

**President**  
Paul T. Reisch, ARA  
Ph 605-882-4030  
[reischp@fcsamerica.com](mailto:reischp@fcsamerica.com)

**President -Elect**  
Wade Buck  
2004 Summer Mtg. Chair  
Public Relations Liaison  
Ph 605-342-0678  
[buckw@fcsamerica.com](mailto:buckw@fcsamerica.com)

**Past President**  
James Hollenbeck  
Technology Chair & Liaison  
Ph 605-367-4055  
[hollenbeckj@fcsamerica.com](mailto:hollenbeckj@fcsamerica.com)

**Secretary**  
Jack Davis  
Education Liaison  
Ph 605-796-4841  
[davisj@santel.net](mailto:davisj@santel.net)

**Treasurer**  
James R. Dunlap, ARA  
Ph 605-332-3146  
[dunlap@svtv.com](mailto:dunlap@svtv.com)

**Directors:**

Thomas Jass, AFM  
Membership Liaison  
Ph 605-582-2798  
[tjass@farmers-national.com](mailto:tjass@farmers-national.com)

Jerald A. Hulm, ARA  
Appraisal Review & Ethics Chair  
Mentor Liaison  
Ph 605-865-3730  
[jhulm@sd.value.net](mailto:jhulm@sd.value.net)

Ron Rossknecht  
Social Liaison  
Ph 605-574-4360  
[value@hills.net](mailto:value@hills.net)

**Committee Chairs:**

Paul T. Sickler, AFM  
Membership Ph 605-582-2085  
[psickler@farmers-national.com](mailto:psickler@farmers-national.com)

Ordean Eddy  
Education Ph 605-996-2774  
[eddyo@fcsamerica.com](mailto:eddyo@fcsamerica.com)

Jerald E. Kjerstad, ARA  
Public & Government Relations  
Ph 605-787-5015  
[kjerstad@iw.net](mailto:kjerstad@iw.net)

Ron Rucker  
Social Ph 605-665-9675  
[ruckerr@fcsamerica.com](mailto:ruckerr@fcsamerica.com)

Charles L. Kreps, ARA  
Mentor Ph 701-852-5748  
[charles.kreps@nd.usda.gov](mailto:charles.kreps@nd.usda.gov)

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

03/03



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

**DATES TO REMEMBER!**

**2003**

- April 5 - ASFMRA Board of Directors Meeting On  
Strategic Planning Subcommittee Reports – St. Louis, Mo  
April - Rapid City Breakfast Meeting – Date, Time, Location TBA  
May 14-16 - Chapter Board Meeting – Pierre  
June 6 - East River Breakfast Meeting @9 A.M. – Brookings  
June 8-11 - Range Camp - Highmore  
June 19-20 - Minnesota Chapter Summer Tour – Fairmont, Minnesota  
August / Sept. - Chapter Social  
October - 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**

On Wednesday of this week, I will be leaving for St. Louis. My wife Nancy will join me for a few days of R & R before the ASFMRA Board of Directors Meeting on Saturday afternoon April 5<sup>th</sup>. The agenda for the meeting includes:

- Mid-year update on ASFMRA financial condition.
- Update on the financial condition and operations of AMAI (ASFMRA's management company).
- Summary of past, present, and proposed interactions between ASFMRA and other similar organizations.
- Discuss and vote on the three Strategic Planning Committee reports presented by the Reorganization, Education, and Designation subcommittees. A summary of these reports can be found at <http://www.asfmra.org/Summaryreport.pdf>.
- If these reports are approved, a motion will follow to empower the Executive Council to proceed with the implementation of the Strategic Plan as approved.

I have received limited member input regarding the reports. I do have some questions and concerns with some parts of the reorganization report, but overall am supportive of the positions stated in the reports. Changes are needed to ensure that the national organization can support our chapter mission statement. I will represent and vote for our chapter with this in mind.

## **EAST RIVER BREAKFAST MEETING FOCUSES ON LANDLORD LIEN POSITION**

Nine members met on March 7<sup>th</sup> at the Front Porch Grill in Sioux Falls. Jim Dunlap shared some humorous management lessons with the group. Paul Reisch shared a Rush Job calendar with the group to help them with those jobs needing completion yesterday and those many end of the month jobs.

Academic member John Cole shared his research on the landlord lien issue that has surfaced in recent years. In the late 90's, many states changed their Uniform Commercial Code laws regarding the landlord having a super priority lien. John provided a copy of the South Dakota codified law to those present.

It appears that in South Dakota, a landlord must now file a financing statement with the state in order to have the first lien on crop revenue from the land to pay the rent.



Failure to do so could endanger crop share payments and cash rent payments due in the fall. As a result, many farm managers now ask for all of the rent up front in the spring. As other landlords acting as their own manager become more aware of the law the movement from crop share to cash rent and cash rent all due in the spring will likely increase. This trend will reduce flexibilities for the farm tenant.

John Cole plans to do some additional research on the issue. The May board meeting will include some discussion on whether this is an issue for the chapter to have involvement from either a public relations information or political perspective. If members have opinions on this, let your board representative know.

## **MEMBERS WILL HAVE SUMMER CONTINUING EDUCATION OPPORTUNITIES**

Chapter members will have two opportunities in June for continuing education. The annual Ag Lenders Range camp will be held June 8-11 in the Highmore area. In addition to the tours of local ranches explaining management practices, there will be tours of two commercial hunting operations.

The Minnesota ASFMRA chapter summer tour will be held in the Fairmont, Minnesota area on June 19-20. Possible sites include LP Pork (24,000 pig operation), AGCO (farm equipment manufacturing), Harvest States (new soybean processing facility), Goldmonnt & I-90 Center (horse stable / vet service), Pioneer Soybean Seed Plant, Taylor Elk Ranch, P-M Windom Plant (beef packing), Salix Ecological Services (native grass seed), Fairmont Vet Clinic (mfg. Feed & soil testing), and Lakefield Junction Power Plant-Trimont.

More details will be forthcoming on these events in the April and May newsletters.

## **2004 ANNUAL MEETING WILL OFFER DIFFERENT DATE / LOCATION AS WELL AS UNIQUE EDUCATION EXPERIENCE AND FORMAT**

Plans have been confirmed for a joint meeting of the South Dakota Chapter of ASFMRA, the Professional Appraisers Association of South Dakota (PAASD), and the Professional Soil Scientist Association of South Dakota (PSSASD) in Mitchell at the Holiday Inn from Wednesday March 10 thru Friday March 12<sup>th</sup>. The Professional Soil Scientist Association meets annually the Friday of college spring break. The switch to the March dates accommodates the PSSASD joining us in 2004. South Dakota ASFMRA and PAASD anticipate returning to the traditional February dates in subsequent years.

### **Technology Emphasis:**

The Appraisal Institute offers a one day seminar title "The Technology-Assisted Appraiser: New Tools to Help You Become a Better Appraiser: This was offered in Lincoln, NE in October, 2002. A copy of the Nebraska flyer stated that at the end of the seminar participants would be able to:

- Use contact management software to track all contacts and activities
- Obtain appraisal forms that allow some editing from the field with a handheld computer.
- Understand the importance of hand held computers for appraisers
- Decide which MLS software is best for their appraisal practice.
- Utilize the web for more information, public records and data.
- Use e-mail for more effective communications.
- Use a hand held computer for field notes that import into forms software.
- Determine their hardware needs for computers, printers and scanners.

We anticipate beginning the education with this course on Wednesday March 10<sup>th</sup>. PAASD will be making the arrangements for this course.

A fall seminar held in Deadwood in the mid-90's offered attendees a wide variety of technology related information and potential products. It was well attended, well received, bottom line very successful. The second day of the meeting (March 11) is planned to be a similar format to this. Offerings throughout the day will include sessions of interest to all disciplines (management, consulting, appraisal including agricultural, commercial, and residential). The chapter Technology Committee will work with the Education Committee and PAASD in developing the Thursday March 11<sup>th</sup> offerings.

### **Soils Presentations:**

SDSU Plant Science Professor Doug Malo has completed work on both county and state productivity ratings for soils. There has been publication of the county work. Funding on the statewide project ceased, so there has been no publication of the material. The state office of NRCS is presently also working on productivity ratings information. As part of the joint meeting with the Professional Soil Scientists Association on Friday March 12<sup>th</sup>, this information would be shared with attendees.

In addition to this topic, other potential areas for the Friday program include:

- Soil scientists sharing projects they are working on.
- Appraisers / Managers sharing their needs regarding soils information with the soil scientists.
- NRCS resources in the areas of confinement animal feeding operations.

The Education Committee will coordinate with PSSASD on developing these offerings. Let members of the Education Committee know of topics you would like to see addressed.

## **2004 ANNUAL MEETING CONTINUED**

### **Farm Service Agency Presentation:**

This presentation was almost pulled together for the February 5, 2003 seminar. At the last minute, the FSA representatives requested a postponement to a future time. This was because of new developments nationally that created unresolved issues relative to what South Dakota would be doing. The Education Committee will work to include this presentation as part of the March 11, 2004 afternoon offerings.

#### Training outline

- Overall Demo on what will be available as far as digital mapping
  1. Aerial Maps
  2. Soils Maps
  3. Info on acres in a field or tract ( What will it do as far as calculating acres in an area?)
- Timeline on progress of implementing the digital mapping
  1. When it is available to Offices?
  2. When it will be available to producers?
  3. When will Web site be developed?
- Privacy Act Issues
  1. What permissions will Farm Managers representing owners need to access information on maps/other information
  2. What permissions will appraisers need to receive information on owners/producers land?
  3. What will appraisers/Farm Managers be able to access as far as overall digital maps, i.e. Land that is sold and they need general information.

### **AQB ISSUES 4TH EXPOSURE OF PROPOSED MODIFICATIONS TO CRITERIA**

The Appraiser Qualifications Board (AQB) has released an exposure draft that proposes an increase in the minimum qualification criteria for state licensed and certified appraisers entering the valuation profession in the United States. The exposure draft, which has been released for public comment, is proposing changes to the Real Property Appraiser Qualification Criteria. These Criteria establish the minimum education, experience, and examination requirements for real property appraisers to obtain a state credential. Several key features of the draft include:

- Increases in the qualifying education requirements for Licensed Residential, Certified Residential, and Certified General appraisers to 150 hours, 200 hours and 300 hours respectively;
- An Appendix with a required core curriculum and a Guide-Note section with suggested course curriculum content;
- College-level education requirements for Certified Residential and Certified General appraisers; and,
- Clarification on distance education requirements.

This exposure draft is the fourth in a series of proposed changes and is anticipated to be the final exposure before adoption. The AQB is requesting public comment on the document by June 2, 2003. Copies of the exposure draft are available on the Foundation Web site at <http://www.appraisalfoundation.org/>. Comments may be made in writing to: The Appraisal Foundation, Attn: AQB Comments, 1029 Vermont Avenue, NW, Suite 900, Washington, DC 20005. Comments may also be submitted via facsimile to 202.347.7727 or by e-mail to [comments@appraisalfoundation.org](mailto:comments@appraisalfoundation.org).

## **MEMBER PROFILE WILL ENABLE MEMBERS TO KNOW EACH OTHER BETTER**

A member profile feature is new to the newsletter this month. The feature is designed for the membership to get to know each other better. Our initial emphasis will be chapter officers, board members, and new members. We ask everyone's help in this endeavor in completing his or her own profile. Please complete the attached e-mail profile and return to Paul Reisch ([reischp@fcsamerica.com](mailto:reischp@fcsamerica.com)) with a forward message. We will work on getting member pictures at the breakfast meetings or you could send a digital picture with your completed profile. Our first profile is our newest member Brian Gatzke of Brookings.

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

Grew up on a Farm/Ranch near Tulare South Dakota. Was a member in the Tulare FFA chapter and the Crandon Cloverleaf 4-H club in Spink County. Attended Northeast Technical Community College in Norfolk Nebraska and graduated with an Associates of Science Degree in Farm and Ranch Management. Farmed for two years with a Livestock and Grain operation (focus on Hogs, Fat Cattle, Cow/Calf Operation, Wheat and Corn operation).



Attended South Dakota State University with focus towards Agriculture Business and Commercial Economics. During college, I was a member of the Block & Bridle Club, Economics Club, and local Social Fraternity Club.

My work and hobby experience included Farming, Summer Agriculture banking internship with Farmers & Merchants Bank in Huron, and recent employment with Daktronics, Inc in business management and sales/marketing. Attended Drake University

in Des Moines Iowa with a Masters in Business Administration Degree.

The past 12 years, we have invested in farmland and developing additional agriculture knowledge and management investments to maintain our Agriculture base and knowledge. I am a Registered Real Estate Appraiser in South Dakota and Registered Real Property Appraiser in Minnesota and joined working with the Wagner Real Estate Appraisal and Building Inspection firm in Brookings, SD.

I am scheduled to take the ASFMRA education series the next couple years and become involved in Agriculture based acreages and appraisals and future agriculture management professions.

### **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.**

- The desire to pursue a second career with Real Estate Appraisal and reestablish career path towards Real Estate and Agriculture.
- Recommendations and desire to diversify my Appraisal background in the Eastern and Central South Dakota area.
- Expand my knowledge in Real Estate Appraisal and expand upon my Agriculture background.

## **GATZKE MEMBER PROFILE CONTINUED**

**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).**

My parents have a very successful family farming and feedlot operation near Tulare, South Dakota. They reside on the family farm and currently farm with a feedlot operation. We maintain contact towards the farm with our farmland near our family farm. My wife is employed at Daktronics and secretary of the board of Daktronics.

Hobbies include: family, hunting, fishing, camping, and outdoor activity, plus development of rental property in Brookings and area acreage expansion near Brookings. I also enjoy woodworking in what spare time is left.

My family is my wife and one daughter and one son. We are active with family activities and weekend excursions with our family farm and our family Church activities. I am an active member in a local Cursillo prayer group in Brookings.

I am a member of the Brookings Rotary International club and have made a trip to Haiti to support Rotary International District Solar Oven project and active member in our Rotary District Youth Exchange Committee.

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

- Watching my wife give birth to our Daughter in the hospital.
- Graduation with an MBA from Drake University.
- Traveling around the world in one continuous trip.
- Experience with a Rotary Solar Oven project in Haiti a few years ago.
- Hunting with my father and friend in Western Wyoming.
- Getting married, raising a daughter and a son and the joys and tribulations with this.
- Weekend fishing excursions with our kids and my parents.
- Successful testing and passing the national Appraiser exam the first time and enjoyment of additional education classes and meeting fellow appraisers
- Getting published in a National magazine associated with my employment at Daktronics.