirstthoughtistobeThankfulthatI'mwellem ployedandhavereasonsto beoptimisticaboutwhatlaysahead.Ihopethesa meistrueforallofyou.

Ihaven'ttalkedtoanyofmyWestRiverranchfri endsjustrecentlybuthope theirfamilies,cowsandcalvescamethroughok.T hefloodisjustaboutto reachitspeakandmyheartgoesouttothosewhoh avealready sustained devastation.Myresponsetothiswillbetopich inandhelpifthere'san opportunitylocally,andtosendsomefinancialsup portfrommyblessingsto thoselessfortunate.Iencourageeachofyoutoa Isorespondinsomewayto helpwhereyoucan.

Continued

PRESIDENT'S MESSAGE CONTINUED

OurspringBoardMeetingiscomingupquickly.I've assistmyselfinpreparingameaningfulagenda.Ou springandfall,andit'simportanttoaddressasm uchbusinessaspossibleateachmeeting.

IplantomeetalldayonMay7thandworkaslongasnecessarytocompleteouragen daandanynew businesssthatmayarise.IaskthatMembershelpo utinthisprocess.Pleasegetintouchwithmeor anyotherBoardmemberandshareyourthoughtsand ideassotheycanbesharedwithordiscussedat theBoardmeeting.IseriouslydoubtthatIwillt hinkofeveryissueorconcernonmyown.Your inputwillbehelpful.Pleasegivethisalittle t hought,talktoafriend/boardmember,sendanemai l, andhelpyourchapterbeasgoodasitcanbe.

TheannualSDSUBreakfastmeetingiscomingupsoon .DennyEversonpromisestobeaninsightful andinterestingspeaker.I'veheardDennyspeakse veraltimesandrecommendthisopportunitytoyou. Therewillalsobeadiscussionattheconclusiono ftheBreakfastconcerningthebanking/appraising interactionwhichIwouldthinkwouldbeofinteres tespeciallytoprivatefeeappraisers.Two opportunitiesforthepriceofone!

Inclosing,it'snottooearytostarthinkab outattendingtheASFMRANationalMeetingin Denver,October25-31.I'vebeentoseveralanden joyedthemall.Feelfreetoaskoneofyournew ARA's,RonEnsz,LoyMatthesandShawnWeishaarabo uttheirattendanceatthelastmeeting.I'm sureyouwillbeencouraged.

BANKER/APPRaiserDIALOGUETOBEPARTOFSDSUBREA KFASTMEETING

DennyEverson,presidentofFirstDakota'sAgri-Bus inessDivisionandSDARLExecutiveDirector, willbethefeaturedspeakeratthechapter'sMay8thbreakfastmeetingontheSDSUcampusin Brookings.Denny'spresentationtothegroupwillb eonthesouthDakotaAgricultureandRural Leadership(SDARL)Chinatripinthespringof2008 .Thepresentationaddressesimpacton AgriculturefromasouthDakotaPerspectiveandwha tthefutureisforagricultureandfinancingto China,alongwithhighlightsofvariousightsseein gvisitsandculturalexchanges.

Afterthisprogram,chaptermemberswillhavetheo pportunitytovisitfor45-60minuteswithDenny EversononSDagriculturalbanker/appraiserissue s.Dennyoffersvaluableinsightsandleadership opinionsaboutthisandothertopicsrelativetoef eappraiserswhohaveinterestinappraisingreal propertyforthefinancemarkets,lendinginstituti ons,andmortgageservicecompaniessuchasDakota MacandFarmerMac.Thetopicofdiscussionfollo wsconcernswithintheprofessionexpressedbya fewfellowSDChaptermembersandregionalfinance lenders.

Thisisamustattendbythechapterindependentfe eappraisers. MeetingwithDennywillprovide anexcellentopportunitytohaveanopendialogreg ardingappraisalissuesforfinancingandvaluation onalocal,regional,andnationalperspective.Den nywillbeabletosharehisconcernsaboutthefut ure andoffertheindependentfeeappraisersanopportu nitytosharetheirconcernswithinthefinance andBoydWaarahelpedcoordinatethistopicof tytovisitfirsthandwithoneofthenation'slea ders discussion.Pleasejoinusforthisrareopportuni anddecisionmakersinagriculturefinancelending.

MakeplansnowtoattendthemeetingonMay8th!

ELEVEN ATTENDEA STRIVER BREAKFAST MEETING

Chapter members gathered in Sioux Falls on March 6th at the Rollin' N Pin restaurant for fellowship and exchange of ideas. Those in attendance:

- Jeff Barker
- Charles Doom
- Mac Haskell
- Scott Heimes
- Jim Hollenbeck
- Allan Husby
- Tom Jass
- Jay Knuppe
- Paul Reisch
- Paul Sickler
- Jorge Vicuna

at the Rollin' N Pin restaurant for fellowship



Members discussed the legislative initiative in Pierre, the Minnesota summer meeting, and plans for the October educational offering with Wyoming Chapter to be held in Deadwood. Those present had the opportunity to hear Jorge Vicuna's unique way of expressing his opinions on the current economic environment and on Mac Haskell's historical perspective on the same. Mac encouraged us to remember that the current difficult times will pass and things will eventually take a turn for the better. They always have in the past.

re, the Minnesota summer meeting, and plans for to be held in Deadwood. Those present had expressing his opinions on the current economic tive on the same. Mac encouraged us to and things will eventually take a turn for the better.

SEVEN ATTEND WEST RIVER BREAKFAST MEETING

Chapter members and others gathered in Rapid City on March 12th at Marlin's Roadhouse Grill for fellowship and exchange of ideas. Those in attendance:

- Perry Beguin
- Norm Edwards
- Ron Ensz
- Ryon Rypkema
- Russell & Betty Wyatt
- Jay Widdoss

n March 12th at Marlin's Roadhouse Grill for

There was some discussion on the economy and what is happening with real estate prices. The general consensus seems to be that while considerably less real estate is being sold, the prices of what is selling generally remains steady.

shappening with real estate prices. The general real estate is being sold, the prices of what is selling

The closing bids at a recent auction sale of 13,700 acres of primarily grassland northeast of Rapid City averaged \$587/ac. The lands sold in four tracts to four different buyers, however there was considerable negotiation going on after the auction because there were a number of title issues that needed to be cleared up, so the final numbers may not be determined for some time.

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FOUR INTERVIEWS FOR SDSU SCHOLARSHIPS SCHEDULED FOR APRIL 6TH

The SDSU Relationships Committee has narrowed the number of applications received for the SDSU Scholarship down to four individuals that will be interviewed on the SDSU campus on the afternoon of April 6th. The interview team consists of Brian Gatzke, Paul Sickler, and Jerry Warmann.

Training Course for Supervising Appraisers and State-Registered Appraisers - Chamberlain (#PAASD and ASFMRA)

Date: 4/17/2009-4/17/2009

Time: 8:00:00AM-12:00:00PM

City: Chamberlain

Location: AmericInn Lodge and Suites

Room: TBD

Instructor: Craig Steinley, SRA

CE Hours: 4

Network Provider: PAASD and ASFMRA

Course Description:

This course provides important information for individuals that have become State-Registered Appraisers and appraisers who want to provide direct supervision to State-Registered Appraisers. The goal of this course is to improve the level of knowledge and training of State-Registered Appraisers and supervising appraisers.

This course satisfies the requirement for appraiser endorsement in the State of South Dakota. The completion of the course and passing the course examinations satisfies the requirements for a 4-hour training course for supervising appraisers, as specified in ARSD 20:14:04:14(4), and for State-Registered Appraisers, as specified in ARSD 20:14:04:12.02(2).

About the Instructor:

Craig Steinley, SRA, is a SDCertified Residential Appraiser and a contracted USPAP compliance examiner with the SD Dept of Revenue and Regulation.

Note: **Early registration** course fee is \$125 for appraiser members and \$225 for non-members appraisers.

Advanced registration ends Friday, 4/10/2009. Thereafter, the cost for the course will be \$150 for appraiser members and \$250 for non-member appraisers.

Sign-in begins at 7:30 am on the date of the course.

NATIONAL ASFMR MARCH CHAPTER UPDATE CONFERENCE CALL MINUTES

Welcome: President Jerry Warner welcomed all participants and explained the purpose of the call is to improve communications. Everyone was encouraged to share information from the call with others in their Chapters.

IFMA '09

The IFMA Congress is pretty much in shape. The registrations are coming in and the Illinois State University is handling all of the on-line.

The event will be held in Bloomington, Illinois and everyone is encouraged to go to the Website at www.ifma17.org to find out more about this conference.

May 1 is the registration deadline. The conference is expecting participation from 30 countries and may be as many as 35 countries will be represented at this Meeting. This conference is not just for farm managers, in fact, all individuals can benefit from this Meeting. The Congress is offering a shorter registration option for ASFMR members at a reduced cost of \$560.

This is a tremendous opportunity for all individuals. You can also take your children and grandchildren. There will be several different options for everyone. All are encouraged to attend and Chapter leaders are asked to promote this meeting at their Chapter functions.

What is new in Education

ASFMR has a new Director of Education—Mark Grace.

All of the management courses are complete. The materials have been put into smaller 90–120 minute modules. Ag Land Management 1, Ag Land Management 2, and Ag Land Management 3 each contain several modules. This provides a lot of flexibility to the Chapters in offering either separately or in combination. Interested Chapters are encouraged to offer modules at their meetings. Please contact Mark Grace in the Denver office for more details.

The ASFMR will be offering the Ethics course by Webinar in May. The ASFMR is hoping to offer more courses and seminars via Webinar or other electronic methods in the months and years ahead.

A slight change to the Seminar pricing is expected in the near future. Exact determinations have not yet been made, but will be soon for Chapters and outside organizations. The new pricing structure will be simpler and may well be based on the number of attendees.

District IV, V, VI, and VII additions: ASFMR has some new seminars that can be offered. Some of these are brand new and others have been rewritten. Everyone is encouraged to take a look at these and see if you are interested in any of them.

Information on Ethics being offered on-line/by Webinar will be in the next E-News.

Continued

CONFERENCE CALL MINUTES CONTINUED

Denver Meeting

The festivities and activities will start on Tuesday evening October 27, 2009. This will be held at the Westin in Westminster, a suburb of Denver, Colorado at the base of the Rocky Mountains. The Committee Meetings will be held on Tuesday afternoon.

There will be an appraisal track on Wednesday morning for those not going on the Ag Tour. There are two keynote speakers on economic that should provide timely information. The Accredited recognition is going to be done differently this year. The plan is for more special focus on the Accredited and all award winners. Options for activities on Friday afternoon for those who want to remain in Denver after the Meeting are currently being investigated.

The Ethics course for all members will be offered. Ag Innovations, Marketing Alternatives, Conservation Easements and the IRS, condensed session on Wind Power, and a session on case studies are a few of the offerings.

The Colorado Chapter is offering a free Prime Rib dinner for the first 200 registrants paying full registration fee to attend. This will be held at the National Western Stock Show complex. There is the possibility of having some entertainment at this venue as well such as a comedian.

There are several interesting tours for spouses. The Pioneer Ag Tour is being planned now.

The Education Foundation Auction will be on Thursday evening. The Silent Auction will go from 5:00 pm to 7:00 pm, the Live Auction will follow that, we will have live entertainment as a band has been lined up, plans are to have the band play after the Silent Auction and before the Live Auction, then the band is also scheduled to play after the end of the Live Auction. Currently ASFMR is looking for donations for the Auction. Chapters and individuals are encouraged to donate items. ASFMR is also asking for members to consider donating some time to help with the Auction activities.

Cooperative Efforts

The Task Force has been charged with reporting to the Council in June how the ASFMR can work with other organizations in regard to: (1) Education—find out from allied organizations such as RLI, AI, ASA, RICS if they have a need for our courses that we can offer to our members, (2) Government Relations—is there an opportunity to work together to have a common voice when we represent our members in Washington and (3) Meetings—s. is there an opportunity for coordination on Meetings.

The Education Chairs for Appraisal and Management have just been added to this Task Force. It was noted that ASFMR is not pursuing unification at this time.

District IV, V, VI, and VII additions: The RLI investment course is an example of the education that can be beneficial to both ASFMR as well as RLI.

The Task Force is comprised of: Ray Brownfield, AFM, ARA; Arlin Brannstrom, AAC; Loyd Brown, AFM, ARA; James Hagedorn, ARA; George Luther, Jr., ARA; Paul Joerger, AFM; and Brent Stanger, ARA.

Continued

CONFERENCE CALL MINUTES CONTINUED

Membership Task Force Update

This Task Force has some really good things going on presented to the Board of Directors for them to vote on. These are: (1) to lower Retiree dues to \$100 and (2) a tax cost of \$2500 donation to the Education Founda

n. There will be a couple of recommendations on in October that originated in the Task Force.) add a Retired Lifetime membership classification.

They are looking at ways to get to other non-member certified and licensed appraisers that would be a new has. The task force is also looking at member benefit mapping services, once a month recognition of Chapter product discounts, and a subscription to Land Owner

ssuch as a 2 to 4 hour rural residential for all intro to the rural residential course that ASFMRA ne fits including healthcare, long-term care, E&O, erm membership growth to spur on competition, Newsletter.

District IV, V, VI, and VII additions: In regard to was raised if that was for Retired member only or This would be for Retired member only. The amount is felt that the annual amount would be more reason for additional 25 years after retiring. This amount want to give money to the Society as they have been brought up was how it would be handled if someone need to go back to work. This is a matter that Cou

the \$2500 Retired Lifetime membership, question if members in other classifications could qualify. was questioned as Retiree dues are only \$100. It able since most probably will not remain members wasto benefit the member in tax deduction, they fited from membership, etc. One thing that was oesto Retired Lifetime and then a few years ncial will discuss.

Summer Education Week

Dates are June 15–19, 2009 in Des Moines, Iowa. A Education Week. There will be two sessions of management include: new Partial Conservation Easements course, course, and Ethics.

SFMRA has a great schedule for the Summer event—Ag Lands, Parts I and 2. Other offerings the Wind Power seminar, advanced management

There will be sponsored dinners by Syngenta and Mon Chapter Meeting on this location which has not yet for only one day, they should look at Wednesday and

santo as well. The Nebraska Chapter will have a been finalized. If members are planning on coming /or Thursday as the best days.

Other Business - There have been a couple of new people added to the Director of Education. Mark has many years of experience in education and membership. Suzanne Gruba, Executive Assistant. Suzanne is helping with the ASFMRA Staff up to near 2005 levels.

Denver Staff. Mark Grace, ience in education and membership. Suzanne E-News, Newsletter, and other items. This brings

Currently, the Staff is in the process of cleaning space. A new contract has been signed that will save

out the office ahead of remodeling of the office e ASFMRA nearly 30% in officerent.

There will be one other educational offering for all other Accredited requirements so that they may Accredited AFM's and/or AAC's in Denver.

emanagers and consultants for those who have met be able to sit for the exam and have some newly

District IV, V, VI, and VII additions: If the 2010 the Missouri Chapter has offered to assist in the cand to help with having this event in their area

Summer Education Week is held in the Missouri area, lanning, contacting local venues, and whatever they and for it to be a success.