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

01/03

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



### **DATES TO REMEMBER!**

#### **2003**

- February 4 - Standing Committee Meetings
- February 5 - Chapter Education Seminar – Chamberlain  
- Evening Chapter Social & Discussions
- February 6 - Chapter / PAASD Appraisal Institute USPAP Update
- February 7 - PAASD Residential Education Offering
- March 7 - Sioux Falls Breakfast Meeting @9 A.M. – Front Porch Grill
- May / June - Chapter Board Meeting – Eastern South Dakota
- June / July - Minnesota Chapter Summer Tour – Southwest Minnesota
- August / Sept. - Chapter Social
- October - Chapter Board Meeting – Rapid City
- Oct. 30-Nov. 1 - ASFMRA Annual Meeting – St. Louis, Missouri

#### **2004**

- June 16-18 - Regional Summer Meeting with Minnesota & Nebraska  
in Sioux Falls
- Nov. 4-Nov. 6 - ASFMRA Annual Meeting – Sacramento, California

### **PRESIDENT'S MESSAGE**

This is my final message as chapter president. My first message to you in May 2001 began with..."These are exciting and challenging times for our Chapter". The irony is that this is very much true in my last message!!!

In the past two years with the commitment and work of our membership and board we have accomplished many goals including a new Mission and Operations statement, chapter budget process, new chapter committees, bi-annual planning meetings, re-established the chapter newsletter (thanks to Paul Reisch), started regular breakfast meetings, and initiated discussions with neighboring state chapters for a regional summer meeting concept.

Our upcoming meeting in Chamberlain will involve a shorter and more social style of membership meeting with focus on committee reports and updates instead of the long dry business meetings that we have had in the past. See you there!

### **MEMBERS TO ENJOY HOSPITALITY / DISCUSS BUSINESS**

Members planning to attend the upcoming education and membership meeting in Chamberlain at the Cedar Shores Resort are encouraged to arrive on Tuesday evening. Membership, Education/Technology, and Social Committees will meet to make plans for 2003-04. These meetings in rooms 233 and 236 are planned for 7:00 p.m. to 8:30 p.m. in rooms 233 and 236. Hospitality Room 236 will be open from 6:00 p.m. to 8:30 p.m.

## **EDUCATION SEMINAR – CHAMBERLAIN, SD FEBRUARY 5, 2003**

- 8:00 – 9:20 AM Don Kinker, AFM, Farmers National – Presenter  
Lease Analysis, Return on Investment, Impact of Govt. Subsidy on Farm Income, New Farm Program Analysis & Discussion of what type of lease to offer landowners or investor buyers
- 9:30 – 10:50 AM Steve Cutler, State Executive Director, Farm Service Agency – Presenter  
Overview of 2002 Farm Bill; Implementation of farm bill to include updating of crop acres & crop yields for the first time since the 1980's, and the four options available to owners/operators; International Comparison of the US Farm Bill, & Summary of Drought Programs Administered in SD during 2002 & their economic impact to the state.
- 11:00 – 11:50 AM Matt Diersen, PhD, SDSU Extension Risk & Business Management Specialist - Presenter  
Overview of risk management tools used in this area; discussion of combining crop insurance, marketing tools and government programs into a sound marketing plan; Use of the MBM Risk Calculator and use of the latest risk management tools and resources, plus related service resources of SDSU.
- 12:00 – 1:00 PM Lunch (Included in registration)
- 1:00 – 2:20 PM Clint Smith, Dakota Expeditions, Miller, SD - Presenter  
Commercial Hunting Perspective, overview of typical operations, management of land for hunting versus ag use only, physical attributes of hunting property, owned vs leased land, typical leases to landowners, benefits of owning versus leasing land and costs associated with land development, types of hunting operations, single and multiple species hunting opportunities, services and amenities expected & types of hunting packages.
- 2:30 – 4:00 PM Paul Reisch, ARA Farm Credit Services of America Dairy Industry Appraisal Specialist - Presenter  
Dairy Facility Appraisals- Structural changes in the dairy industry, economic outlook and forces of value; outline the issues to be analyzed and addressed in the highest and best use; summarize the efforts in South Dakota to promote and develop the industry and provide a perspective of general market sales for Midwest Dairies.

### **Approved for 7 hours Continuing Education – Department of Commerce Appraisal Certification Program and Real Estate Commission**

On Thursday February 6<sup>th</sup> the SD ASFMRA chapter and Professional Appraiser's Association of South Dakota (PAASD) are jointly sponsoring a 7-hour USPAP update course through the Appraisal Institute. On Friday February 7<sup>th</sup> PAASD will sponsor a residential education offering.

## **CHAPTER WILL HAVE SOCIAL & ANNUAL MEETING IN CHAMBERLAIN**

After Wednesday's education seminar on February 5th, the chapter will hold their annual meeting.

A discussion regarding the 2004 regional summer meeting in Sioux Falls will begin at 4:30 with Board members updating the chapter membership on current understandings and thoughts about the meeting. Membership input on details will be welcomed and the discussion will include committee breakouts to begin the planning process.

After this discussion, the regular annual meeting will held in a pizza / beverage social environment. The meeting will include a vote on by-law changes, elections, President Hollenbeck's overview of the 2002-year, 2003 President Reisch's remarks, and standing committee chair reports.

There will be no additional charge for those attending the education course on the 5<sup>th</sup>. Those attending who did not pay the course registration, are asked to pay \$10 to the chapter to aid in covering the costs of food and beverage.

## **APPRAISER CONTINUING EDUCATION CONTINUES FEBRUARY 6-7**

Members will have the opportunity on Thursday February 6<sup>th</sup> from 8 a.m. to 4 p.m. to attend a 7-hour USPAP update course presented Appraisal Institute instructor Margaret Hamilton. This education will meet the state requirement for 7 hours of USPAP continuing education every two years.

The remaining education on Thursday evening and Friday February 7<sup>th</sup> will have a residential appraiser emphasis. On Thursday evening from 5 p.m. to 8 p.m., Michael B. Ferland will present a 3-hour course on Fannie Mae & the Appraisal Process. On Friday from 8 a.m. to 4 p.m., Appraisal Institute instructor Margaret Hamilton will present the 7-hour course Case Studies in Residential Highest & Best Use.

## **NINE MEMBERS ATTEND EAST RIVER BREAKFAST MEETING**

Nine members attended the meeting held in Sioux Falls on Friday January 17<sup>th</sup> at the Front Porch Grill. President Hollenbeck provided members with a "South Dakota Trivia" quiz of ten questions. Ron Rucker was our trivia champion with 6 correct answers.

President Hollenbeck reported that a sale of a hunting property with a lodge near Winner had sold. Don Kinker with input from other farm managers present gave a preview of some of the issues he will discuss in Chamberlain. Chattel appraiser John McMahon reported that zone builders are the hot piece of equipment that farmers will be trying in 2003.

Jim Dunlap led a discussion on some of the issues that need to be addressed very soon with the Sheraton contract for the 2004 Regional Summer Meeting. Some members accepted research assignments to be completed before the Chamberlain annual meeting.



March 7<sup>th</sup> at 9:00 A.M. at the Front Porch Grill was scheduled for the next East River breakfast meeting.

## **“MENTORING FOR ME”??? by Mentor Committee Chair Chuck Kreps**

Are you considering becoming accredited? If you are or have considered it in the past but decided it was too much work or there was not enough time in the day, reconsider it! Managers or appraisers rarely have complements or know what other people think of their work.

This is a way to feel good about the job you do, know that you are considering all the nuances in an appraisal or plan and be recognized by the people you come in contact with in the industry. Accreditation is validation as a manager or appraiser. It is showing you are willing to go the extra mile to know you are doing it right.

Mentoring can make a difference. It can provide a road map on how to get there and make things a lot easier. Help could be a call away. My mentor provided me with valuable insight. The only qualification is to be a member. That's already done if you are reading this.

Mentoring is extremely important for an up and coming manger or appraiser. This may give you an opportunity to see how other appraisers or farm managers do their valuation or farm management plan and conduct their business. It will depend on how much time you and your mentor are willing to give up.

When you work for a particular firm or agency, you tend to get tunnel vision, or my/our method is the approach. It is important to see the problem from an approach that is not driven by a certain individual or organization. This helps you rise above getting the job done and see the whole picture and makes your work more satisfying. The accrediting process makes you write toward a broader audience, which in the end makes you a better manager or appraiser. The result is an independence that you need in being an unbiased appraiser or manager.

If you have a good mentor she/he may show you his/her networking that will help set up your networking or maybe you will come up with a valuable contact that you would have never had. It could be your next job. That's not part of mentoring but it can be a side benefit. Mentoring will not solve all your problems. It can be a way to make life feel better and help you sail on the road to accreditation.

Wouldn't it be nice to have someone read that appraisal or plan that you worked so hard on rather than just looking at the bottom line or know that what you have completed is acceptable? That's part of the accreditation process. We all need help from time to time, how about you? Contact the mentoring committee chair Chuck Kreps, if you want to work toward accreditation and would like a mentor to help you along the way.

## **BOARD APPROVES CONFERENCE CALL GUIDELINES**

As part of chapter initiatives to enhance the ability of committees to function effectively, conference call procedures and guidelines are needed. This will allow committees to accomplish objectives with a minimum of face-to-face meetings while keeping the process within a reasonable budget. In a January 23<sup>rd</sup> conference call meeting, the board approved the following:

### **Guidelines & Processes:**

Board and all Committees should maximize use of e-mail and one on one-phone calls to accomplish chapter business. When conference calls are made, e-mail should be used prior to the call to accomplish as much pre-reading as possible.

### **When Conference Call Needed:**

Standing Committees - No more than 2 calls per year maximum of 30 minutes.

Board - No more than 3 calls per year maximum of 1 hour on one and 30 minutes on the others.

2004 Summer Meeting Committee - No more than 2 calls per year maximum of 30 minutes.

2004 Summer Meeting Sub-Committee - No more than 1 call per year maximum of 30 minutes.

Jim Dunlap made arrangements with Moreson Teleconference. Moreson does business with Farm Credit Services of America and is providing services to SD ASFMRA at the same rate because of the high number of FCS America employees active in the chapter. The rate will be 15-16 cents per minute per line with no taxes on service, no minimum or setup fee. Treasurer Jim Dunlap will receive usage reports and a monthly billing.

### **Quick Call Cards will be provided to:**

Jim Hollenbeck - 2002 President, 2003-04 Nominating Committee Chair

Paul Reisch - 2003-04 President

Wade Buck - 2003-04 President-Elect, 2004 Summer Meeting Chair

Paul Sickler - Membership Chair

Ordean Eddy - Education Chair

Jerry Kjerstad - Public Relations Chair

Ron Rucker - Social Chair

Tom Jass – 2004 Summer Meeting HEMPS Chair

John McMahan – 2004 Summer Meeting Member / Spouse Tours Chair

The cards provide quick and easy to learn procedures for a moderator to set up and conduct calls. The cards will be distributed to the above individuals at the Chamberlain meeting.