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Brian Gatzke

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Ron Rucker

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Ron Ens, ARA (2013)

Terry Leibel (2011)

Paul T. Sickler, AFM (2013)

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East River Breakfast  
Scott Heimes

West River Breakfast  
Perry Beguin

SDSU Relationships  
Paul T. Reisch, ARA

Assessors Conference  
Charles Doom

Education Foundation  
Geoff Oliver, ARA

Government Relations  
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**Newsletter Editor:**  
Paul Reisch, ARA

[www.asfmra-sd.com](http://www.asfmra-sd.com)

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

3/10

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



**DATE TO REMEMBER!**

May 6-7 - Chapter Board Meeting - Brookings  
May 7 - SDSU Network Event - Brookings  
May 27 - State Assessors Conference Banquet - Mitchell  
June 23-24 - Quad States Summer Event - Sioux City, IA  
July 8 - West River Breakfast Meeting - 9 A.M.  
Rapid City Marlin's Roadhouse Grill  
July 12 thru 16 - ASFMRA Summer Education Week - St. Louis  
July 16 - East River Breakfast Meeting - 9 A.M.  
Sioux Falls Roll 'N Pin  
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 20-21 - Winter Education & Joint Meeting W/PA ASD  
June 16-17, 2011 - Special Chapter Event - Huron / Brookings

**PRESIDENT'S MESSAGE**

Inoticed as I reviewed last month's article that I quipped a bit about the cold weather. Thankfully that cold didn't last too long as the article. As March's temperatures and melted a boatload of snow. Our precipitation has been limited and while there is some flooding, it's not nearly as severe as envisioned.

The Spring Board Meeting is just around the corner. Below are a few brief ideas that will more than likely make it to the agenda. I'm hoping that sharing these ideas might stir your brain waves and imagination!

- Regular business, committee reports, etc
- Review Chapter budget & finances
- Member Cell # listed on Chapter roster?
- Continue cash bar at annual meeting?
- Appoint nominating committee member
- Print Chapter Cards: logo / mission stmt
- SDSU Econ / Business Major students are not eligible for our scholarship (College Arts & Science, not in Ag-Bio)
- Discuss plans for 2011 BBQ @ Huron
- Discuss soliciting more sponsorships

Continued

## PRESIDENT'S MESSAGE CONTINUED

- Review Ed Committee ideas & survey
- Adjust future budgets for Legislative issues
- Mitchell Vo-Tech has Farm Mgmt Class
- Consider larger scale raffle/fundraiser at Annual Meeting? For Kjerstad Memorial?
- Consider donation to Nat'l Ed Foundation
- Officer installation ceremony?
- By-Law review committee appointment
- Kjerstad Memorial Scholarship Program
- Archive Chapter by-laws, minutes, policies
- Chapter booth at State Fair/BH Stock Show
- West River college university involvement

Please call or drop an email to myself for any board improve our chapter. It's true that some of our members do a lot for our chapter while others don't do quite as much. I see that fact as normal and who's doing what as an evolving, changing, growing process. I also suggest that the old adage "many hands make light work" still holds true and most certainly applies to our Chapter. Your membership, involvement and ideas are always appreciated.

members with ideas you may have to maintain and members do a lot for our chapter while others don't do quite as much. I see that fact as normal and who's doing what as an evolving, changing, growing process. I also suggest that the old adage "many hands make light work" still holds true and most certainly applies to our Chapter. Your membership, involvement and ideas are always appreciated.

### On a more personal note:

I believe (hope) that you all recently received an email from me, noting the recent passing of Paul Reisch's father-in-law. This was of course done to offer you the opportunity to express your sympathy in your own way. The Chapter did send a card and a flower/plant arrangement for the funeral. Going through that process gave me a real "duh" lightbulb type experience. My own mother-in-law had just passed away about 10 days prior to Paul's father-in-law. In the hub-bub of events it never once occurred to me to notify the Chapter. Please accept my humble apologies.

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The moral of the story: Please do better than your president and let the Chapter know when something similar happens in your life.

## CHAPTER MEMBERS RECOGNIZED IN RECENT NATIONALS

Around of applause is extended by the American Society of Farm Managers and Rural Appraisers to our long-standing members for their continuous support. The Society appreciates every member for choosing us as the association you desire to affiliate with especially with many organizations vying for your membership. The ASFMR continues to make every effort to offer members services which will benefit your professional and personal life.

ASFMR recognizes long-standing members of the Society on an annual basis according to their anniversary month. The anniversaries are recognized in increments of five years.

SD Chapter Members:

- Norm Edwards – 30 years
- Charles Kreps – 15 years

**“Youth is not a time of life; it is a state of mind. Nobody grows old by deserting their ideals. You are as young as your faith, as old as your doubts; as young as your self-confidence, as old as your despair.”**

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- Douglas MacArthur

## TEN GIFTS THAT DON'T COST A CENT

by Rich Bimler

1. The Gift of Listening... But you must REALLY listen. No interrupting, no daydreaming, and no planning your response. Just listen.
2. The Gift of Affection... The small actions of appropriate pats on the back, hugs, and hand holds help demonstrate the love you have for family and friends.
3. The Gift of Laughter... Clip cartoons. Share articles and funny stories. Help people laugh; it's good for their health.
4. The Gift of a Written Note... It can be as simple as "thanks for the help" note or a little poem. A brief, handwritten note may be remembered for a lifetime, and it may change a life.
5. The Gift of a Compliment... A simple and sincere, "You look good in that outfit," "You did a super job," "That was a great meal," can make someone's day.
6. The Gift of a Favor... Everyday, go out of your way to do something kind.
7. The Gift of Solitude... There are times when we want nothing better than to be left alone. Be sensitive to those times and give the gift of solitude to others.
8. The Gift of a Cheerful Disposition... The easiest way to feel good is to extend a kind word to someone. It's not that hard to say "Hello" or "Thanks".
9. The Gift of Saying Thanks... Consciously express gratitude to everyone who does something for you, no matter what. Focus on expressing gratitude to those around you very intentionally.
10. The Gift of Prayer... Pray for loved ones, and let the prayer on their answering machine, drop them a prayer, or tuck under your child's pillow. Let them know you are praying for them.

## QUAD STATE SUMMER EVENT IN SIOUX CITY IA - PRELIMINARY PLANS

Plans are in process for an educational and networking opportunity with the Iowa, Minnesota, Nebraska, and South Dakota chapters.

**Day 1 (Wednesday, June 23<sup>rd</sup>)** - Start 10:00 at Marina Inn - lunch buffet on riverfront patio at noon. Speaker ideas for 30 to 60 minute topics include GPS class, weather outlook, grain markets, wind power leases and easements, Siouxland Chamber, Missouri River management, and (1 hour) Army Corps (MB), and a video conference with lobbyist, Stephen Frerichs on the latest DC news. End the day with supper at either Eldon's Restaurant (owned by BPI owner, located 2 blocks from ballpark) or steak fry at Explorer's ballpark prior to baseball game.

**Day 2 (Thursday, June 24<sup>th</sup>)** - The day would begin with breakfast buffet at Marina Inn. Tour possibilities include Terra Nitrogen, BPI (Beef Products Inc), Jolly Time Popcorn, Wells Blue Bunny dairy, Port Neal (Midwest Energy), and Sue Bee Honey. Plans are to wrap-up by mid-afternoon.

More details to follow in future newsletters as details are finalized.

**WEST RIVER BREAKFAST MEETING WELL ATTENDED**

**Submitted by Perry Beguin**

There were seven members and three guests in attendance. The members were Norm Edwards, Loyell Wyatt, and Perry Beguin. The guests included Magen Huxtable (Kent's assistant), Bev Luk

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Karen gave a brief overview of the West River Agricultural Research and Extension Center located in Rapid City. She told us about what geographical areas are covered by the center, projects the center is currently working on, and provided a list of these members and their areas of expertise. She invited them to visit the center and/or contact them with any items of interest or concern. Karen also reported that they are reworking their website and will be coming out with a new, more user friendly and more informative site.

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Loy Matthes told the group about and asked for input on possible summertours, arangel camp, and educational opportunities in the future. If anyone who has thoughts or input on any of these items please contact Loy.

ton possible summertours, arangel camp, and educational opportunities in the future. If anyone who has thoughts or input on any of these items please contact Loy.



**EAST RIVER BREAKFAST MEETING ATTENDEES COVER SEVERAL TOPICS**

Eleven members (Jesse Ball, Brian Gatzke, Scott Hei Adam Nelson, Tom Jass, Paul Reisch, Paul Sickler, J Brian's guest Jackson Hegerfeld. Jackson is a broke getting into the farm management business. President track for Jackson.

mes, Jim Hollenbeck, Larry Janssen, Jay Knuppe, Jerry Warmann) were in attendance along with a associate in the Brookings area thinking of t Tom Jass shared the general outline of the AFM

Jim Hollenbeck shared an outline of events under co Sioux City in June.

nsideration for the Quad States Summer tour in

Paul Reisch communicated that the May 7<sup>th</sup> SDSU Network Event will include Burton Pflueger providing an update on the status of the state tax assessment/valuations project as well as Jerry Warmann and Burton Pflueger's presentation on the I nternational Farm Management Conference they attended this past summer. E-mail invitation to SD SU representatives and chapter members will be sent the first half of April.

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Paul also shared that the interview team for the th Knuppe, Paul Sickler, and Jerry Warmann. Interviews are announced in the April newsletter.

rees scholarship applications received will be Jay are planned for April 6<sup>th</sup> and the winners should

President Jass urged members to provide their input activities prior to the May 6<sup>th</sup> board meeting.

to him or other board members regarding chapter



## THANK YOU TO CHAPTER AND MEMBERS

Leo Tauer, father of Nancy Reisch, was born to life on March 14, 2010. His wife of 70 years, 10 children, grandchildren, relatives, and friends gathered on Sunday March 21 and Monday March 22 to celebrate Leo's life and say their goodbyes to him.

Leo was born on December 23, 1913 and born to eternal life on March 21 and Monday March 22 to celebrate with spouses, and many grandchildren, great

Paul and Nancy thank the chapter for the sympathy cards sent and plants provided for the services. We also thank chapter members for their words of sympathy and encouragement through cards, e-mail, and verbal conversation.

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## MARCH 23<sup>RD</sup> DISTRICT CHAPTER UPDATE CALL

**WELCOME** - Dick Edmunds, ARA, AAC welcomed everyone to the call and took the roll call via Districts. The purpose of these calls is to: 1) Inform everyone of what is happening at the National level, challenges being faced, 2) For Chaptersto exchange ideas, discuss what challenges are being faced, and 3) For communication between National and Chapters.

Everyone was encouraged to apply for positions with ASFMRABe involved and active. Due date for applications from interested individuals is April 1<sup>st</sup>. Encourage members to apply for this position. Applications are on-line and members are encouraged to contact ASFMRABe in Denver for applications or other information. There are some members who are interested in this position and will be applying. This is very time consuming.

**WHAT IS NEW IN EDUCATION** - National is transitioning core courses to modules. The Income Approach has been approved by AQB and now is out to the States for approval. Cost Approach has been completed and submitted to AQB. The Sales Comparison course is still being developed. All three approaches will be offered this year. ASFMRABe offering more Webinars as a way to offer timely information to the profession members serve. The ACRE Webinar is scheduled for March 31<sup>st</sup>. Another Webinar that is being developed on AMC's and how they can impact the rural appraisal profession.

The Ag Lands in Transition course has just been updated and will be delivered at 2010 Summer Education Week in St. Louis in July. Immediately following that it will be available to the Chapters. The A101 course has been scaled down to three days and now works well as a good introduction to appraisal.

The Ethics Course has been reviewed by the new Ethics Task Force. They have decided that there will be two different courses—one for those that have never taken Ethics which will be four hours long, and one more detailed, information on ASFMRABe some case studies; these second one will be a refresher course which will be shorter, no longer than three hours. Both will be available in Webinar form and a classroom setting. Case studies will be developed for both appraisal and management issues. The new Ethics Course should be complete by May 7<sup>th</sup>. Members will be notified if they are due to take Ethics. ASFMRABe can provide a list of chapters of members in their Chapter who need Ethics so marketing can be directed to them for a Chapter offering.

ASFMRABe is working now toward providing broker credit where possible on Management/Consulting courses. If a Chapter wants to work with ASFMRABe broker credit, the Chapter will be charged the just the amount ASFMRABe is charged to obtain the broker approval.

Continued

## UPDATE CALL CONTINUED

ASFMR A is providing on-line registration to the Chapters now for education offerings. The Northeast Chapter is taking advantage of this service currently and is meeting with a lot of success. This provides the member the option of simply going to the Website and registering. Chapters are charged only the credit card fee for this service. At some point in the future ASFMR A hopes to be able to offer Chapter the option of Chapter meeting registrations as well.

The first Chapter on-line presentation with Stephen Frerichs in D.C. will be done by the California Chapter. This service is open to all Chapters. It is not difficult to set up and will only cost the Chapter. Stephen has no travel. It is a big savings and can be a great asset to a Chapter Meeting.

**ORLANDO MEETING & AUCTION** - The 81<sup>st</sup> Annual Meeting festivities and activities will be November 1-4, 2010 at Disney Coronado Springs Resort in Orlando, Florida. Staff is working on getting a Halloween event planned. The Florida Chapter is planning an off-site event. Tuesday will be the annual Ag Tours sponsored by Pioneer. Again this year the meeting will feature the Rapid Fire Case Studies on Tuesday.

The Newly Accredited and Awards will be held on Tuesday with the Opening Reception immediately following. Thursday will be the Board of Directors / Membership Meeting / Officer Installation. There are also several discounted Disney days to help get the families involved. Registration will be available in early July on the ASFMR A website.

The Silent Auction will be on Wednesday from 5:30 p.m. to 7:00 p.m. Off and on throughout the evening and "the Land Sharks" group thatope ns for Jimmy Buffett, will be playing. The Live Auction will be held from 7:30 p.m. to 8:30 p.m. Members are encouraged to contact Hope Evans or Mike Sutton if interested or if they have questions.

**SUMMER EDUCATION WEEK SUMMARY** - Summer Education Week will be held from July 12-16, 2010 in St. Louis, Missouri. On July 10<sup>th</sup>, there will be a Council Meeting and Instructor Workshop included this year. On Monday, there will be a tour of the Monsanto facilities. The Education Committees will meet and Ag Lands Management Parts 1 and 2 will be offered.

The new Cost Approach module which is a 4 day course will be offered for the first time and an updated Ag Land in Transition is also planned. The Illinois Chapter will have a tour on Thursday and the Missouri Chapter will offer some education courses. On Friday, the Illinois Chapter will hold their Chapter Meeting. A Cardinals baseball game is included in the schedule for participants to attend and this has to be indicated on the registration rather than attending the game or not. Everyone is encouraged to sign up early!

**LEADERSHIP INSTITUTE** - This year's agenda is slightly different but even better. Chapters are encouraged to help sponsor attendees. The Annual Leadership Programs sponsored by Pioneer and DuPont will be held in Washington D.C. September 12-16<sup>th</sup>. The cost is approximately \$600 (sharing a room) plus travel, food, and amenities.

**MEMBER BENEFITS** - ASFMR A has added new benefits over the past years such as: discount on mappings services like Land Voyage, and property listings with Lands of America, plus Office Depot discounts and insurance. All the benefits are noted on the ASFMR A Webpage.