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

06/03



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

## DATE TO REMEMBER!

### 2003

June 19-20 - Minnesota Chapter Summer Tour - Fairmont, Minnesota  
July 30 - West River Breakfast Meeting - Rapid City @ 8:30 A.M.  
August 8 - East River Breakfast Meeting - Sioux Falls @ 9 A.M.  
October 2 - West River Evening Social - Rapid City  
October 2-3 - Chapter Board Meeting - Rapid City  
Oct. 30 - Nov. 1 - ASFMRA Annual Meeting - St. Louis, Missouri

### 2004

March 10-12 - Chapter/PAASD Annual Meeting & Education - Mitchell  
June 16-18 - Regional Summer Meeting with Minnesota & Nebraska  
in Sioux Falls  
Nov. 4 - Nov. 6 - ASFMRA Annual Meeting - Sacramento, California

## PRESIDENT'S MESSAGE

Good things continue to happen in our chapter through the efforts of many.

At the end of May, board members took time for two days of discussion in Pierre. Four members/prospective members joined us for lunch as we began. Several long-term visionary ideas were discussed. We hope to share more on those as they are developed in the coming months.

The evening before our meeting on the Appraiser Certification Program, board members enjoyed a nice supper hosted by Randy Vance, where we interacted with the PAASD Board. Our relationship with PAASD continues to strengthen through the government relations endeavors.

We welcome new member Courtney Shreck of Sioux Falls to our chapter. We are now at 38 in number with several others indicating their interest in joining. Membership Committee Chair Paul Sickler with the help of others has distributed information and application forms to these individuals.

We held a very successful member breakfast in Brookings with several SDSU personnel attending. Thank you to Brian Gatzke, John Cole, Jack Davis, and Ordean Eddy for their help in organizing this event.

Wade Buck, Jim Dunlap, and I met in Pierre at the end of May and developed a timeline for addressing the 2004 Regional Summer Meeting in Sioux Falls. The event is now only a year away, and it is now time to start implementing the plan! Several tasks need to be done in the next two months and Wade Buck. Please be ready to help when asked. We need everyone's help and support as we make arrangements for this meeting.

## APRIL 30<sup>TH</sup> REPORT SHOWS STRONG CHAPTER FINANCIAL PICTURE

The chapter ended the month of April with over \$15,000 in money market funds. The winter education programs were very successful generating \$4,935 compared to the \$2,400 budgeted. Recent board actions amended the 2003 budget as follows:

- Increased board & meeting expense from \$200 to \$700. This item was under budgeted. It was based upon last year's expense. It did not reflect the extra day expense of the recent board meeting and the additional expense of inviting members to board lunches.
- Approved \$500 to support President Reisch in attending the Special Board of Directors meeting in St. Louis related to the Strategic Planning recommendations.
- Approved up to \$250 to purchase Adobe Acrobat software for the newsletter. This will improve e-mail distribution capability of the newsletter when there are multiple pictures included.

Even with these amendments, the budget projects a positive 2003 net income at this time.

## BOARD PROVIDES NEW DIRECTION FOR CHAPTER SOCIAL PHILOSOPHY

There has been considerable discussion over the past two years about offering more social, networking opportunities among chapter members. This has included considering special events with a social only focus.

Through the efforts of Chair Ron Rucker, a golf special membership meeting in Pierre related to the 2004 national summer meeting. That social was cancelled because of a lack of participation.

2003 Social Committee planning included a chapter social event for late August or September. In preparation for this, Ron Rucker sent a survey to chapter members regarding their interest in the social event. Ron received three responses to the survey.

Considering the membership response to the recent committee efforts for special social events, the chapter board revisited what our chapters social philosophy should be at their recent meeting. The board concluded that the lack of member response stems from the busyness of all members' lives. Planning for and attending another event is not a priority in the member work-life balance equation, especially in traveling much of a distance is involved. Thus, our chapters social effort should take a different direction than annual or semi-annual special social events.

The chapters social effort should support and enhance other chapter activities. The successful social environment established at the Chamberlain meeting in February is an example of social committee efforts enhancing and supporting the chapter education and annual meeting activities. That will be the future focus and type of effort for social committee members Ron Rucker, Barclay Allibone, Ron Rossknecht, Craig Sommers, Jim Vietor, and John Widoss. As chapter activities occur such as education offerings, summer tours, and board/membership meetings, a hospitable, members social environment will be arranged and implemented.

The Chapter Board has experienced good success in networking and member activation by inviting area members to lunch when holding a board meeting in a specific location. The Social Committee will build on this success with a Thursday evening October 2nd hospitality social in Rapid City for board members and Western South Dakota members. Mark your calendars now West River members.

## WEST RIVER MEMBERS RECEIVE FIRST HAND INFORMATION ON BOARD MEETING

On Thursday June 5, six ASFMR members met for breakfast in Rapid City. The breakfast meeting was held at the recently completed Farm Credit Services of America office on N Plaza Drive. A piece of cake catering service brought in breakfast.

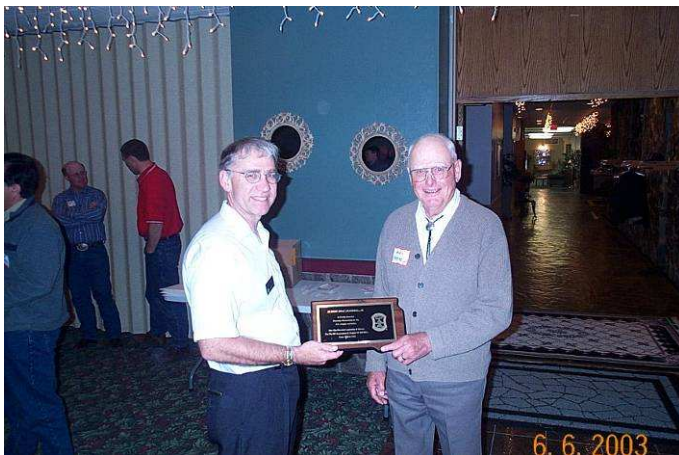
Wade Buck gave a summary report on the SD board meeting held in Pierre the previous week and a recap of the meeting with Sherry Bren and the SD Advisory board, during that same time frame.

A discussion was held with regard to the meeting place of the next breakfast meeting and what those members in attendance preferred. It was decided to utilize the Farm Credit Services of America office for the next meeting. The next meeting will be held on Wednesday July 30 at 8:30 AM.

## CHAPTER RECOGNIZES SPECIAL SERVICE OF TWO MEMBERS

The chapter board recently approved honorary membership to two individuals, who have provided long-time and dedicated service to the South Dakota Chapter.

Jim Wheeler provided leadership and service to the SD Chapter from 1979 to 1998. He was the 1979 Chapter President and then served as the Secretary-Treasurer until the mid-90's. Paul Reisch and Jim Dunlap visited Jim at his home to present the Honorary Membership plaque.



Albert (Mac) Haskell provided leadership and service to both the Association and the SD Chapter from 1956 thru 2002. Mac served both organizations as President and provided leadership several other roles throughout the years.

Jorge Vicuna invited Mac to attend the member breakfast in Brookings on June 6<sup>th</sup>. He was pleasantly surprised when President Reisch opened the session with presentation of his Honorary Membership plaque.

## SDS UPUBLIC RELATIONS HIGHLIGHTS JUNE 6<sup>TH</sup> BREAKFAST MEETING

Ten academics from South Dakota State University (Agronomy, Extension, Economics, Animal Science, Dairy Science) and prospective members (Roger Mehlhoff of Tripp/Phil Wagner of Brookings) joined ten members for breakfast on Friday June 6<sup>th</sup> at the Staurolite Inn Banquet Room in Brookings.

Those attending from SDSU included:

Agronomy/Plant Science—Anthony Bly, Tom Cheesebrough, Doug Malo,  
Dairy Science—Alvaro Garcia  
Economics—Larry Janssen, Alan May, Dick Shane  
Extension—Matt Diersen, Larry Tidemann  
South Dakota Agriculture and Rural Leadership (SDAR L)—Dan Gee



Chapter members provided a summary of recent education offerings and future plans to illustrate the increased usage of SDSU resources and the effort to include topics of interest to farm managers and academics.

- 2002 June SD/Minnesota Summer Tour in Brookings- Reisch
- 2003 February Seminar in Chamberlain-Dunlap
- 2003 June Minnesota Summer Tour in Fairmont-Eddy
- 2004 March Seminar in Mitchell-Hollenbeck
- 2004 Regional Summer Meeting in Sioux Falls-McMahon



President Reisch explained the concept of the member breakfast meetings implemented by the chapter in the past year. Several potential breakfast programs were identified including learning more about the SDARL (Gee), carbon sequestration (Clay/Carlson), Center of Excellence (Malo), and Land Values from Historical Perspective (Janssen).

Larry Janssen and Doug Malo informed the members of a changed format to the SDSU appraisal class offering. It will now be a spring class with classroom education thru March and the field exercises in April and May.

**SDS UPUBLIC RELATIONS CONTINUED**

President Reisch shared written comments from Jack academic member. John Cole offered his perspective expressed interest in membership by taking a member

Davis on member benefits here receives as an on this issue as well. Four of the academics shipped packet with them after the meeting.

The event was successful in improving public relations and academic personnel can interact with achieving our chapter mission through education and

ons and sharing knowledge on how various SDSU our members and contribute in the future to our networking.

**SURVEY SHOWS SEVERAL INTERESTED IN ACCREDITATION**

Mentor Committee Chair Charles Kreps with support surveyed most candidate members regarding their interest to be made.

rom Jerry Hulm and Paul Reisch recently ere in pursuing accreditation. A few contacts still

Candidate members were asked to convey their interest following ranking system: 1=No Interest, 2=Slight, 3=Moderate, 4=Strong, 5=Pursue Short Term. Nine members ranked their interest at the 4 or 5 level ranging from starting and needing all education the demonstration report and taking the exam.

stin pursuing accreditation based upon the ht, 3=Moderate, 4=Strong, 5=Pursue Short Term . The members are at various stages of pursuing the nand experience to having all requirements except

Members that have expressed their strong interest in accredited mentors/encouragers that will support process.

n achieving this goal have been matched with and help them members as they work through the

<b>Candidate</b>	<b>Mentor/Encourager</b>
David Baker	Jerry Hulm
Wade Buck	Jerry Hulm/Jerry Kjerstad
Ron Ensz	Jerry Kjerstad
Brian Gatzke	Jim Dunlap/Paul Reisch
Allan Husby	Paul Reisch
Jim Hollenbeck	Jim Dunlap
Terry Leibel	Jerry Hulm/Paul Reisch
Terry Pellman	Jim Dunlap
Shawn Weishaar	Charles Kreps

We look forward in the coming year to celebrating their accreditation at a national meeting.

with fellow chapter members when they receive

**DIRECTOR TOM JASS FEATURED THIS MONTH IN MEMBER PROFILE**

**Describe your experience and education related to management, consulting, academic relation).**

**he property professional field (appraisal, farm**

I work for Farmers National Company, with home office in day-to-day management of the client farms in my territory as a Broker.

ce in Omaha. I spend most of my time, in the ritory, as well as functioning as a Real Estate

I manage client farms in 9 counties in SE South Dakota borders, north to about Hwy 34. I also have responsibility in 6 of those counties.

ota, roughly 3 counties wide and from the NE/IA sibility for marketing or development of new

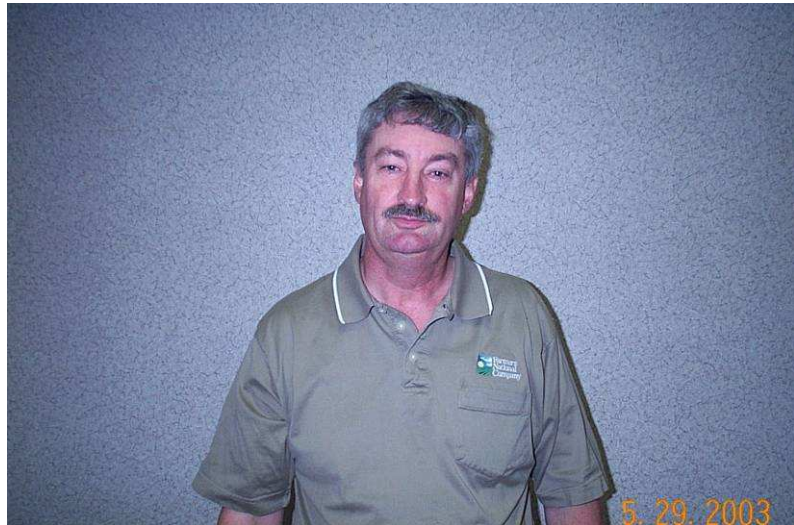
## JASSMEMBERPROFILECONTINUED

Clientservicesaredrivenbyeachclient'sindividual goalsandobjectives. Typicalservicesprovide d are:rental,accounting,REtaxes,insurance,resou rceevaluation,cropmarketing,landconservation, and I'msureI'veleftsomethingout.Rentalrangesfr omcustomfarming,tovarioustypesofshare tobjectives.

**Describe what has led you to becoming a chapter member and why you remain a member, if a member for a number of years.**

**ber of the South Dakota ASFMRA and why ars.**

To be honest, I joined because Farmers National Company encourages membership in ASFMRA. I would also say, that I have always belonged to my professional organization in careers throughout my life, so joining was not a stretch for me.



I have belonged to ASFMRA since arriving in SD, in 1994. In the summer of 1995, I started working toward my AFM designation, by taking the M-10 course and continued on that path until receiving my designation at the 2001 National meeting.

The longer I belong, the more I like belonging, and encouraged by SD Chapter enthusiasm. I have enjoyed forward to our hosting a summer regional meeting in

more benefits come my way. I am especially involved in the Chapter Board, and look forward to 2004.

**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).**

**interest of fellow chapter members (e.g. other jobs/careers, main hobbies or interests).**

I'm just a transplanted Iowa farm boy, originally from Alden, Hardin County, close to the center of the state. I have an Ag Ed degree from ISU. I started with my first job as a Vo-Ag Instructor in Lake Park, Iowa, then into a local bank there, as a farm loan officer and assistant cashier. After a few years in Lake Park, I headed back to Hardin County and farmed for 15 years, leaving farming in 1992, going into insurance sales, and 3 years later into my present position with FNC.

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Family is of major importance to me. I have a great wife, Linda, of 34 years and 4 children ranging from age 20-26. Of course, we've hauled, encouraged and loved them through all their years of school, and will probably continue as long as they let us.

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I spend a good deal of my personal time gardening and working with landscape and improvements projects at the old home site. I also hunt for fish, whenever the opportunity arises. I'm not too good at it, but I also hack the little white ball from time to time.

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**Describe a few memorable or unique experiences in your life.**

I don't know that I'm unique at all. As mentioned, this point, I'm still a parent/husband, and still earning to be a better one. I choose to be happy every day, and make the most of every opportunity to grow and learn.

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