

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**

05/03



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

DATE TO REMEMBER!

2003

May 29-30 - Chapter Board Meeting - Pierre (Rescheduled)
June 5 - West River Breakfast Meeting @ 8:30 A.M. - Rapid City
June 6 - East River Breakfast Meeting @ 9 A.M. - Brookings
June 8-11 - Ag Lenders' Range Camp - Harrod
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

Good People! I brought this comment back with me from our visit with Mac Haskell last week in Huron. As we went through his historical documents, Mac shared his experiences with ASFMRA in South Dakota and nationally since 1956. What Mac really remembered and appreciated were the good people with whom he worked and interacted. This is a real key to what we have to offer existing members and prospective members. Let's remember those good people and express appreciation for what they do for us as we work and interact with them.

Congratulations to John Widdoss for his upcoming June 21st marriage to Veronica Canfield, a ranch lady from southwest of Sioux Falls. Congratulations to them on their marriage and future happiness.

Get well wishes and prayer to:

- Jim Vietor, recovering from recent ear surgery.
- Chuck Krepes recovering from a torn muscle in his right shoulder.
- Jim Dunlap's mother, mending a broken arm.
- Allan Husby's wife, currently battling serious health issues.

Encourage all to attend the Minnesota Chapter Summer Tour. We need to support their effort if we expect the same from them in 2004 at Sioux Falls.

Wade Buck reports that the June 5th breakfast meeting in Rapid City will be held at the Farm Credit office in one of the conference rooms. Wade and Ron will bring the members up to date on board meeting happenings. Wade will be there. Should be interesting eating!

PUBLIC RELATIONS COMMITTEE PROVIDES GIFTS TO ASSESSORS

Committee members Wade Buck and Ron Ensz provided gifts to the South Dakota Association of Assessors Organization Conference that was held last week.



The gifts were:

- Matching ladies and men's watches
- Silver and Black Hills Gold dove necklace
- Silver and Black Hills Gold horseshoe and horse head tielack

Wade indicated that they received a lot of thanks and some oohs and aahs when the four gifts were pulled out of the bag. Wade also reported receiving a nice thank you letter from Jim Sundall.

Names were drawn from those assessors in attendance and Wade presented the gifts to the winners. The winners were:

- Russ Ronke from Codington County (Watertown)
- Tracy Hofer from McCook County (Salem) – She and her husband farm land that Tom Jass manages.
- Dan Sudrila from Davison County (Mitchell)
- Jim Sundall from Lyman County (Presho)

This approximately \$100 investment in public relations as a thank you to the assessors for their support of chapter members was definitely well received.

SDSU PUBLIC RELATIONS HIGHLIGHTS JUNE 6TH BREAKFAST MEETING

Active public relations are a part of achieving our chapter mission. As a part of that effort, we have invited 22 people from South Dakota State University (Agronomy, Extension, Economics, Animal Science, Dairy Science) to join us for breakfast on Friday June 6th for our member breakfast meeting at 9:00 a.m. at the Staurolite Inn Banquet Room.

This will give chapter members an opportunity to:

- Interact with various SDSU extension and academic personnel that have contributed in recent years or can contribute in the future to our achieving our chapter mission through education and networking.
- Share chapter education plans in the coming year.
- Discuss University resources and possible programs for future education offerings.
- Discuss needs of students desiring to enter the rural appraisal, management, and consulting professions including possible scholarship opportunities and networking opportunities with those in these professions.

Members are encouraged to attend and support the chapter public relation efforts. Mark your calendars!

SD CHAPTER AS FMRA IS A GLENDERS' RANGE CAMP SPONSOR

The Public Relations Committee donated \$50 to the A g Lenders Range Camp for use at their discretion. The Hyde County Conservation District is hosting the e 7th Annual Camp on June 8-11, 2003 with the campsite near Harrold. The camp is a workshop in a camp-out setting. The camp offers the following opportunities:

- Learn techniques to better evaluate the rangers resource.
- Receive grassland management resource material.
- Gain "hands-on" experience in plant identification, range site condition, stocking rates, and range management practices.
- Tour working ranches while seeing about their management practices
- Network with professionals in the areas of lending, appraisal, and range management.
- Hear up-to-date economic information on managing grassland.
- Discover management strategies that optimize ranching operations and maintain productivity of the resources.
- Receiving Continuing Education Credits.

South Dakota chapter members were provided with detailed information regarding the agenda and registration process.

MINNESOTA CHAPTER TOUR OFFERED EDUCATION OPPORTUNITY

The Minnesota Summer Tour will be headquartered out of the Holiday Inn in Fairmont, MN on June 19-20, 2003. Scheduled tours include:

- Omega Nutrition (scientific blends w/inertations)/ International Soil Testing Lab (international soil testing, sterile or contaminated soils)
- Pioneer Hybrids-Soybean Seed Facility
- Taylor Elk Ranch (breeding and commercial meat wholesale)
- P-M Windom (beef slaughter/packing plant)
- Ethanol-2000 Drive-By (dry mill ethanol facility)
- Salix Elevator (190,000-bushel elevator facility– now privately owned)– Appraiser Jeff Berg will discuss appraisal he did on this property.
- Salix Ecological Resources (native seed production and sales)
- LB-Pork, Inc. (family owned farrow to finish, and involved in Brazil hog production)
- Tilney Farms (family owned farm operation that has conducted a vast amount of research over the years)– Appraiser Rick Haug will also discuss gra velpit restoration appraisal problem.

The tours will provide excellent education and the opportunity along with lunches and Thursday evening dinner for networking with members from other chapters. The Minnesota Chapter has provided detailed information regarding the agenda and registration processes to South Dakota chapter members. Education Chair Ordean Eddy and Secretary Jack Davis are working on 7 hours of continuing education approval from the SD Dept of Commerce and SD Real Estate Commission.

EFFORTS TO DEVELOP CHAPTER HISTORY DOCUMENT INITIATIVE

Chapter officers Paul Reisch, Jim Dunlap, and Jack Haskell, long-time and founding members of both the Managers and Rural Appraisers and the South Dakota help us in developing our chapter history. The history will give all members insight into our roots and how we can better serve members in the future. A plan to address the chapter history has been developed.

Objective: Go through historical documents and glean pertinent history to explain the chapter story over time.

Time Frames:

1956 to Mid-60's Association Founding/Early Growth; National Ties From Beginning

Mid-60's to 1978 Significant Events

1978-1991 Chapter Formation—Background and Reasons; Membership Ebb & Flow—Chapter & Association; Significant Events

1991-2000 PAASD Formation/Relationship; Membership Ebb & Flow—Chapter & Association; Significant Events; Association Last Years

2000-Present Association Dissolution; May 4, 2001 Chapter Planning Meeting & Mission Statement; Membership Growth; Significant Events/ New Initiatives

Other:

- Develop Past Officer List for both Chapter and Association. The objective would be to obtain as many Vice-Presidents as possible.
- Glean past programs and education highlights that could be given to the Education Committee for ideas for future events.

Steps:

- Barclay Allibone has agreed to go through Mac Haskell historical documents and start the history document based upon the above guidelines. After this is completed, these documents will then be filed with the Chapter Secretary records.
- Check with Don Kinker (last Association Secretary) to see if there are additional historical documents that can help.
- Jim Dunlap to work with Jack Davis and support of the past Officers to supplement the 1991-2000 timeframe.
- Jim Hollenbeck and Paul Reisch to supplement the 2000-Present timeframe.

Goal: Complete entire project in time to share full chapter history document with members at the February 2005 annual meeting. Share portions through chapter newsletter as they are developed.

ALLAN HUSBY FEATURED THIS MONTH IN MEMBER PROFILE

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

I work for Farm Service Agency as Real Estate Appraiser in this capacity. Previous name for the agency when I worked was Farmers Home Administration until 1996. I did both housing and farm real estate appraisals and FMHA, I was assigned to the newly formed FSA and review contracted appraisals and do appraisals myself. I cover about 30 counties. Counties with US Highway 14 and those north are the approximate area that I serve.

Previous to the move to Watertown, I had always worked for Farmers Home since interning as Junior in college in 1976. I spent that summer working in Clear Lake, driving from Brookings. After watching the corn shrinking in height each day during that summer, it squelched a lot of desire to return to farming.

After graduation in May 1977, I began working as an assistant supervisor in Mitchell, SD where I stayed until May, 1979.

Whether prepared or not for the responsibility, I began as a County Supervisor in Lake Andes, SD in May 1979. Responsibilities included appraising both farms and housing as well as processing loans, and servicing delinquencies, and believe me, there were plenty of delinquencies, with interest rates increasing to 16-20%, drought, and generally just high risk loans.

In December 1982, I transferred to Vermillion in the same capacity. The duties as supervisor were generally the same, and like many, worked through the problems of the farm crisis years of the 80's with bankruptcies, foreclosures, restructuring, etc. In December 1991, I was notified of my selection as an appraiser position and being accepted for the job has been the best decision in my life. I enjoy the variety and challenges of the appraiser field and had grown to not really enjoy the lending field very much.

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.

When assigned as an appraiser in 1992, there were three of us assigned as appraisers with the then Farm HA. We took the introductory courses from a variety of organizations because we were completing both housing and farm appraisal. In 1993, I began to take courses nearly exclusively from ASFMRA. My intentions were early on to seek the candidate position. However, our agency does not support the payment of these dues so I just kept putting off the training because it had to be at my own incentive and really no monetary return. I finally joined in March 2002. I intend to submit my demoreport and sit for the ARA exam in the next year.

I have always believed the quality of education with ASFMRA is far above the other organizations. Since joining, I have really been impressed with the information available and also meeting and interacting with other rural appraisers. I have also been a member of PAASDs since about 1995.

he property professional field (appraisal, farm

iser. I have been in Watertown since January 1992. I work was Farmers Home Administration until 1996. I did both housing and farm real estate appraisals until that time. With reorganization of ASCS I worked exclusively with rural/ag appraisals. I work in the Northern half of South Dakota, which covers about 14 counties. Counties with US Highway 14 and those north are the approximate area that I serve.



Whether prepared or not for the responsibility, I began as a County Supervisor in Lake Andes, SD in May 1979. Responsibilities included appraising both farms and housing as well as processing loans, and servicing delinquencies, and believe me, there were plenty of delinquencies, with interest rates increasing to 16-20%, drought, and generally just high risk loans.

In December 1982, I transferred to Vermillion in the same capacity. The duties as supervisor were generally the same, and like many, worked through the problems of the farm crisis years of the 80's with bankruptcies, foreclosures, restructuring, etc. In December 1991, I was notified of my selection as an appraiser position and being accepted for the job has been the best decision in my life. I enjoy the variety and challenges of the appraiser field and had grown to not really enjoy the lending field very much.

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.

When assigned as an appraiser in 1992, there were three of us assigned as appraisers with the then Farm HA. We took the introductory courses from a variety of organizations because we were completing both housing and farm appraisal. In 1993, I began to take courses nearly exclusively from ASFMRA. My intentions were early on to seek the candidate position. However, our agency does not support the payment of these dues so I just kept putting off the training because it had to be at my own incentive and really no monetary return. I finally joined in March 2002. I intend to submit my demoreport and sit for the ARA exam in the next year.

I have always believed the quality of education with ASFMRA is far above the other organizations. Since joining, I have really been impressed with the information available and also meeting and interacting with other rural appraisers. I have also been a member of PAASDs since about 1995.

HUSBYMEMBERPROFILECONTINUED

Describe personal background items that would be of interest to fellow chapter members (e.g. family, ethnic heritage, other communities lived, or their jobs/careers, main hobbies or interests).

I was born in Volga, SD and grew up on a farm between Volga and Sinai, SD. (in the shadow of the SDSU campanile). Actually my family's home farm is in Oslo Township in Brookings County so I bet you can guess my ethnic heritage. That's right! We're a bunch of Somalis!—Just kidding! My home farm was the original homestead of my dad's family and we also farmed the original homestead of mother's family.

en Volga and Sinai, SD. (in the shadow of the in Oslo Township in Brookings County so I bet re a bunch of Somalis!—Just kidding! family and we also farmed the original

I have two brothers and one sister. None have ventured too far, with one brother living on my mother's home farm, do some farming but primarily teaches in Volga. My sister teaches in Sioux Falls and my oldest brother lives in Sioux Falls, working in the counseling field.

red toofar, with one brother living on my mother's in Volga. My sister teaches in Sioux Falls and my counseling field.

My wife, Barb, has worked as a CPA while in Watertown, after earning her accounting degree while we were living in Vermillion. She is presently encouraging some serious health problems and we're praying she can overcome this adversity. Barb grew up in Sioux Falls.

wn, after earning her accounting degree while we erings some serious health problems and we're up in Sioux Falls.

Personally, I have usually tried to be active in so many service clubs. I was in a Lions Club while in Mitchell, a Jaycee while in Lake Andes, and Optimist Club while in Vermillion and served as President of that club. While in Watertown, I have been active with the Magic Miles Lions club, serving as Secretary/Treasurer and now to serve as President. I am also a member of the Izaak Walton League. Kampeska Chapter and have worked as a membership officer.

meservice clubs. I was in a Lions Club while in t Club while in Vermillion and served as President ewith the Magic Miles Lions club, serving as I am also a member of the Izaak Walton League cer.

We have two children, Lori and Beth. Lori graduated in 2002 from the University of Minnesota—Twin Cities in May 2002 with a degree in Computer Science. She is working in downtown Minneapolis in computers support for IBM/American Express. Beth, our youngest, just completed 1 year at Minnesota State—Mankato. She is transferring next year to University of Nebraska—Lincoln. Her interest is in Business-Accounting.

din 2002 from the University of Minnesota—Twin e. She is working in downtown Minneapolis in ry youngest, just completed 1 year at Minnesota iv. of Nebraska—Lincoln. Her interest is in

Describe a few memorable or unique experiences in your life.

A unique interest our whole family has had over the years has been to go on the highest and fastest roller coasters we could find. Our summer vacations have often included finding an amusement park with lots of roller coasters. We have gone to Worlds of Fun in Kansas City, 6 Flags in Chicago, Cedar Point in Sandusky, Ohio, Busch Gardens in Florida, 6 Flags in Valencia California along with numerous trips to Valley Fair. While at Cedar Point we went on the tallest roller coaster at the time as well as one of the trippiest roller coasters. I would recommend Cedar Point as a vacation area whether or not you go to the amusement park.

yearshasbeentogoonthehighestandfastestroller coaster. I often included finding an amusement park with lots n Kansas City, 6 Flags in Chicago, Cedar Point in in Valencia California along with numerous trips to tallestroller coasteratthetimeaswellasoneofnthe avacationareawhetherornotyouto the

Our other passion is as Minnesota Vikings fans. We made the plunge to become season ticket holders during the 1998 season and have been ever since. And yes, we were there to watch the “collapse” against Atlanta in the NFC championship. We were even getting into the “We’re going to Miami” chant. Absolutely the most devastating feeling I have had at sporting events. Oh well, there is always next year. As Vikings fans are very fond of saying.

madetheplungetobecomeseason ticketholders dyes, we were there to watch the “collapse” engetting into the “We’re going to Miami” chant. atsportingevent.Owell,thereisalwaysonextyea r,

We have generally tried to keep some fun in our life memorable.

asafamilyandtheseexperiencesaredefinitely