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John McMahon

West River Breakfast
Perry Beguin

SDSU Relationships
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Assessors Conference
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Ag Lender's Conference
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Technology
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Education
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Craig Sommers /
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Appraisal Review & Ethics
Jerald A. Hulm, ARA

Scholarship Fundraising
Brian Gatzke

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

11/05



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

DATES TO REMEMBER!

2006

January 12 - West River Breakfast Meeting (9 A.M.)
Rapid City Rodeway Inn Restaurant

January 13 - East River Breakfast Meeting (9 A.M.)
Sioux Falls Front Porch Grill

February 15-17 - Winter Education & Joint Meeting w/ PAASD - Mitchell
May 18-19 - Chapter Board Meeting & SDSU Breakfast - Brookings

2007

Feb. 14-17 - ASFMRA Annual Meeting w/ ASAC & NAICC in Atlanta, GA

July 18-25, 2009 – International Farm Management Conference in
Bloomington, Illinois co-hosted by national ASFMRA and Illinois ASFMRA

PRESIDENT'S MESSAGE

Hope you all had a happy thanksgiving. I learned a valuable lesson again this year. Not everyone eats turkey for the meal on Thursday. I asked someone over the weekend if they ate enough turkey, to which I received the reply. "I didn't grow up raising turkey, I don't raise turkey and I don't eat turkey." I understand what this individual meant and applaud him for his passion of eating beef. I was pretty cranky by Sunday evening. Had I not eaten beef for supper, it's hard to say what would have transpired.

I shared the above with you for one reason and one reason only. If you feel strongly about something, make a stand. How many times has an issue surfaced that you had an opinion on and you sat quietly holding in your thoughts, only to be disgusted with yourself for saying and or doing nothing. You have a responsibility to your own mental state to speak up and out, projecting your thoughts.

I witnessed this first hand on November 17th and 18th at the chapter board meeting. It was good to have your board members bring up issues to discuss. It was more satisfying to watch and listen to the discussions that took place. And at some point in time, an outcome was arrived at for each topic. Maybe not always the outcome one had hoped for, but an outcome none the less.

Provided we all spoke what was in our hearts and minds, we as a board and the members we represent, should be proud of what we accomplished.

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PRESIDENT'S MESSAGE CONTINUED

On a personal note I want to thank the board for their commitment to attend and their participation. As members, the board is your voice of opinion. Thus if you have thoughts, concerns or topics, you would like the board to look at, please let a board member know.

Along that line, Ordean Eddy is the Education Chair for the chapter and he is currently working on organizing the education offering for the Mitchell meeting in February. For those members of the education committee, Ordean would welcome your help, thoughts and ideas. This is a chance for you as members to step up and project!

You may never know the impact one conversation can have until you witness change, change that you helped bring about, by standing up and projecting.

I'm having beef for Christmas!

EAST RIVER MEMBERS ENJOY DISCUSSION AT BREAKFAST

Those attending the November 11th East River Breakfast meeting at the Front Porch Grill enjoyed lively discussion on several topics.

Members (Charles Doom, Jim Dunlap, Allan Husby, Paul Reisch, Ron Rucker, and Paul Sickler) were introduced to member prospect Layne Mostad from Bruce, SD.

Layne worked at Daktronics for many years in engineering and sales. About two years ago, he left to start his own business. He is now looking at diversifying his efforts in the appraisal profession and is registered in Minnesota and South Dakota. He is seriously considering membership in ASFMRA and we hope to welcome him as a member in the near future.



Much of the discussion at the session centered on questions Layne had regarding ASFMRA and the future of the appraisal profession. Members shared education experiences, software programs used, and local sales trends. Chuck Doom also shared his hunting and fishing experiences over the past 4-5 months! Jim Dunlap is on the mend from his back surgery but has found that his doctors were right that it would take more than a couple of weeks!

MEMBER PROFILE IS GEOFF OLIVER

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

I started appraising in Oklahoma with the Federal Government in 1991 when I was right out of College as an appraiser trainee who didn't know a legal description from a hole in the ground.

I have moved all around the country and up the governmental ladder from Oklahoma to Yakima, Washington, Portland, Oregon, then here to South Dakota and I am currently the Great Plains Regional Supervisory Appraiser for the Office of the Special Trustee for American Indians (previously Bureau of Indian Affairs) for the Department of the Interior. My first ASFMRA course was A-10 in Memphis, Tennessee back in the winter of 1991 and I am going for my ARA and hope to take the test in the summer of 2007.



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 have always enjoyed the camaraderie of other members of ASFMRA and trading 'war stories'. When I was able to hire a review appraiser, I tapped into the resources available from the ASFMRA and sent out a state wide email to all members asking if they knew anyone who would be interested in applying and I got a great response. I was able to hire Jay Widdoss who is going to be a great asset to the organization all thanks to members of the ASFMRA. Also, the contract appraisers I deal with are all members, and I think being a member of ASFMRA adds more credibility to appraisers.

I became a member of ASFMRA while in Oklahoma, and I let my membership lapse when I moved to the Pacific Northwest, but now I am happy to be a member again.

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).

Aside from appraising, I am also on the ski patrol at Terry Peak Ski Area just outside of Lead, and I also enjoy cruising the hills on my '99 Dyna Wide Glide. I have raced in a number of mountain bike races while living in Washington, but haven't really gotten back into the sport since I've been in South Dakota.

I've also been skydiving a number of times, but it freaked me out so much every time I did it that I don't really have a desire to do it again. There's something about letting go of an airplane wing that is just so intrinsically wrong and goes against all primal survival instincts.

Most of my family is from Oklahoma and I enjoy going back to visit, but I'm certain I never want to move back... it is, after all, Oklahoma!

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OLIVER PROFILE CONTINUED

Describe a few memorable or unique experiences in your life.

One appraisal story I love to tell is when I was appraising a property in the Yakima Valley in Washington for this guy who I thought was my client until his wife came home, who, unbeknownst to me, was actually the owner of the property. Apparently, the husband was trying to pull a fast one on the wife. She promptly showed me the door after a barrage of profanities at the husband. Needless to say, I left and didn't complete the report on orders from her. I hate to know what happened to the husband when I left.

SD CHAPTER INFORMATION SUPPLEMENTS NATIONAL PROSPECT PACKETS

The SD ASFMRA Membership Committee (Chair Paul Sickler, Tom Jass, Kathy Colyer) recently finalized chapter information to be included with the national packet for member prospects. The SD information includes a chapter history, chapter membership benefits, chapter bylaws, and 2005-06 committees along with their members and responsibilities.

Packets with both the national and state information were provided to all board members and chapter members who attended the recent East River Breakfast and West River Board Lunch meetings. They will also be available at the February meeting in Mitchell. The SD information will be shared with all chapter members in a separate e-mail communication. The 2005-06 committees will be updated in early 2006 after the 2006 board make-up is determined and newer members have been surveyed regarding their interests in serving on a committee.

SD CHAPTER BOARD MAKES 2006 PLANS IN RAPID CITY

The board had 100% attendance for the Thursday afternoon November 17th session.



Jim Dunlap presented financial report showing current net income for the year in excess of \$2,100. Cash balance as of 11/10/05 exceeded \$5,900 with another \$20,000 in CDs. Final determination of net income from the Spearfish conference has not been finalized. Net income for the year is expected to exceed \$1,000.

Several issues involving PAASD coordination were discussed including potential legislative issues, income-expense splits on joint education offerings, and timing of the joint annual

conference in 2007 when the national meeting will be held February 14-17 in Atlanta, GA.

Activities and 2006 planning for all committees were discussed. Highlights included potential education topics at Mitchell in February and the possibility of a summer tour in the Pierre area. The value of completing Committee Chair Planning Guides was again emphasized and it will be a board liaison priority to have these completed for the 2006 year.

CHAPTER BOARD VISITS WITH WEST RIVER MEMBERS

Nine members and member prospects joined the South Dakota ASFMRA Board of Directors for lunch on Friday November 18th at the Holiday Inn Rushmore Plaza in Rapid City.

Members who joined the board were David Baker, Jerry Kjerstad, Geoff Oliver, Kent Rasmussen, Ron Rossknecht, and Ryon Rypkema.

Prospect guests were Mark Elder with Ag-Ware, Jay Widdoss with OST, and Mike Hollister with Rabo Agrifinance.

President Buck updated the membership on board actions and chapter activities / plans including:



- Continuing education at Mitchell in February will focus around a recreational hunting theme.
- A 2006 summer tour / social meeting in the Pierre – Highmore that would include wind energy theme is being explored.
- The board is considering an M-40 (Management of Lease Hunting & Fishing Enterprises) offering to landowners and others that could benefit from this education. This concept would need a sponsor / joint partner to make it viable financially and in promotion.

Perry Beguin stated the next West River Breakfast meeting would be Thursday January 12th. He asked members to provide input regarding programs / speakers for the breakfast meetings. Jerry Kjerstad suggested updates on Farm Credit Services of America and Rabo Agrifinance programs and plans in serving rural agriculture.

NEW ADVISORY COUNCIL MEMBER JIM DUNLAP ATTENDS FIRST MEETING

New Advisory Council member Jim Dunlap attended his first meeting on November 18th. Jim joins fellow chapter members Jerry Hulm, Craig Sommers, and Boyd Waara on the Council.

The Appraisal Subcommittee Federal Financial Institutions Examination Council reviewed the South Dakota Appraiser Regulatory Program on August 25-26, 2005 and reported to Mr. Viken, Secretary of the SD Department of Revenue & Regulation on November 1, 2005 that the South Dakota Program complies with Title XI of the Financial Institutions Reform, Recovery, and Enforcement Act of 1989, as amended. During the review, it was said that several other state programs that have been reviewed are in jeopardy of losing their programs for non-compliance.

In a separate correspondence with Ms. Sherry Bren, Executive Director of the SD Program, dated October 24, 2005, the Appraisal Subcommittee clarified when creditable experience begins to accrue under the AQB real estate appraiser criteria. Experience begins to accrue when the appraiser applicant actually begins work on his or her first appraisal that includes experience hours that will be countable toward the AQB experience criteria. It does not begin when the applicant begins employment for an appraisal firm or when, for example, an apprentice is issued his or her credentials.

EXTRA SCHOLARSHIPS FOR 2006 LEADERSHIP INSTITUTE – WASHINGTON SUMMIT

Farm Managers and Rural Appraisers will gather in Washington D.C. September 16-21, 2006 for one of the most exciting, informative and educational experiences of their career. The 2006 Leadership Institute – Washington Summit will be limited to the first 200 registrants and will offer a tremendous opportunity to meet the people responsible for passing the laws that affect you! Learn first hand about the inner workings of our national government.

A series of meetings and presentations will be held at the Holiday Inn on the Hill – just two blocks from the capitol – bringing the information directly to attendees. The Summit will also incorporate visits to the Hill where you can meet one on one with the congressional representatives from your area.

The 2006 Leadership Institute – Washington Summit will incorporate an ASFMRA Board of Directors/Membership Meeting as the next ASFMRA Annual Meeting will not be held until February 2007. This is a tremendous opportunity and one that you won't want to miss.

Cost to attend is \$500 registration, miscellaneous meals, and transportation to Washington, DC. Since there will be no annual meeting in 2006, the SD Chapter will not have to budget for the 2006 calendar year for National Meeting Scholarships nor National Delegate. **With this in mind, the SD Chapter Board has approved funding a \$500 scholarship for up to 4 chapter members to attend Leadership Institute in 2006.**

Priority for the scholarships will be given to chapter board members who want to attend, but is not expected that all four scholarships will be taken by board members. If other chapter members are interested in Leadership Institute and the chapter scholarship, please convey this interest to President Wade Buck.

To get your name on the national pre-registration list, please email Steve Runyan, ARA at srunyan@bak.rr.com. Watch national communications for more information!

SDSU SCHOLARSHIP FUND EXCEEDS \$12,000

The chapter will have a successful year financially. With \$20,000 in savings and a cash balance in excess of \$5,000, the board approved an additional \$1,000 chapter contribution to the SDSU Acorn Scholarship Fund. This will bring the cash balance to \$11,400+ and the total cash and pledges amount to \$12,300+. This brings the chapter to 62% of the long term goal of \$20,000 in the fund.

The current fund balance is adequate to fund a minimum of a \$500 scholarship starting in 2006. Reminders to those with outstanding pledges will go out soon.

We encourage all chapter members to consider an additional year end tax deductible donation to the Scholarship Fund. Make checks payable to SDSU Foundation. Please write “SDASFMRA Scholarship” in the memorandum section of the check. Please mail check to:

Liz Rezek
Director of Scholarship Administration and Community Programs
SDSU Foundation
815 Medary Ave, Box 525
Brookings, SD 57007