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

4/04



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

**DATES TO REMEMBER!**

**2004**

- May 14 - East River Breakfast Meeting in Sioux Falls
- May 27 - Assessor's Conference Chapter Door Prizes – Sioux Falls
- June 6-9 - Range Camp at Midland
- June 6-12 - A-30 in Sioux Falls
- June 14-15 - ARA / RPRA Exams in Sioux Falls
- June 16-18 - Regional Summer Meeting with Minnesota & Nebraska in Sioux Falls – A-12, M-26, Golf, Canaries, Reception,
- June 17-18 - Regional Summer Meeting with Minnesota & Nebraska in Sioux Falls – Tours & Evening Meal @ Sertoma Park
- June 18-19 - Council Meeting in Sioux Falls
- July 30 - SDSU Breakfast
- Sept. 30 or Oct. 7 - Chapter Board Meeting & Member Lunch – Rapid City
- Nov. 4-Nov. 6 - ASFMRA Annual Meeting – Sacramento, California

**2005**

- February 9-11 - Winter Education & Joint Meeting w/ PAASD - Mitchell
- October - Rapid City Conference w/PAASD, WY ASFMRA, WY AI
- Fall - ASFMRA Annual Meeting – Austin, Texas

**PRESIDENT'S MESSAGE** - Here is a reflection from Archbishop Oscar Romero that gives a good perspective for all areas of our lives...spiritual, professional, personal, and family.

We Are Workers - It helps now and then, to step back and take the long view. The kingdom is not only beyond our efforts; it is even beyond our vision. We accomplish in our lifetime only a tiny fraction of the magnificent enterprise that is God's work. Nothing we do is complete, which is another way of saying that the kingdom always lies beyond us. No statement says all that could be said. No prayer fully expresses our faith. No confession brings perfection, no pastoral visit brings wholeness. No program accomplishes the church's mission. No set of goals and objectives includes everything.

This is what we are about. We plant the seeds that one day will grow. We water seeds already planted, knowing that they hold future promise. We lay foundations that will need further development. We provide yeast that produces effects far beyond our capabilities. We cannot do everything, and there is a sense of liberation in realizing that. This enables us to do something, and to do it very well. It may be incomplete, but it is a beginning, a step along the way, an opportunity for the Lord's grace to enter and do the rest.

We may never see the end results, but that is the difference between the master builder and the worker. We are workers, not master builders, ministers, not messiahs. We are prophets of a future not our own.

## **HEMATECH TOUR WILL HIGHLIGHT MAY EAST RIVER BREAKFAST MEETING**

2004 Summer Meeting Member Tour Chair John McMahon has confirmed an advance Hematech tour for South Dakota chapter members on Friday May 14<sup>th</sup> at 9 A.M. Hematech is a company on the cutting edge of cloning and gene alteration technology for livestock. The livestock herd utilized in this research is physically located in Iowa near Sioux Falls, and the laboratory in Sioux Falls. They have just announced they are building a new 15 million dollar laboratory in the industrial complex, since they are outgrowing their present leased building.

This tour will free up the 40 slots in June for others. We have 13 members committed to attending with a few other maybes. We are in the process of inviting some member prospects as well so hope to have 20 people or close to it in attendance.

Directions: Take Interstate 229 to the Louise exit. Go to 53rd Street and turn west. It is 1 to 2 blocks to Technology Drive where you turn north. Hematech's driveway is about 2 blocks on west side of road.

The plan is to arrive by 9 A.M. for the tour, which will run about 1-½ hours. The West Perkins is booked for about 20 people for a meal 11:00 AM. It is just west of I-29 on 41st Street on the south side of the road. They have a back room area with booths and tables that is semi private...no doors. Those attending the lunch will have an opportunity to visit on summer meeting details.

## **SUMMER TOUR EVENT IS APPROACHING / PLANS FALLING INTO PLACE**

Registration mailers have gone out to PAASD members and ASFMRA members in the state of Iowa, Minnesota, Nebraska, North Dakota, and South Dakota. The information is also posted on the national website.

A couple of errors were discovered in the mailer that went out to all Minnesota, Nebraska, and South Dakota members on April 9<sup>th</sup>. Please note these corrections:

- The top of the registration page says the Reception / Registration is June 15, 2004. It should be **June 16, 2004**. Page 3 correctly states that the Reception / Registration is Wednesday evening, which is June 16.
- The last page of the mailer says that the Hematech tours are Friday morning and Friday afternoon. This is incorrect. Both tours are in the morning at the times outlined in the page 1 registration options. The event will end with lunch at Hefty's at Friday noon and then the buses returning everyone to the motel.

As of April 29<sup>th</sup>, the Finance / Admin Committee had received thirty registrations. The registration counts include six for A-12, seven for M-26, eight for golf, seventeen for Hematech Tour 1, and eight for Hematech Tour 2.

Syngenta Seeds is sponsoring the Thursday night meal. The Scholarship Committee has secured almost \$6,000 in additional sponsorships. Along with the Promotions Committee, they are working on having good recognition for these sponsors at the event.

The HEMPS Committee has most details worked out for lodging, meals, and socializing. The Education Committee has continuing education approvals in place. The Member Tours Committee has bus arrangements made and is working on finalizing tour guides, tour handout material, supplies for refreshment breaks, and laying out bus routes.

**Come one! Come all! Say yes when asked to help out!**

## CHAPTER IS LOOKING AT STRONG FINANCIAL YEAR

In January, the chapter board approved a 2004 budget projecting a \$575 net income. Several income and expense factors have changed positively for the bottom line in the first half of the year.

- The Mitchell Winter Meeting conducted jointly with PAASD generated almost \$24,000 in gross income. After paying expenses, the chapter's share of net income was \$5,070. This compares to a budgeted amount of \$2,800.
- The Summer Meeting Sponsorship Committee under the leadership of Paul Sickler secured almost \$6,000 in sponsorship income compared to the budgeted \$2,500.
- The cost of our legislative research was \$200 compared to the budgeted \$600.
- The Education Committee was successful in getting the summer tour approved under existing continuing education approvals from previous years. This should reduce the continuing education expense for the year to around half the \$300 budget.

This additional income gives the chapter stronger financial reserves and allows the board to consider additional ways we may be able to serve our members and meet our mission statement. A 6-month financial statement and income-expense report will be provided to the membership in July.

## CHAPTER HAS PRESENCE AT BANKER CONFERENCE



The SD Chapter of the ASFMRA had a presence at the SD Bankers Agriculture/Commercial Credit Conference held in Pierre April 14<sup>th</sup> through the 16<sup>th</sup>. Approximately 125 ag/commercial lenders from across the state were present.

This presence afforded an opportunity to answer questions and provide information about the ASFMRA and the appraisal and management services offered. Most of all, it created the opportunity to make new relationships and build on old relationships with ag bankers from across the state.

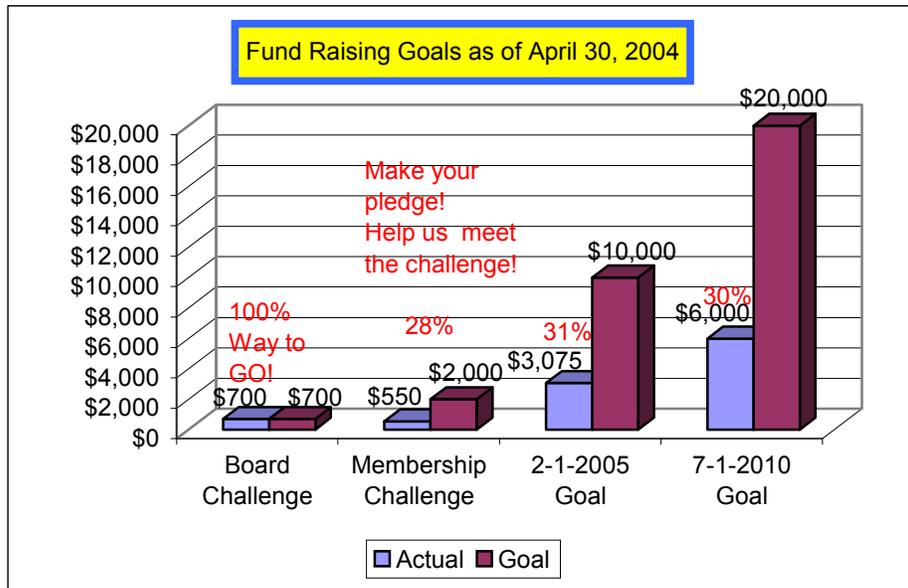
Chapter members Terry Leibel, Ron Ensz, Boyd Waara and Jerry Kjerstad were on hand to represent the Chapter.

## PUBLIC RELATIONS COMMITTEE PLANS PRESENCE AT ASSESSOR CONFERENCE

Last year the Public Relations Committee provided some Black Hills gold jewelry door prizes at the state assessors conference and are planning a similar presence this year. The conference is in Sioux Falls and runs May 26 to May 28<sup>th</sup>.

The banquet is the evening of May 27<sup>th</sup>. President-Elect and committee member Wade Buck will be in attendance at the banquet. The give aways will be done after the meal around 7:00. **We would like to have some East River representation to help Wade out. If interested let Wade know.** Contact Linda at the Union County assessor's office if interested in tickets for the banquet.

## SDSU SCHOLARSHIP FUNDING CONTINUES TO PROGRESS



Thank you to all members who have pledged.

<u>\$1,000 Or More</u>	<u>\$25 To \$500</u>
Anonymous	Brian Gatzke
Jerry Kjerstad (challenge)	Jim Hollenbeck
Paul Reisch	Tom Jass
John Widdoss (challenge)	Shawn Weishaar
	Russell Wyatt
<u>\$500 To \$1,000</u>	
Jim Dunlap	
Jerry Hulm	

**Pledging Details:** You may either pledge a one-time lump sum amount or you may spread the dollars over a few years. If you pledge dollars, the SDSU Foundation will send you a reminder later this year. We need to reach the \$10,000 goal before we can start the scholarship.

### How to pledge or send in funds:

1. Make check payable to SDSU Foundation.
2. In the memo of your check, please write in this: SD – ASFMRA.
3. Please note if you wish to be recognized or prefer to remain anonymous.
4. Send to the attention of Liz Rezak and reference SD-ASFMRA scholarship.
5. If you send directly to Liz, please drop Brian an e-mail for duplicate record matching.
6. Send an e-mail to Brian or Liz and ask for a pledge card.

### Contacts:

South Dakota State University (SDSU)	SD Chapter ASFMRA
Box 525 Reference: SD - ASFMRA	Attn: Brian Gatzke
823 Medary Avenue Brookings, SD, 57007-0499	1521 Calumet Road Brookings, SD, 57006
Attn: Elizabeth (Liz) Rezak Email: <a href="mailto:Liz_Rezek@sdstate.edu">Liz_Rezek@sdstate.edu</a>	Email: <a href="mailto:bgatzke4@brookings.net">bgatzke4@brookings.net</a>

## **LEADERSHIP INSTITUTE OPPORTUNITY IS AVAILABLE TO CHAPTER MEMBERS**

The Leadership Institute sponsored by the ASFMRA and DuPont/ Pioneer will be held in Washington, DC September 11 to 16, 2004.

\* Benefits - Why should you attend the ASFMRA Leadership Institute?

1. Expand your personal background and knowledge of the government of the United States. Meet the people on the frontline who are responsible for passing laws that affect your personal and business life. Learn how to be active within that role and make your voice heard, letting the appropriate individuals know when you oppose as well as support a position dealing with the future of our country. It applies to your own local area of city, county, and state government agencies as well.
2. Provide you the opportunity to personally meet and see the United States Congress and Senate in action. Where does it all happen? How does it happen? What does a lobbyist do? What role can a lobbyist play in influencing a vote? How can you plug into that lobbyist and/or senator or congressman to let your voice be heard on issues that are meaningful to you.
3. You can utilize that knowledge by being able to help lead your organization, utilizing your knowledge gained of the US government as it reflects on issues that affect ASFMRA and all its membership.
4. It includes a special training session presented by Drake and Associates on Association Leadership. It is a working session and you will gain some real insight on how organizations operate. How to address problems, plan for the future of an organization, and be an effective team player inside an organization.

\* Summary of Agenda -

On the first 1½ days the managers and appraisers have different agendas. On Saturday the farm managers are treated to a tour of Washington DC and a dinner hosted by Pioneer. On Sunday the managers travel by train to Dupont/Pioneer's international headquarters in Wilmington, DE. The managers receive a tour of the facility and a presentation on the history of DuPont family's impact on the United States.. Sunday evening is a dinner with the DuPont/Pioneer Global Ag Leadership Team. Monday morning is spent learning from these DuPont leaders. The farm managers return to Washington, DC by Monday afternoon for the continuation of the Leadership Institute.

The appraisers generally arrive on Sunday and tour Washington DC in the afternoon. Monday morning the appraisers typically visit the Appraisal Subcommittee offices, the Appraisal Foundation and other appraisal-related organizations of interest. Past appointments have included the Farmer Mac offices and the offices of the lobbyist for the Appraisal Institute, the American Society of Appraisers and the American Society of Farm Managers and Rural Appraisers.

The agenda for Monday evening through Wednesday evening is the same for the appraisers and the farm managers and is very tightly scheduled. You will begin each morning with a breakfast meeting and speaker. Each day ends with a dinner and speaker afterwards. You will hear from Congressmen, Senators, and lobbyists. You will learn how the lobbyist system works. You will learn from legislative assistants of influential senators and congressmen.

Bring the lessons you will learn back to the Society, back to your local chapter, and your local community.

**Participants need to provide their own airfare to DC and tuition of \$500. National and chapter scholarship funds may be available to help with some of this expense. If any member is interested in attending in 2004 or in a future year, please let President Reisch know of your interest.**

## **APRIL MEMBER PROFILE IS PUBLIC RELATIONS COMMITTEE CHAIR RON ENSZ**

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

I am a “rookie appraiser”. I became State Registered in October 2002. I have taken a combination of Appraisal Institute and ASFMRA appraisal courses and plan to complete three more appraisal courses this year.

Over the last 18 months I have been fortunate to work with and learn from a couple of “seasoned appraisers”. Jerry Kjerstad and John Widdoss have been great teachers and taskmasters and I have learned a lot. I was also able to follow Art Clapp around a few days and learn how the folks “east of the Mississippi” analyze sales.

I am now working with Kjerstad Realty Group. I plan to become a Certified General Appraiser and then pursue my accreditation with the ASFMRA.

### **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.**

See the answer to the previous question, which included the names Kjerstad, Widdoss and Clapp....did I have a choice? Actually, once I was helped into making the right choice, I have been able to experience the benefits of belonging to the SD Chapter of ASFMRA.

The membership creates ...camaraderie, referrals, sales research, ideas, concerns, lobbying entity. I look forward to the summer meeting in Sioux Falls to meet members from the SD Chapter as well as those attending from other state chapters. I have attended the national conventions the last two years and look forward to attending the 2004 national convention in Sacramento.

### **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 family farm near Marion, SD and graduated from SDSU in 1979. I worked for Farm Credit Services in Minnesota, Colorado and western South Dakota for over 20 years. I have lived in Belle Fourche since 1990. I married a Canistota girl, Paula, in 1981 and we have three children: Stuart-HS Junior, Lizabeth- 8<sup>th</sup> Grade, Margo- 6<sup>th</sup> grade.

Funny how hobbies seem to be the things a person likes to do but can't find time to do anymore....for me it is fishing, camping and hiking. However, I still seem to get a fair share of hunting and an unfair share of golfing in during the year. Most of my free time is spent at soccer, basketball, volleyball and softball games with a few music concerts and recitals thrown in.

### **Describe a few memorable or unique experiences in your life.**

I can't recall “unique” experiences but I have enjoyed the opportunity to meet and visit with many farmers and ranchers over the last 25 years. Being able to see the farms and ranches through their eyes and listening to them tell the story of their “place” is interesting to me.

