

Officers:

President
Terry Leibel

President-Elect
Paul Sickler, AFM

Secretary
Paul Reisch, ARA

Treasurer
Adam Nelson

Past President
Craig Sommers

Directors:

Jeff Barker, ARA (2019)
Jim Dunlap, ARA-AFM (2020)
Brian Gatzke, ARA (2021)
Dave Koenigshof (2021)
Loy Matthes, ARA (2019)
Don Threadgold, AFM (2019)

YPN:

Barb Hegerfeld & Jordan Bauer

Committee Chairs:

Membership: Kim Larson

Social: Jeff Barker, ARA

East River Breakfast
Barb Hegerfeld

West River Breakfast
Norm Edwards, ARA

Fishing Social
Jeff Barker ARA &
Don Threadgold, AFM

Education
Travis Shaykett & Jason Vaith

SDSU Relationships: Brian
Gatzke ARA & Allan Husby ARA
Career Fair – Barb Hegerfeld
Curriculum - Gatzke/McKnight
Network Event–Ryan McKnight
Scholarship – Keith Newman
Student Involvement
- Jordan Bauer

Assessors Conference
Ron Ensz, ARA

Education Foundation Auction
Ron Ensz, ARA

Government Relations
Terry Leibel

Appraisal Review & Ethics
Allan H, ARA

Mentor: Jim Dunlap, ARA

Kjerstad Member Scholarship
Terry Leibel

Nominating Committee
Craig Sommers

Communication
Paul Reisch, ARA
Newsletter – Curtis Brooks
Website – Adam Nelson



American Society of Farm Managers & Rural Appraisers

THE MOST TRUSTED RURAL PROPERTY PROFESSIONALS

SOUTH DAKOTA CHAPTER www.asfmra-sd.com

8/2018

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

DATES TO REMEMBER!

September 7: SDSU Network Event - Brookings
September 10-14: Leadership Institute – Washington, D.C.
October 3: SDSU Coll. of Ag, Food & Env. Sc. Career Fair - Brookings
October 4: Board Meeting – Deadwood
October 5: West River Breakfast Meeting With Board - Deadwood
October 17: SDSU Coll. of Ag, Food & Env. Sc. Scholarship Banquet-Brookings
October 29 - November 2: 89th ASFMRA Annual Meeting – Chandler, AZ
November 8: West River Breakfast Meeting – Rapid City
January 23-24: Winter Education & Joint Meeting W/PAASD – Chamberlain
July 21 – 26: Education Week – Omaha, NE

2018 SDSU AG LAND VALUE SURVEY

The 2018 SDSU Ag Land Value Survey was released this month. Use the web address below to access the PDF.

<http://igrow.org/up/resources/07-3000-2018.pdf>

CHAPTER MEMBER ANNIVERSARIES

<u>Member</u>	<u>Join Date</u>	<u>Years</u>
John Widdoss	9-30-1981	37
Calvin Conroy	9-13-2017	1
Kara Schneider	9-20-2017	1

Thank you for your support!!

CHAPTER MEMBERSHIP UPDATE

Summary of Current 97 Members / 73 accredited / associate / academic:
1 ARA / AFM 11 ARA 10 AFM
48 Associate – 42 appraisers / 6 farm managers
3 Academic 11 Student 2 Affiliate 6 Retired 5 Partner

PRESIDENT'S MESSAGE

Greetings Fellow Members;

(History of Agriculture Continued)

With the election of congress in 1994, the decades long safety net of federal crop subsidies came under fire. The majority of the new lawmakers represented urban and suburban constituents and were reducing the deficit and cutting entitlements. The new "Freedom to Farm Act" of 1996 ended government guaranteed prices for crops. Average sized farmers faced an uncertain future because American agriculture was now tied to supply and demand in the global market. The reliance of these foreign markets led to disaster in the final years of the twentieth century due to increased foreign competition. From 1996 to 1998 the cash value of corn fell from \$3.69 to \$1.46, and wheat prices from \$4.30 to \$2.70. The congress that had rejected traditional subsidies and acreage regulations was now forced to approve a \$6 billion emergency aid plane for agriculture in the fall of 1998.

Personally, one of the best summaries of crop prices in relation to purchasing power, that I ever heard, was through a conversation with an older gentleman a number of years ago. He said, "back in the day (referring not to any specific year---just to many decades prior) we figured for one bushel of wheat you could buy a good shirt and have a meal with what was left over". Yeah, for one bushel of wheat.

During the seven decades prior, the state had lost 50,500 family farms and the average size of the farm went from 439 to 1,354 acres. Improved mechanization and biochemistry enabled agriculture to remain the states number one industry, however, the costs to purchase, operate and apply the modern technology, along with low commodity prices contributed to the ongoing depopulation of rural South Dakota. The many challenges of adverse weather, over-cropping and crop surpluses federal farm policies, the emergence of giant agribusiness firms, and the globalization of agricultural markets and more foreign competition lured youth to urban living and the expectation of a more prosperous and pleasurable way of life. (In other words, many a young man ask themselves "let's see, I could work 80+ hours a week like dad does, continuously struggle to overcome all the obstacles that a farmer has to face, borrow lots of money with the hope of being able to pay it back, and no guarantee of actually making a living, while, on the other hand, I could go to the city and get me a decent paying 40 hour a week job with all the guaranteed benefits and not much worry?) For many, not a real tough call.

(More Next Time)

Coming up in couple weeks is the SDSU & SD Chapter Annual Networking Event. This is an excellent opportunity to meet with and "Network" with staff at our state's agricultural college, and others in related ag business fields, about a variety of ag related topics which impact our modern agriculture. Included is lunch, a brief tour, an ice cream social at the end of the day, and great "Networking" throughout. Room is still available. (More details included in this newsletter!)

And we have a new newsletter editor. Thanks for stepping up Curtis! Thanks for the great job you did Amanda!

Later;

Terry Leibel Email: midstateaprs@aol.com

JACKSON HEGERFELD REPRESENTING SD CHAPTER AT LEADERSHIP INSTITUTE

By SD ASFMRA Secretary Paul Reisch, ARA

Jackson Hegerfeld is the SD chapter Kjerstad Member Scholarship recipient for Leadership Institute attendance in 2018 from September 10-14. He will be attending the Farm Management and Consultant Program that starts at noon on Monday, September 10 and concludes with an overnight stay at the Chesapeake Farms.

The Leadership Institute is a chance to get hands-on leadership training that can apply to both one's personal and professional life. As a Leadership Institute delegate one has the opportunity to:

- Meet influential government officials and key staffers.
- Participate in pre-meeting preparation training including a webinar with ASFMRA lobbyist Stephen Frerichs.
- Receive top-notch communication and advocacy training from the Wixted Group.
- Make appointments with one's state congressional leadership to discuss the biggest issues facing ag policy today.
- Receive an official ASFMRA dress shirt from Lands End
- Sightsee in Washington D.C.
- Discover one's leadership potential.

Letter from the Newsletter Editor

Greetings,

Some of you know me. Many of you don't and are probably wondering who is cbrooks@firstdakota.com when receiving an email? My name is Curtis Brooks, I am an appraiser for First Dakota National Bank in Yankton, and I am the sucker who said "yes" when I was asked to become the new SD Chapter newsletter editor.

I have been forwarding emails to the chapter for a couple weeks now. If you have something you would like sent to the membership or if you have anything to add to the newsletter, feel free to contact me (My contact information and my mug are both featured on this page).



I need your help in providing information, pictures, etc. If I ask for help, please consider lending me a hand. Remember this is your newsletter and I am just the middle man.

Several of you have commented on the value you find in having a monthly newsletter. Paul and Amanda have done a great job with the newsletter in the past and I look forward to keeping it going. Thank you for trusting me with that responsibility.



SDSU & The SD-Chapter of A.S.F.M.R.A.
Annual Real Estate Networking Meeting

Date of Event: Friday, September 7th, 2018
Time: 9:30 AM to 4:15 PM
Location: Dana J. Dykhouse Stadium
Room: Club 71
Lunch: Coffee and Refreshments will be available the entire meeting. Lunch will be served at 12:00 p.m.

1. **10:00 – 10:15AM: Chapter President Mr. Terry Liebel** - (encourage all to show up 10-15 minutes early)
 - a. Coffee and water refreshments
2. **10:15 – 10:30AM: SDSU Economics Department Head, Dr. Eluned Jones**
3. **10:30 – 11:30AM: Dr. Elliot – Assistant Professor, Extension Specialist-Agribusiness (Highest and Best Use; Taxation)**
4. **11:30 – 12:00PM: SDSU Administration (to be confirmed)**
5. **12:00 Lunch is Served (sandwich bar) with a word from our sponsors**
 - a. **12:15 – 12:30PM: Monsanto**
 - b. **12:30 – 12:45PM: Dakota Homestead**
6. **12:45 – 1:00PM: Break**
7. **1:00 – 1:30PM: SDSU Administration (to be confirmed)**
8. **1:30 – 1:45PM: SDSU Land Value and Rent Value Summary by Jack Davis**
9. **1:45 – 2:15PM: Recognition of Sponsors and Special Awards by Dr. Jones**
10. **2:15 – 2:45PM: South Dakota State University Foundation**
11. **2:45 – 3:00PM: Closing remarks by Ryan McKnight**
12. **3:00 – 4:00PM: SDSU Extension Presentation of SDSU Precision Ag Program and Trading Floor Lab at Harding Hall**
13. **4:00 – 4:15PM: ICE CREAM SOCIAL**

SD Chapter Members attend Chapter Leaders Meeting in Denver

By Kimberly Larson



President-Elect Paul Sicker and Membership Co-Chair Kim Larson were part of the 28 chapter leaders who participated in the August 2-3 meeting with national staff members.

There were chapter

representatives from Missouri, Kansas, Texas, Illinois, Iowa, Wyoming, Montana, Minnesota, Nebraska, North Dakota, South Dakota, Arizona, California, Kentucky, Mid-South, Colorado, Ohio, Utah and Oregon.

Thursday began with an ice breaker Bingo game to get to know everyone in the room. Each participant received a Bingo card with various life events and then had to go around the room to find who had experienced those events. It was a quick way to find out interesting things about the other participants.

Mya Sadler, Deanna Ilk, Michelle Guszak and Brian Sheppelman from the national staff provided updates in their respective areas. We learned about the new online education system, new seminars, certification packages and services offered by the national office. Jaleen Edwards showed the Chapter micro-sites and other capabilities of the ASFMRA website.

National President Dave GaNun and President-Elect Tim Fevold presented information regarding the proposed changes from the Governance committee. A great discussion ensued regarding the pros and cons of the recommendation. If you haven't heard about these changes, please get on the website governance community and learn about the proposed changes.



Chapter representatives from California, Texas, Illinois, North Dakota and Mid-South chapters then presented what they are doing regarding publication of land trends. Each of these chapters does an annual publication of information regarding the land trends in their areas. The California chapter does a magazine style publication with advertisers which generates a nice profit for their chapter. On the other end of the spectrum, North Dakota does a much simpler paper copy version which also generates a small income stream for their chapter.

Continued

SD Chapter Members attend Chapter Leaders Meeting in Denver Continued

Jaleen Edwards presented information on the Chapter Recognition program and the new volunteer management system. The group spent some time brainstorming all the different volunteer opportunities available in the chapter. We also worked at breaking down the volunteer tasks into smaller bites so it would be less intimidating for someone to pick up a task.

Carroll Merry from the Illinois chapter shared information about their sponsorship program and how they go about obtaining sponsorships at the chapter level. He explained their tiered sponsorship levels and their promise to only contact the sponsors one time each year for sponsorship dollars.

There was a panel discussion lead by members from California and Iowa regarding membership growth and promoting designations. Ideas were shared about how to find new members and encourage them to join and how to encourage existing members to continue their education and obtain a designation from the ASFMRA.



The group was shuttled to Hacienda Colorado for a great meal and more networking between members and the national staff.

The meeting wrapped up on Friday with a presentation from Tim Fevold regarding the annual conference. He shared details about the location, events and encouraged anyone who has never attended to do so. It is a great experience and a great place to new fellow appraisers.

The group then proceeded into breakout sessions on three topics:

- Education
- Growing Membership
- Increasing Membership Value



After the groups met and brainstormed ideas, they gave reports to the whole group on the ideas generated.

The two days were very beneficial. We got to know the national staff better and learned about resources available through the national office that can help us be a better chapter and run more efficiently. It was also great to meet people from other chapters and have a list of people who can help when the need arises.

ASFMRA PROPOSED GOVERNANCE CHANGES

By SD ASFMRA Secretary Paul Reisch, ARA

ASFMRA Vision: To be the most trusted resource of rural property professionals and the clients they serve.

Mission: To be the premier organization for rural property professionals, focused on advancing the standards of the disciplines we represent through an unparalleled level of expertise and integrity. We empower our members to provide best-in-class service with an invaluable balance of education, accreditation and support.

A governance working group has been working since last fall on proposed governance changes to help the organization better meet the ASFMRA vision and mission. ASFMRA has set-up a community on AgProLink on the ASFMRA website titled Governance Structure Community. The community documents included Governance Change One-Sheet, Governance Change Key Elements, and FAQ.

ASFMRA wants all members to have a good understanding of the proposed changes and a vote of acceptance at the annual meeting in Chandler AZ. The changes have three goals:

1. Gain more member input
2. Make timelier, well informed decisions
3. Cast a wider net for leadership development.

The proposed changes sunset the Board of Directors and give their remaining decision making to the Executive Council. A new, Membership Advisory Group will aid in gaining more member input. A well rounded and representative Nominating Committee will assure the most qualified get in the right positions. General membership will still maintain the right to vote on items contained in our Articles of Incorporation, including changing the name of the Society, dissolution of the Society, and any proposed merger with another organization.

With these changes:

- Chapters select representatives to the **Membership Advisory Group** based on the numbers of voting members in the chapter - one representative per hundred or portion thereof.
- Members in each District elect representatives to serve on the **Nominating Committee**.
- The Nominating Committee appoints District Vice Presidents to serve on the **Executive Council**.

The Membership Advisory Group will meet for a full day during the annual meeting to share information, discuss challenges and topics, and advise Council and Committees. We envision this group as one that surfaces membership concerns and advises on current challenges. This group can also be an avenue of the casting a wider net for leadership development.

With the majority of the Nominating Committee (7 of 9) being elected by the Districts, we gain more membership input and broader dimension to the Committee. The current nominating committee is a subset of the Executive Council only.

The Nominating Committee will appoint members to the Executive Council based upon adopted job descriptions indicating necessary skills, knowledge and abilities. Chapters will be invited to put candidates forward and in addition, anyone in good standing from the Society can put forth a nomination or self-nominate. The Nominating Committee is charged with vetting all candidates and selecting the best candidate for the position.

The changes will help ASFMRA meet the vision & mission of the organization. President-Elect Tim Fevold discussed the changes with the SD Chapter Board at the June 6 meeting. The SD ASFMRA Board has voted unanimously to support the proposed changes. Chapter delegate Jim Dunlap will be voting for the changes at the annual meeting. Members can contact board members if they have questions.