

President
Paul T. Reisch, ARA
Ph 605-882-4030
reischp@fcsamerica.com

President-Elect
Wade Buck
2004 Summer Mtg. Chair
Public Relations Liaison
Ph 605-342-0678
buckw@fcsamerica.com

Past President
James Hollenbeck
Technology Chair & Liaison
Ph 605-367-4055
hollenbeckj@fcsamerica.com

Secretary
Jack Davis
Education Liaison
Ph 605-796-4841
davisj@santel.net

Treasurer
James R. Dunlap, ARA
Ph 605-332-3146
dunlap@svtv.com

Directors:

Thomas Jass, AFM
Membership Liaison
Ph 605-582-2798
tjass@farmers-national.com

Jerald A. Hulm, ARA
Appraisal Review & Ethics
Chair
Mentor Liaison
Ph 605-865-3730
jhulm@sd.value.net

Ron Rossknecht
Social Liaison
Ph 605-574-4360
value@hills.net

Committee Chairs:

Paul T. Sickler, AFM
Membership Ph 605-582-2085
psickler@farmers-national.com

Ordean Eddy
Education Ph 605-996-2774
eddyo@fcsamerica.com

Jerald E. Kjerstad, ARA
Public & Government
Relations
Ph 605-787-5015
kjerstad@iw.net

Ron Rucker
Social Ph 605-665-9675
rucker@fcsamerica.com

Charles L. Kreps, ARA
Mentor Ph 701-852-5748
charles.kreps@nd.usda.gov

SOUTH DAKOTA CHAPTER AMERICAN SOCIETY OF FARM MANAGERS & RURAL APPRAISERS

04/03



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

DATE TO REMEMBER!

2003

May 14-15 - Chapter Board Meeting - Pierre
June 6 - East River Breakfast Meeting - Brookings @ 9 A.M.
June 8-11 - Range Camp - Highmore
June 19-20 - Minnesota Chapter Summer Tour - Fairmont, Minnesota
August/Sept. - Chapter Social
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

Nancy and I enjoyed our trip to St. Louis earlier this month. We did considerable walking to see sites and enjoyed an Italian luncheon "The Hill" nationally known for Italian food.

Please see these separate newsletter articles on the Special Board of Directors meeting for the details regarding the ASFMRA Strategic Planning issues. I would anticipate that the reorganization "discipline" issues highlighted in that article would be a major topic of discussion at the St. Louis Annual Meeting and meeting and I urge all membersto share your thoughts with board members. It is important for our chapter to maintain focus on our mission statement as we address the impact of national reorganization changes on our chapter.

On the morning of May 14th, Wade Buck, Jim Dunlap and myself will meet prior to the board meeting to establish a timeline for action steps and budget format for the 2004 Regional Summer Meeting.

The May 14-15 board meeting will have a full agenda. We will meet Thursday morning with the Appraisal Advisory Board and PAASD Board regarding regulation issues. Other topics to address included donations for the fall Education Foundation Auction, 2004 Regional Summer meeting, consideration of changes in the SDSU scholarship program, and committee reports on their plans and activities. We will share these discussions in the newsletter in the coming months.

STRATEGIC PLAN PROPOSALS APPROVED AT ST. LOUIS MEETING

At the Special Board of Directors meeting held April 15, 2003 in St. Louis, MO, the Directors voted to accept the final reports of the subcommittees on: Designation, Education, and Reorganization. These reports represent three of the four goals adopted in the Society's Strategic Plan. Sixty of the sixty-two current Board Members were present either in person or represented by proxy. The vote to approve the three-subcommittee reports was: 60 votes "Yes," zero votes "No" and zero abstentions, or 100% in favor.

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The Director's then voted to empower the Executive Council of ASFMRA to proceed with the implementation of the Strategic Plan as approved. The vote again was 100% in favor of proceeding with implementation.

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The Designation Report stipulates that no existing designations would be terminated. It also recommends "... any changes to the current designation... should be made only after the umbrella has taken shape and then stand in the way of progress. In fact, pro-active efforts should be made on the part of the ASFMRA to keep the issue from becoming a deal breaker."

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- a) A joint website
- b) A joint professional journal
- c) Joint education courses (core courses and continuing education seminars)
- d) A consistent numbering system (identifications system) among disciplines
- e) An efficient education development and delivery system
- f) A common voice on educational issues
- g) Reciprocity (between disciplines) for continuing education
- h) Reciprocity (between Associations) for continuing education
- i) A joint education resource catalog, and
- j) A joint education conference (not including business activities)

There is a sense of urgency relative to the education initiatives and it is anticipated that the task forces will begin working with other groups immediately. This draft regarding a Required Course Curriculum. This organization's educational offerings. The current exposure does not provide for the details of course content as non-mandatory guidelines (Guide Notes). One of the reasons for this change was that so education providers would not need to completely revise curricula, as long as the major topics in the Required Course Curriculum were offered.

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There are other reasons to pursue these initiatives besides the AQB proposal. Each appraisal organization has a considerable cash expense just to process state approvals for the courses. Also, funding of core development of new education offerings is a problem for the Society. With chapters using the Option A (Buy Books) to run offerings, many of the education funds are in the chapter accounts rather than with national. The organization presently provides \$500 for new course funding when thousands are needed to cover a person's time in developing a course. The organization no longer has members able or willing to donate their time to course development.

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STRATEGIC PLAN PROPOSALS CONTINUED

The Reorganization Report proposed:

- That the ASFMR begin allocating income and expense between the management and appraisal disciplines.
- That the “umbrella” concept proposed by the multi-discipline/multi-association Project Alliance Team (PAT) be accepted by the ASFMR and that its implementation be pursued by the ASFMR.

The task force made the following recommendations as “inherent” with these proposals.

- a) Any umbrella organization must be owned by the Disciplines
- b) The umbrella cannot have more power than those expressly granted by the Disciplines
- c) The umbrella must be overseen by a board of directors that allow each discipline to have representation
- d) The umbrella will contract for services from a management company
- e) Each discipline will be autonomous, have its own board of directors, control its own budget, determine the service(s) supplied to its members, contract with the management company for these services, pay fees directly to the management company for services, and maintain its own identity and self-determination.

Expressly stated by the task force is the requirement that each discipline is free to contract with, and pay for, government relations that address its (the discipline’s) individual requirements. Government relations, in the view of the task force, will be coordinated through a single office by the umbrella.

The discussion identified that there are varying concepts of the definition of a discipline. It would appear that other appraisal organizations view ASFMR as the “rural discipline”. Internally within ASFMR, many consider appraisal and farm management as separate disciplines with some considering consulting and review as additional disciplines.

As implementation of the Strategic Plan is pursued, arriving at the disciplined definition will be key. The discussion in St. Louis revealed that the real debate would be on which of the two visions of “discipline” will be the road map to follow. There are strong feelings both to leave the organization intact as a “rural discipline” and to consider, at a minimum, both an agricultural appraisal and farm management discipline. Different government policy issues for appraisal and farm management is one of the key factors behind the forces pushing the idea of appraisal and farm management disciplines. These differences created different lobbyist needs.

There was also discussion regarding the one vote, one discipline philosophy of ASFMR in considering the “umbrella concept”. Many question that larger member organizations such as the Appraisal Institute will agree to this. Others believe the forces facing all of the organizations (core education curriculum changes needed, membership loss, increasing costs, and an need for the profession to act with a unified voice) will lead to acceptance of the one vote, one discipline concept in order for change to become reality.

National President Max Evans reported there have been discussions with the American Society of Agricultural Consultants and the American Association of Independent Crop Consultants. These organizations lack any urgency for needed changes in these areas and regulation forces are presently impacting them.

PRESIDENT REISCH FEATURED THIS MONTH IN MEMBER PROFILE

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

I work at Farm Credit Services of America as a Real Estate Appraiser in a similar fashion with real estate appraisals since joining Federal Land Bank in Winner, SD in August 1974 after graduation from SDSU with an agricultural economics degree. I worked briefly for five weeks in Sioux Falls before being transferred to Aberdeen in June of 1975. I moved to Watertown in 1985.

Estate Appraiser. I have been involved in some appraisal work in the separate Appraisal Department since it was formed in 1987. I took most of my fundamental appraisal education (A-10, A-12, A-20, A-30, Report Writing, Institute Cap A, A-35) in the 1988 to 1992 timeframe.



For 10 years, I was as an Area Chief Appraiser, which involved supervision and review of others in a defined territory. That territory was expanded and changed several times. I was covering eastern South Dakota west to Pierre and eastern Nebraska west to O'Neill and Kearney from 1993 to 1997.

In 1998, I took my present position, which involves sales verification/analysis and appraisals in several counties in northeastern South Dakota. I work primarily with farm land and rural acreages. In nearly 2000, I also took on the role of dairy specialist. I coordinate and support the sales analysis and appraisal in the four states of Iowa, Nebraska, South Dakota, and Wyoming for the smaller dairies and complete the work on the larger dairies throughout the Midwest and Mid East. The role also involves reviewing dairy facility appraisals from other parts of the country.

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 was the Secretary-Treasurer of the Professional Appraisers Association of South Dakota from its inception for three years and then served on the PA ASD Board for another three years as Vice President, President, and Past President. The end of that officer activity with PA ASD coincided with taking A-29 Highest and Best Use in 1996 at Chamberlain. I realized then that I had the education and experience requirements completed for the Accredited Rural Appraiser (ARA) designation.

I joined the chapter in 1996, completed my demo appraisal report at the end of 1997, and sat for the ARA exam in Spokane in June 1998. I was honored to receive my ARA at the fall 1998 annual meeting in Denver. My attendance at these two annual meetings showed me the benefits of networking with other members across the country for doing a better job in my profession. I have also attended the 2000 annual meeting in Nashville and the 2001 Des Moines summer meeting.

I served as chapter Education Chair for three years (1998-2000). I was then asked to accept a nomination for President-Elect for 2001. Now, here I am, serving as President in 2003.

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I am an ASFMRA member because of the benefits it provides me in education (the best there is in agricultural appraisal) and networking opportunities. This is true at both the chapter and the national level. Our chapter mission is “ *Enhancing Our Members’ Ability to Succeed in Their Agriculturally Related Professions!*” Member activity is needed for the chapter to succeed in this mission. I enjoy and find it rewarding to do my part as a member and officer in this effort.

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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).

I grew up on a farm just south of Howard. My parents both have full-blooded German, Catholic heritage. They were married in a triple wedding that included my mother's brother and sister and my father's sister. I have over 20 double first cousins and over 130 first cousins.

My immediate family includes one brother on the home farm and four sisters (two in Sioux Falls area, one in Mason City, IA and one in St. Charles, Ill, just west of Chicago. All are older than me except for one sister. I graduated from Howard in 1970 and spent that summer with my sister in St. Charles, Illinois while I earned college money working at a casket factory. That was probably my most unique job in my college years.

I enjoy sports with most of that just watching these days! I do golf, but not very well, and do some jogging to attempt to keep fit. I am active in the local Optimist Club and am newsletter editor for the club. While in Aberdeen I was very active in the Jaycees.

My wife Nancy works with the accounts payable for Building Products Inc (BPI). BPI sells building material to wholesaler retail building products stores. They have plants in South Dakota (Sioux Falls and Rauville, just north of Watertown), and Iowa (Watertown). She works at the headquarters here in Watertown.

Nancy grew up on a farm near Morgan, Minnesota and graduated from Mankato State with an accounting degree after spending two years at SDSU in Brookings. Nancy worked in public accounting when we lived in Aberdeen and obtained her CPA at that time. When we moved to Watertown in 1985, she worked various part-time jobs in between caring for three children. She went back to full time employment in 1998.

Nancy enjoys sewing and taught junior high home economics full time for one year when one of the teacher took a sabbatical. Past special projects have been Halloween costumes, Frosty suits, and dresses for Tucks / Prom events. She is now active in the Quilt Club and spends time on their projects and making quilts.

Nancy enjoys walking and biking for exercise and sometimes joins me hacking on the golf course.

We have three children. Nick is finishing his second year of law school at the University of Texas in Austin. He will work on six-week internships with law firms in Dallas and Houston this summer. He will be married August 15th in Cottage Grove, MN. Our daughter, Jenni, is living in Madison and has one year left to complete her English degree at SDSU in Brookings. The youngest son, Nathan, is completing his second year of college at Colorado State University in Ft. Collins majoring in computer science.

Describe a few memorable or unique experiences in your life.

Right after college graduation, I spent three weeks with three friends seeing country to the west. We would pitch our tent in a city, state, or National Park each night before continuing our travels then extend day. We traveled to the West Coast and back seeing 11 states with brief excursions into Mexico and Canada. While in Spokane, we toured the World's Fair. Although Spokane only gets 8 inches of rain annually, it rained the whole day we were there. We then had rains sometime every day after that on the trip!

During my brief time working in Sioux City, I returned home for a weekend visit. Nancy was in Howard visiting a good SDSU college friend that was dating my brother while teaching at Howard High. We went out on a blind date to see a dance band at the Holiday Inn in Mitchell. Two months later, I invited her out to the old ball game in the Twin Cities where she was working. By July 1976, my brother John had married her friend and we were also married. We will celebrate 27 years together this July 24th.

Memorable Aberdeen Jaycee experiences included day after day as President in 1980-81 and chairman of the 1986 South Dakota Snow Queen Festival. These were great leadership training experiences with a chapter that had a \$75,000 budget including the Festivals \$30,000 budget. Other memorable Jaycee experiences included starting the local Snow Queen contest in Watertown and national conventions in Hartford, San Antonio, Phoenix, and Milwaukee.

In the late 80's we took a family vacation for three weeks to the west seeing Yellowstone, Glacier, and visiting Nancy's sisters in Montana and Washington. Other memorable family events include a Thanksgiving weekend on the Rocky Mountain slopes and a 20th wedding anniversary trip to Las Vegas with Nancy and my brother and his wife.

Spiritually, I think of Promise Keeper weekends including the gathering of almost one million men in Washington, D.C. for Stand in the Gap in 1997. I also attend a weekend retreat at Demontreville just east of St. Paul for renewal each year.

My most memorable Optimist experience has to be my year as President in 1998-99 when the Club achieved Distinguished Honor Club and grew from 30 members to 60 members. Everyone chipping in and doing their part for the club and youth achieve the positive events of that year. The fact that it was a group effort is what made it very rewarding.