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SOUTH DAKOTA CHAPTER
AMERICAN SOCIETY FARM MANAGERS & RURAL APPRAISERS

12/04



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

DATES TO REMEMBER!

2005

- January 13 - West River Breakfast Meeting (9 A.M.) –
Rapid City Rodeway Inn
January 14 - East River Breakfast Meeting (9 A.M.)
Sioux Falls Rolling Pin
February 9 - Chapter Education Seminar / Annual Meeting & Social
February 10 - USPAP Update Seminar (Chapter / PAASD)
February 11 - Appraisal Institute Scope of Work Seminar (PAASD)
Sept.22-23 - Spearfish Conference w/PAASD, WY ASFMRA, WY AI
October 27-29 - ASFMRA Annual Meeting – Austin, Texas

2nd Week February 2007 - ASFMRA Annual Meeting with ASAC and
NAICC in Atlanta, Georgia

July 18-25, 2009 – International Farm Management Conference in
Bloomington, Illinois co-hosted by national ASFMRA and Illinois ASFMRA
chapter

PRESIDENT'S MESSAGE - As we end 2004, chapter members are
finalizing chapter and individual initiatives.

- Board members are finalizing their contacts with members regarding their willingness to help with committee activities in the next two years. We appreciate the positive response from those contacted to date.
- Some members are working to complete demonstration appraisals so that they can sit for the accreditation exam in June 2005.
- Scholarship Fundraising Committee members are making sponsor and member contacts for donations. This is going well and we will be able to select a scholarship recipient in March 2005 for the fall 2005 semester.
- Education, Social, and Nominating Committees are completing their tasks in preparation for the February 2005 meeting in Mitchell.

Thank you to all who have contributed to a successful 2004 for the chapter.
Enjoy the holidays!

EAST RIVER BREAKFAST MEETING LOCATION CHANGE

The Front Porch Grill has closed. The Friday January 14th meeting will be held at the Rolling Pin. The Rolling Pin is located at 3015 West Russell Street. It is on the west side of the street next to the Super 8.

AGENDA SET FOR MITCHELL MEETING IN FEBRUARY

A full schedule with variety is set for the joint meeting of SD ASFMRA and PAASD (Professional Appraiser's Association of South Dakota February 9 thru 11 in at the Holiday Inn in Mitchell.

SD Chapter activities will be the focus of Wednesday February 9th.

Education: The Chapter Education Committee under the leadership of Ordean Eddy and Jack Davis has put together an interesting set of informative seminars that will begin with registration at 8 a.m.. Members can attend either half day or the entire day. The morning seminar running from 8:30 –11:30 is titled:

“Meth Labs: Identification and Hazards, Signs and Symptoms of Meth Use.”

Darcy Jensen, President and Executive Director of Prairie View Prevention Services, Inc. the largest drug and alcohol prevention agency in South Dakota is the scheduled instructor. Darcy is responsible for the creation of MAPP-SD, the Methamphetamine Awareness and Prevention Project of South Dakota.

Program Summary:

Signs and Symptoms of Meth Use

An increasing number of Meth users are showing up in homes, offices and emergency rooms across the state with signs and symptoms of meth use. Would you be able to identify Meth as the cause of their behavior? Are you aware of the risk when dealing with a person who is high on meth? This session will take a look at the physical, psychological and the social effects that Meth users experience.

Meth Labs: Identification and Hazards

Meth labs are dangerous and explosive. This workshop will detail the types and combinations of items and chemicals that are used to make Meth. The dangers that surround both the actual “cook” and risks for anyone coming into contact with the lab environment will both be explored. As an appraiser or farm manager, you will be able to identify a lab environment and have the tools to know where to report a suspected lab.

After an hour lunch break, the afternoon session with a variety of speakers will begin at 12:30.

12:30--2:15 Sun Grant Initiative Overview; Research of Biomass Production for Ethanol Use and Carbon Sequestration

Dr. James Doolittle, SDSU Plant Science Department, will present an overview of the Sun Grant Initiative and how it may affect land values and use. Dr. Vance Owens, SDSU Plant Science Department, will explain the current research dealing with production of biomass for energy, another way of adding value to forage crops and how this may lead to changes in land use. Dr. Do Kyoung Lee, SDSU Plant Science Department, is currently involved in research dealing with the sequestration of carbon. He will present the current research and its affect on land use and values.

2:30—3:30 Patrick Zimmerman; Carbon Credits Update of Current Science
Dr. Patrick Zimmerman, South Dakota Tech Director of Institute of Atmospheric Sciences Department, recently received a USDA grant to research the Carbon Credit market. Patrick will explain the Carbon Credit market and how it may affect land values and use.

3:30—4:30 Larry Jansen; Land Market Survey
Dr. Larry Janssen, SDSU Economics Department, teaches courses in agricultural policy, agricultural finance, and rural real estate appraisal. His research focuses on agricultural land market and land use issues. Larry will present information dealing with the land market survey and land market trends.

MITCHELL MEETING AGENDA CONTINUED

Membership Meeting: After a short break, the SD Chapter will hold its annual membership meeting from 5:00 to 6:30 p.m. The agenda will include financial report, update on committee activities / plans, and elections.

Social: Following the meeting, the SD Chapter will host a pizza social until 9:30 p.m.

Thursday February 10th: The SD Chapter and PAASD are jointly sponsoring a 7 hour USPAP Update course instructed by Alan Hummel of the Appraisal Institute. This course will qualify for the state license requirement for 7 hours on USPAP update every two years.

Friday February 11th: PAASD is sponsoring the Appraisal Institute course “Scope of Work: Expanding your Range of Services” instructed by Alan Hummel.

The scope of work decision is one of the most critical decisions you will make in the initial development of your report. This decision, resulting research and analysis, and proper communication of both client and intended user(s) can be keys to a beneficial relationship with clients and increased future success.

This seminar addresses the wide range of services you can offer your current and potential clients. It also clearly highlights the practical application of the scope of work decision in a variety of everyday appraisal assignments. Understanding scope of work will provide you with new appraisal and consulting opportunities, improve profitability and increase client satisfaction, all without breaking any rules! You will learn how to customize your work, gain flexibility, and provide your clients with services that further satisfy their needs.

After completing this seminar, you will be able to

- Understand the evolution of scope of work in USPAP and the level of flexibility it provides in today’s appraisal assignments.
- Recognize the responsibility to understand the clients’ intended use of the assignment results and how that affects the appropriate scope of work.
- Demonstrate the ability to make the appropriate scope of work decision for a variety of assignments.
- Write a clear, concise, and accurate scope of work statement for an assignment.
- Understand the wide range of services you can provide to meet clients’ varied needs.

A registration flyer with schedule and registration rates was sent the week prior to Christmas. It was discovered that chapter members not on the SD licensed appraiser list were not included in the mailing. Flyers were sent to these members the last week of December. If members do not have a flyer by the end of the first week of January, please contact the PAASD office at 605-945-1231 or rvmcnalyvance@aol.com

A good turnout of chapter members on Wednesday and Thursday has a significant positive effect on the chapter meeting its financial goals. Members are encouraged to use this education to meeting their continuing education needs. Make your plans to attend this great meeting of education and networking!

CHAPTER MEMBERS WILL VOTE ON DIRECTOR BYLAW CHANGE

At their October 7th meeting, the board approved a bylaw change to better match the number of directors to the total chapter membership. The change will result in increased directors as the chapter membership increases.

Proposed Changes in Bold

Section 2. Composition. The Chapter Board of Directors shall consist of members of ASFMRA and/or ASAC.

- A. There shall be elected annually from the Membership: President, President Elect and Directors (for appropriately vacated positions). A Secretary/Treasurer or Secretary and Treasurer may be elected by the membership or employed by the Board of Directors.
- B. The elected officers of the Chapter and the immediate past President of the Chapter shall be voting members of the Chapter Board of Directors, plus **a minimum of three Directors elected at-large from the membership. For every ten members* added after 30 members, another director will be added up to a maximum of 9 directors. The number of directors for the upcoming election will be determined based upon September 30 membership numbers of the previous year.**

*** Members shall be defined in the context of this by-law as those belonging to the academic, accredited, ASAC dual, associate, candidate, and professional categories.**

Section 3. Term.

- A. The term of each elected officer shall begin on the adjournment of the annual Business Meeting or at such time that the Board declares an office vacant. Officers shall continue in office for a term of one year or until their successors shall have been elected and shall have accepted their offices or until the elected officer's resignation has been accepted by the Board.
- B. The term of a Director shall be for three years. Directors shall be elected at-large. **At least one director shall be elected each year.** Director terms shall be staggered so as to provide continuity. A director shall not serve more than two consecutive terms.

The need for this change surfaced as a result of the chapter member increase as defined above from 30 members two years ago to 43 members as of September 30, 2004. **This by law change will be presented to the chapter membership for approval at the February 9th Annual Meeting. Approval will result in an increase in directors from three to four.**

NOMINATING COMMITTEE SECURES CANDIDATES FOR BALLOT

Chair Jim Hollenbeck and members Wade Buck and Shawn Weishaar have completed their work and nominations are in place for the 2005 elections to be held on February 9th at the chapter membership meeting at the Mitchell Holiday Inn beginning at 5 p.m.

Chapter Officer Nominations:

President	Wade Buck	President Elect	Ron Rucker
Secretary	Jack Davis	Treasurer	Jim Dunlap

Board Member Nomination:

Tom Jass (re-nominated for second term)
Ron Ensz (new board position if bylaw change is approved by members)

2005 Nominating Committee Member:

Boyd Waara (Will join Immediate Past President Paul Reisch as Chair and a member to be appointed by President and/or board.)

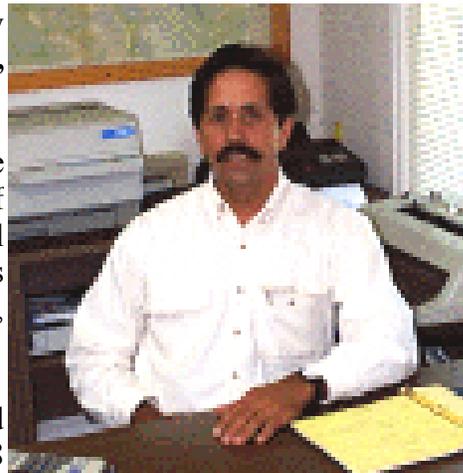
Other nominations can be made at the meeting on February 9th.

MEMBER PROFILE IS JORGE VICUNA

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

I began managing property for my grandfather in Chile in 1975. At the time, I was attending the Agricultural School of the University of Chile at Talca. The country had just been through some massive social upheaval, with the elected socialist government being deposed by arms and the economy in total shambles. Thus, I received a dual education, hard knocks and academic.

I graduated Cum Laude as a practical agricultural engineer specialized in "Fruit Culture" (fruit crops and vineyard / wine making) in 1978 and moved to the U.S. with my new wife Connie.



I worked for Northrup King in their export department as a sales correspondent until we moved to South Dakota in 1983. I met Mac Haskell, who introduced me to his family's business in 1985 and I began the purchase of Haskell Agency in 1987. I began the Membership / Accreditation process for ASFMRA in 1992 and became Accredited in 1994.

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.

Being a foreigner, I was frequently confronted with the question of my competence and ability to perform, so it was easy to see the value of accreditation. I was impressed with the quality of the course work and the people taking the classes.

Once I attended the national meeting and met some of the other managers / appraisers, and some referrals were sent my way, there was little question as to the value of membership. That remains in place today, although I am not as active as I once was. The national meetings are educational, economically beneficial, and entertaining.

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 am Chilean born and Naturalized as a U.S. citizen in 1995. My ethnic background is quite varied, but it appears that the dominant strain is the French / Spanish Basque. My wife is also of varied ethnic background, but mostly Northern European. We have two children, Jorge N. (24) who lives in Sioux Falls, and Elisa M. (19) who is attending University of Minnesota in the Twin Cities.

I am a very physical person and love active sports, fast sailing (catamarans), and hunting (Upland birds). I have four hunting English Springer Spaniels, and used to play ice hockey in winter and soccer in summer.

I like investments (stock market), Apple computers, and digital photography. I am an Episcopalian and like my church for its acceptance of quiet faith. I also have some mechanical ability and I am trying to maintain / restore a 1960 vintage JD 2010.

Describe a few memorable or unique experiences in your life.

In August of 2000, I was broadsided by a full size pickup right behind my driver's door at a rural intersection. That brush with fate has changed my priorities and outlook on life. It has been a long road to recovery, but I am doing better.

SUGGESTIONS ON HOW TO HAVE A HAPPY AND REWARDING NEW YEAR

*

Whistle

Slow Dance

Keep secrets

Floss your teeth

Sing in the shower

Don't nag * *Don't* gossip

Be *there* when people need you

Strive for *excellence*...not perfection

Take a nap on Sunday afternoon

Compliment even small *improvements*

Leave the toilet seat in the down position

Don't expect money to bring you *happiness*

Enjoy real maple syrup * *Learn* three clean jokes

Commit yourself to constant *improvement*

Say "thank you" - *alot* * say "please" - *alot*

Live your *life* as an *exclamation*not an explanation

Feed a stranger's expired parking meter * Be a *good* winner

Always accept an *outstretched* hand * Listen to your *children*

Be *thankful* for every meal * *Don't* be afraid to say..."I'm sorry"

Don't take good health for granted * *Don't* tailgate * Count your *blessings*

Never give up on anyone...*miracles happen* * Be *kinder* than necessary

Never refuse homemade brownies * *Never* give fruit cake * *Become* someone's hero

Treat *everyone* you meet...like *you* want to be treated * *Be forgiving* of yourself and others

Don't rain on other people's parade * *Once* in your life...own a convertible

Never waste an opportunity to tell someone you *love* them * *Keep* it simple

Improve your performance by *improving* your attitude * *Keep* good company

Return all things you borrow * Call your mother * Drink 8 glasses of water a day

Make *new friends* but cherish the *old* ones * Watch a *sunrise* at least *once* a year

Be the first to say "Hello" * Avoid negative *people* * Focus on making things better

Take care of *your reputation*.....it's your most *valued asset* * Look *people* in the eye

Wear polished shoes * Be a *good* loser * *Don't* postpone *joy* * Keep your *promises*

Marry only for *love* * Make it a habit to *do nice things* for people who will never find out

Never deprive someone of *hope*...it might be all they have * Wave at *kids* on school buses

Think *big thoughts* but relish *small pleasures* * *Surprise* loved ones with little unexpected gifts

Buy whatever kids are selling on card tables in their front yards * *Sing* in a choir * *Don't* interrupt

Never underestimate the *power of love* * *Become* the most *positive* and *enthusiastic* person you know

Show respect for all living things * Plant *flowers* every spring * Remember other *people's* birthday's

Stop blaming others...*take responsibility* for every area of your *life* * *Take* time to smell the roses

Take good care of those you love * Take your dog to obedience school-you'll both learn something

Do more than is expected * *Cherish your children* for what they are, not for what you'd like them to be

Judge your success.....by the degree you're enjoying peace, *health and love* * Rekindle *old friendships*

Support your community * *Support it generously* with your time and money

Live so that when your children think of *fairness, caring,*

and integrity...they think of you

VOTE

Learn CPR

Leave *everything a little better* than you found it