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

02/03



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

**DATES TO REMEMBER!**

**2003**

- March 7 - Sioux Falls Breakfast Meeting @9 A.M. – Front Porch Grill  
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 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** - In his final President's message last month, Jim Hollenbeck spoke of the exciting and challenging times facing the chapter on an ongoing basis. Developments in the past two weeks bring that statement into focus for me as President.

The legislative arena required immediate and unanticipated attention. The process of opposing HB 1276 identified the need to better educate the profession on the Appraiser Certification Program current processes of review for complaints and upgrades, as well as to look for ways of improving these processes. A May meeting is planned with the PAASD board, SD ASFMRA board, and the State Advisory Board to discuss these issues.

All members received a letter from ASFMRA President Max Evans relative to the Strategic Planning Process. I encourage you to read the related reports especially <http://www.asfmra.org/Summaryreport.pdf>. I am planning to attend the ASFMRA Board of Directors Meeting on this process to be held in St. Louis on April 5<sup>th</sup>. Please provide input to your chapter officers on these issues so that we know the members' opinions in formulating the chapter position for the April 5<sup>th</sup> meeting. If any other members have interest / plans in attending that meeting, I would appreciate you letting me know.

I encourage members to review the Appraisal Standards Board February 19, 2003 Exposure Draft that can be found at [www.appraisalfoundation.org](http://www.appraisalfoundation.org). Comments on the Exposure Draft are due to the Appraisal Foundation before March 31, 2003.

## CHAPTER FINANCIAL REVIEW COMPLETED

Prior to the annual meeting Terry Pellman conducted a review of the chapter's financial books. Terry's report:

"I completed a review of the Checking Account for the period September 1, 1997 thru October 2, 2002 and the Savings Account for the period September 5, 1997 thru October 2, 2002. The bank accounts were reconciled with the Financial Reports for the same periods. From the transactions that were provided to me, I did not find any irregularities. One suggestion to the Treasurer is for better Account Register reporting to make reviews in the future easier to accomplish."

We thank Terry of his work on this review. Future plans are to conduct such a review every two years.

## CHAMBERLAIN EDUCATION OFFERINGS POPULAR WITH APPRAISERS

On Wednesday February 5<sup>th</sup>, forty eight appraisers and farm managers attended the chapter's education seminar on varying topics of interest to these property professionals. The large turnout made it necessary to move the seminar to Al's Oasis because a scheduling mix-up at Cedar Shores did not allow space there for this number of participants. Jim Hollenbeck and Ordean Eddy did a great job of managing the logistics transition to the alternative location. This resulted in the participants experiencing spacious facilities and food / refreshments at Al's.

The morning was focused on management related issues with Don Kinker, AFM, Farmers National discussing lease analysis, Steve Cutler, State Executive Director, Farm Service Agency providing an overview of the agency's programs with an emphasis on 2002 drought relief, and Matt Diersen, PhD, SDSU Extension Risk & Business Management Specialist sharing the university's MBM Risk Calculator risk management tool for crop insurance.



After lunch, the discussion turned to appraisal related issues. Clint Smith, Dakota Expeditions, Miller, presented participants with his perspective of the different aspects of a commercial hunting operation with emphasis on the features that add value to a prospective buyer of such an operation. The discussion generated many questions from the audience and Clint provided knowledge answers and insight.

Paul Reisch, ARA Farm Credit Services of America Dairy Industry Appraisal Specialist, ended the day's discussion by providing an overview of the current dairy industry environment and keys aspects of highest and best use and sales analysis related to dairy facility appraisals.

On Thursday February 6<sup>th</sup>, over 90 people attended the 7-hour USPAP update course jointly sponsored by the SD ASFMRA chapter and Professional Appraiser's Association of South Dakota (PAASD). On Friday February 7<sup>th</sup>, over 50 people attend the residential education offering sponsored by PAASD. The excellent turnouts will mean net income to our chapter above those budgeted for 2003.

## CHAPTER HOLDS ANNUAL MEETING IN CHAMBERLAIN

After Wednesday's education seminar on February 5th, fifteen members were in attendance for the chapter annual meeting. Highlights:

- Proposed by-law changes were reviewed and approved. A copy of the amended bylaws has been sent to each chapter member.
- Elections were held with the following results:

President	Paul Reisch, ARA	Treasurer	James R. Dunlap, ARA
President-Elect	Wade Buck	Director-Term 3 Years	Jerry Hulm, ARA
Secretary	Jack Davis	2004 Nominating Committee Member	Craig Sommers

- Outgoing President Jim Hollenbeck thanked all the board and members for their support and work over the past two years. His most satisfying accomplishments were seeing the involvement of the membership in the chapter and getting the committees functioning.

On behalf of the chapter, Paul Reisch thanked Jim for his efforts the past two years.



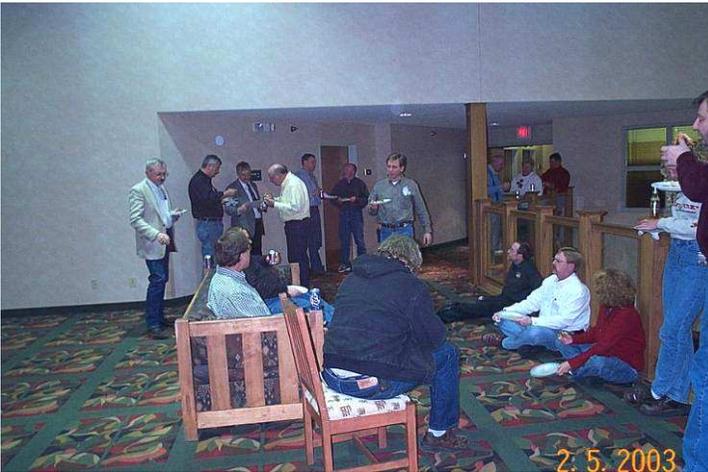
- Incoming President Paul Reisch shared his vision and objectives for 2003-04. The national organization is discussing significant changes in the areas of structure, education, accrediting, and potential name change. Regardless of these potential changes, our mission statement doesn't waiver.

Paul's objectives are to balance the board membership geographically, activate members and committees, have the organization planning ahead so we do less reacting, and provide programs that appeal to both the east and west side of the state. It is also intended to continue to work up an annual budget, and provide interim accounting reports to monitor progress. The coordination that has been made with PAASD for joint meetings will also remain a priority for the organization.

- George Janning, ARA, the new District VI Vice President spoke to the membership. He does not think the American Society will disappear, but there certainly will need to be changes to survive, which will likely require joining other organizations in some alliances.

He also suggested the Chapter member check the ASB and AQB web site for the exposure draft currently proposed regarding required new licensee qualifications and course work needs. As proposed, they would require a major re-write of existing Society Courses as well as other organizations providing education. This is very costly, estimated by Nancy Hardiman at \$85,000 for our courses to be compliant, and will raise the cost of education to everyone. The number of hours required of new candidates for a State Certified General license is also more than we currently require for accreditation. This means our accrediting program will also need to be adjusted if this is adopted in its present form.

## CHAMBERLAIN MEETING INCLUDES NETWORKING SOCIAL ENVIRONMENT



A hospitality room with beverages and munchies awaited members arriving Tuesday night for chapter committee discussions. Members Craig Sommers and Jim Vietor spent much of their evening with Education Seminar speaker Steve Cutler making sure he felt welcome.

After Wednesday's chapter annual meeting, members enjoyed a pizza supper and refreshments. Education seminar participants were invited to join the members for the pizza supper and many attended.

## STORMY WEATHER DOESN'T STOP WEST RIVER BREAKFAST MEETING

Seven members and a guest braved icy roads and blowing snow to attend a breakfast meeting in Rapid City on Tuesday, February 11. While it was nice in town, most of the members came from the north and west and reported numerous vehicles in the ditch. One member called and was unable to get to the meeting due to poor conditions. This was the third such breakfast meeting in the past year and the best attended. It was great to have this type of turnout.

Ron Rossknecht gave an informative recap of the Chamberlain meeting and covered the education offerings providing handouts to those interested.



Additionally Ron put a bug in the attendees of a planned summer "FUN" meeting with an emphasis on family and member activities. As this gets closer more information will be available. Ron also provided an updated fiscal report.

Jerry Kjerstad led a discussion on proposed House Bill 1276. A discussion was held and while a vote was not taken, it is fair to report that the members in attendance felt that the chapter should oppose this bill.

Jerry also reported that the Ag Lenders Range Camp will be held June 8 - 11. The location will be the Highmore, SD area. Something a little different than past years is that the range camp will feature tours of two commercial hunting farms/ranches/businesses. This will be in addition to tours of local ranches explaining management practices.

The next breakfast meeting will be held in April. The date and location is yet to be decided. The Board of the SD chapter of the ASFMRA, wishes to thank all who attended and tried to attend along with Ron and Jerry for leading discussions.

## **WELCOME TO NEW MEMBERS!**

Our chapter continues to grow with the addition of Candidate member David Baker and our first Partner member Clyde Lichtenecker.

David Baker is employed in Rapid City with Department of Interior / Office of Appraisal as a Regional Appraiser. His responsibilities involve conducting appraisals and reviews over a three state area. David graduated from a Denver, Colorado high school and received his Bachelor of Science degree in wildlife management at Colorado State University in Fort Collins, Colorado. He has been employed as an appraiser with governmental entities in Jamestown, Aberdeen, and Rapid City the past 20 years.

Clyde Lichtenecker is with Mycogen Seeds in Chamberlain. Ron Rossknecht sparked Clyde's interest in our chapter. Clyde's agronomy, farming issues, and farming inputs interests coincide with chapter activities and he has joined as a Partner member.

Partner Members could be bankers, attorneys, CPA's, feed store managers, elevator mangers, chemical dealers, seed dealers, machinery dealers, or any other individual NOT engaged in the following activities:

1. Farm Management
2. Appraisal
3. Academics

These three categories are recognized by National and require full membership in ASFMRA. Partner Members of the Chapter are not entitled to National member benefits, such as lower educational costs, insurance affiliations offered at the national level, and will not be able to hold office, or serve on standing chapter committees (Appraisal Review & Ethics, Membership, Mentor). They can serve on other chapter committees (Education, Public Relations, Social, Technology).

Partner Member Benefits:

1. Networking with a broader group of agricultural professionals throughout the State.
2. Discounted course fees for educational offerings at the SD Chapter level.
3. Expanded networking opportunities and interesting tours that may not be available to the individual otherwise.

We encourage all members to be open to inviting others to chapter membership in the categories of farm management, appraisal, academics, and partner. An invitation to one of the breakfast meetings might be an excellent start.

Membership Chair Paul Sickler gave out several membership packets to interested individuals in Chamberlain. We have two additional individuals who have expressed their intentions to submit applications to national. The positive momentum continues.....

## 2004 REGIONAL SUMMER MEETING TAKING SHAPE

Agreement has been reached with the Minnesota and Nebraska chapters for a joint summer meeting in 2004. Chapter members provided input regarding details at Chamberlain. A consensus was reached on general direction to take and issues that needed coordination with Minnesota and Nebraska. That coordination has taken place and agreement has been reached regarding the broad outline of the meeting and working understandings. These are highlighted below. Summer Meeting Chair Wade Buck, President Paul Reisch, and Finance / Administration Chair Jim Dunlap will meet in May to develop a timeline and budget for the project.

Participants: Minnesota / Nebraska / South Dakota

Estimated Attendance: 125-200

Headquarters: Sioux Falls Sheraton - \$71 lodging rates

Dates: Wednesday thru Friday June 16-18, 2004

Broad Outline:

- ½-1 day of formal education
- 1-1/2 days of tours

Wednesday:

- Formal education
- Early morning or late afternoon golf social for those interested (dependent upon final education details and availability of courses relative to golf league schedules)
- Evening hospitality room social environment

Thursday:

- Tours during the day
- Evening meal and Canaries game or some other type of social function

Friday:

- Tours in morning to early afternoon followed by lunch and people return home.

High Priority Tours: EROS Data Center, Hutterite Colony (possibly with a lunch), ethanol plant

Other Tour Ideas: Turner County Dairy, Commercial Hunting Operation, Hematech Lab (cattle breeding of genetically altered antibodies)

Working Understandings:

- Each state to handle continuing education approval for their state.
- Nebraska will take the lead on developing the formal education offering.
- Minnesota will take the lead on Thursday evening supper and entertainment.
- South Dakota will take the lead in all other areas.
- Have separate registrations for:
  - Golf social, if held
  - Wednesday formal education
  - Thursday tours, lunch, supper, and social time plus Friday tours and lunch
- Chapters to split net profit based upon number of participants (separate accounting for each of the above).
- South Dakota will be responsible for all sponsorships and will receive 100% of these funds.
- Attendees will be on their own for breakfasts.
- Will keep tour locations within approximately 60 miles of Sioux Falls.
- South Dakota will provide registrants with a list of potential activities of spouses. There will be no formal tour developed.