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SOUTH DAKOTA CHAPTER AMERICAN SOCIETY OF FARM MANAGERS & RURAL APPRAISERS

11/03



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

DATE TO REMEMBER!

2003

December 12 - East River Breakfast Meeting @ 9 A.M. @ Sioux Falls
Front Porch Grill - Program: Dan Geeon
South Dakota Agriculture & Rural Leadership, Inc

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

2005

September - Rapid City Conference / PAASD, WYASFMRA, WYAI

PRESIDENT'S MESSAGE

I would like to thank those members who invested time and money to attend the national meeting in St. Louis. The information gathered here and relationships developed are a testament to our mission statement. Another article provides highlights of the activities in St. Louis.

There is also an article this month that highlights chapter members involved in serving the profession at the national level. Please take time to thank these individuals and those active on your chapter board and committees for the good things they are doing for our organization. Everyone being involved is what makes it work.

We received good response on the Sioux Falls 2004 Summer Meeting in St. Louis. Several individuals from other states besides the three sponsoring states expressed their intent to our members of the trip plan to attend. Paul Sickler also had productive visits with potential sponsors.

Several members expressed an interest in more than 9 holes of golf. We have also found out that the Canaries will be in town on Wednesday evening the 16th, but not on Thursday evening the 17th. The Summer Meeting Committee will be addressing these issues in the near future. When the final schedule of activities is determined, we will share in the newsletter.

Enjoy the Thanksgiving holiday with family and friends!

CHAPTERMEMBERSENJOYSTLOUISANNUALMEETING

TheASFMRAMEETINGINStLouisofferedaninformati veeducationalprogram,anupdateonthe organization'sstrategicplanning,chapterofficer training,andnetworkingopportunitieswithmembers fromotherstatesattheEducationFoundationAuctionandReceptionRaffle.

ChaptermembersinattendanceincludedArtClapp,JimDunlap,RonEnsz,TomJass,JerryKjerstad,KathleenPeterson,PaulReisch,PaulSickler,andJohnWiddoss.TomJassassistedwithinstructionof M-10earlyintheweek.JerryKjerstadpresentedthe 1-hourseminarInverseCondemnationonSaturday. ArtClappreceivedtheHenry"Buck"StalcupExcellenceinEducationAwardforAppraisalEducation.

MembersenjoyedafuntimeattheFoundation AuctionheldonSaturdaynight.Atthelive auction,mostthingsoldwellwithwinetasting tripssignificantlyexceedingvalue.Two huntingtripsoldatonlyabout1/3ofvalueand weretheonlyproblemitemstherewere.

TheBlackHillsgolddonatedbythechapter soldwell.Itwasallonsilentauction.Theitems costthechapter\$442andgenerated\$782for theFoundation.

AttheSaturdayeveningFoundationreception forraffledrawingwinners,JimDunlapwonthe rafflefortheGPSsystem.Jimwasatthehockeygame abouthimwinningandthatthesystemwouldbeship waskiddingwithhim!BythetimeJimandPaulpart levelthathehadreallywon.Thesystemdidshowu



meSaturdaynight.HedoubtedhisPresident'sword pedtoSiouxFalls.ImaginthinkinghisPresident edcompanyinSiouxFalls,Jimhada95%belief pafewdayslater!

CHAPTERMEMBERSERVEPROFESSIONATNATIONALLEVEL

Severalmembersareservingtheprofessioninanat ionalcapacityaswelltheirinvestmentintimeand servicetoourchapter.

ArtClappcontinueshisserviceasASFMRACommittee ChairfortheStrategicPlanningProcess.

JerryKjerstadisCo-ChairoftheExecutiveAccount ManagerTaskForce.Inthisrolehehasthe responsibilitytowritethejobdescriptionforthe staffpositionprovidingleadershipfortheRural Appraiserdisciplineundertheproposedorganizatio nalconsolidation.

JohnWiddossservesasASFMRARepresentativeonECA FS(EducationCouncilofAppraisal FoundationSponsors);ViceChairofCAPE(Centerof AdvancePropertyEconomics);andMemberof theASFMRAStrategicAllianceGroup.

PaulSicklerandKathleenPetersonserveontheMem bershipCommittee.TomJassservesonthe ManagementEducation.

Weareproudofourchapter'srepresentationandco mmitmentatthenationallevel!

WEST RIVER MEMBERS HAVE STRONG PRESENCE AT A-10 COURSE

Twenty-four students participated in the national ASF MRA offering of A-10 in Rapid City at the Best Western Ramkota from November 17th thru Friday November 21st. This included nine from South Dakota as well as individuals from Alaska, Colorado, Illinois, Iowa, Nebraska, Oregon, North Dakota, Utah, and Wyoming.

On November 18th, the South Dakota Chapter of ASF MRA hosted a lunch at the Ramkota. The lunch was held rather than a breakfast meeting, so that those members involved with the ASF MRA A-10 class could attend. With the 24 students and a tag team of instructors, led by ASF MRA 2004 First Vice President Paul Bierschwale and Jerry Hulm, this venue provided an opportunity for current members to interact with new members and potential members.

New members in attendance were Boyd Waara, Ted Rist and Art Clapp along with Russell Wyatt, Jerry Hulm, Jerry Kjerstad, Perry Beguin, Ron Ensz and Wade Buck. Also attending was Texas member Paul Bierschwale and about 15 of the A-10 class, with a few potential new members identified.

Ron Ensz, who attended the National Convention, gave a little synopsis of what took place in St. Louis. Additionally he invited all those in attendance to the SD Chapter Summer Meeting to be held in Sioux Falls, next June. Each attendee was given a business card with the dates. Wade Buck spoke briefly of some of the activities that will take place at the summer meeting and the week before with A-30 being offered the week of June 6th.

The lunch was held in the north room of the dining room, where we shared the room with the Red Hat Ladies Club. See if you can figure out which photo the lunch with one being more vocal than the other.



SOUTH DAKOTA CHAPTER IN RUNNING FOR 2004 MEMBERSHIP INCENTIVE

The National Membership Incentive Program rewards the five chapters that have recruited the largest number of new members (by percentage of total chapter membership) with a complimentary 'member' registration to the annual meeting. The spirit of the program is to have a new member or first time attendee participate in an annual meeting. By doing so, the Membership Committee hopes this will create member retention and involvement in the new member segment of our membership. Therefore, the committee strongly recommends that when the chapter awards the complimentary registration, priority be placed on a "new" member or "first time" convention attendee.

At the St. Louis meeting, the National Membership Committee changed the Membership Incentive Program period from a fiscal period to a calendar year. This was done so chapters can know in February that they are a winner. This will allow the chapter several months to recruit a member to attend that never gone before. Thus, the time period for 2004 in Sacramento will be 1/1/03 to 12/31/03.

South Dakota was a winning chapter in 2003 with the chapter growth occurring after January 1. Since being announced as a winner in August, the chapter has added four new members including two since our last newsletter for a total of 39.

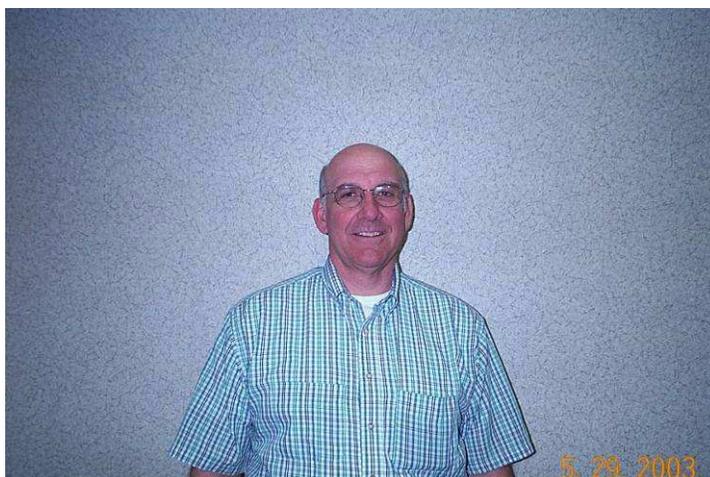
This month we welcome Boyd Waara, a new member from Philip. Boyd is a banker there and has been the banker representative on the Appraiser Advisory Board for many years. Boyd was an A-10 student in Rapid City last week. We also welcome Art Clapp to our membership. Art is a past National President from Connecticut, who is doing work in South Dakota and has decided to join our group.

TREASURER JIM DUNLAP FEATURED THIS MONTH IN MEMBER PROFILE

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

I was raised on a farm north of Colman, SD and have maintained an association with agriculture my whole life. After college, a short stay in the Army, and a longer stay in the Army Reserve, I returned to Colman, farmed the family farm & worked as an auctioneer, real estate broker and had an income tax preparation business with Bob Locke in Flandreau.

This has evolved over the years and currently I have a fee appraisal business in Sioux Falls, & do a limited amount of farm land management. After 25 years of income tax work, I "paroled" myself, and after 26 years with the military, I retired.



The appraisal and management has been keeping me busy... I am not sure if it is because I am working slower or I just have a lot of work. I prefer to think it the later!

Describe what 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 originally was a member of the old Association, and later joined the ASFMRA, when I decided to specialize in appraisal and go for my ARA.

Working with the chapter and national members, networking with them, and having the opportunity to help others and the industry through the Chapter, has been the main reasons for continuing membership. I have truly met some wonderful people, and made some great friends through my years of association with the Chapter and National that I would not have met or worked with any other way.

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 wife and I recently moved "west" from the northwest corner of Sioux Falls to a small farm about 6 miles from Sioux Falls, near Hartford. Between us we have 5 children, who have all left home and are married except one. Three live in the Sioux Falls area, one in Lawrence, Kansas, and one in the Air Force, currently stationed in Cheyenne, WY. From the three in the Sioux Falls area we have 5 grandchildren.

My main hobbies are singing Barbershop harmony with the Sioux Emperians, snowskiing, and driving horses. The last hobby I have been out of for many years, but have recently purchased two, five month old fillies that look like they will be a perfectly matched team of black horses. They are half sister with the sweetest personalities I have found in a quarter horse yet, and I hope to train them from driving and riding. I am looking forward to spending some time with them and my family while continuing to try and slow down the pace of life in general.

Describe a few memorable or unique experiences in your life.

I have had a hard time with this question, since I have been blessed with many unique and memorable experiences over my life. Most of the unique experiences have been associated with my 26 years in the military and several overseas adventures.

However, I think the most memorable experience has been when my wife, children and father-in-law, built our own home 9 years ago. This was perhaps the largest project I have ever tackled, but the time we shared in constructing that house will always be a special memory for me, as well as the kids. Some of them think more fondly on the project than others! It took a tremendous amount of time and energy away from the office, but has had a lasting impression on all of us.

My wife said if I ever decided to do that again, it would be with a different wife! However, last year I had contractors finish another house for us after selling our other land, and we are still married, so I think she was just "funning" me!