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SOUTH DAKOTA CHAPTER

3/04

AMERICAN SOCIETY FARM MANAGERS & RURAL APPRAISERS



*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, Reception, Canaries
- June 17-18 - Regional Summer Meeting with Minnesota & Nebraska in Sioux Falls – Tours & Evening Meal @ 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

Thanks to all who attended the March educational offerings, membership meeting, and social activities. There appeared to be many activities that did enhance our members' ability to succeed in their professions. Several potential members discussed joining with us and we hope to have several additional members in the near future.

We welcome Mike Cooper to our chapter as our newest member. Mike lives in Pipestone, works for Farmers National, and has South Dakota territory. Mike is Minnesota chapter AFM member, Past President, and their representative on our 2004 Summer Tour Committee. Mike was in attendance at Mitchell.

Our Scholarship funding is off to a great start. See the article on this for details, progress, and how to process your pledge and / or donation.

Ron Ensz, Public Relations Chair, will be sending an e-mail soon regarding a booth at the April Ag Banker's Conference. This should be a good opportunity for members to build relationships with lenders. Say yes to helping Ron if this can benefit your business.

MITCHELL EDUCATIONAL OFFERINGS PROVE POPULAR!

A full schedule of education for the joint meeting of SD ASFMRA, PAASD (Professional Appraiser's Association of South Dakota), and PSSASD (Professional Soil Science Association of South Dakota) in Mitchell March 10 thru 12th provided members with current technological information on a variety of topics.

On Wednesday March 10th, almost eighty people attended the Appraisal Institute course titled Appraiser Valuation Modeling Workshop and learned how to use and present statistical information in the appraisal process. Over eighty people were in attendance on Thursday, when Sherry Bren, Director of the Appraiser Certification Program, shared information and answered questions on department operation and complaint issues.

On Thursday morning, participants could choose between Craig Steinley's seminar on most frequently violated USPAP standards or the technology oriented Office Max & Brookings County Director of Equalization - Pro Map presentation. Office Max shared information on digital cameras, printers and other computer hardware. The Brookings County Director of Equalization & Pro Map representatives showed attendees the present and future vision of Internet accessibilities relative to county courthouse information.

In the afternoon, some attended the Fannie Mae Fannie Mae Manufactured Housing Guidelines Seminar at Dakota Wesleyan while others heard about technological capabilities related to aerial photos and soils in agricultural appraising and farm management.

Jamie White of Farm Service Agency gave attendees an understanding of the current and near future information that will be available online from FSA. Bob Nielson of Applied Soil Technology shared GIS potential products and services along with a computer software demonstration on these.



On Friday, the more than 70 attendees included Professional Soil Scientists of South Dakota members. Several PSSASD members presented information on soil survey basics, soil productivity ratings and how to use them, soil quality / fertility, wetland determinations, and nutrient management planning for animal feeding operations.

Highlight's were Jim Millar's presentation of the Spink County soil information now available on CD and Doug Malo's thoughts on how soil productivity ratings can aid appraiser's in their analysis of sales and subject properties.

The excellent turnout at the seminars made the week a financial success for the organizations as well as providing top quality continuing education.

EXCELLENT TURNOUT FOR CHAPTER'S ANNUAL MEETING IN MITCHELL

After Thursday's education seminar on March 11th, twenty-four members were in attendance for the chapter annual meeting along with five prospective members. Highlights:

Committee Reports: Members were brought up to date on 2003 activities / accomplishments and 2004 plans for the Social (Ron Rucker), Membership (Paul Sickler), Mentoring (Paul Reisch), Public Relations (Wade Buck), Education (Ordean Eddy), and Technology (Jim Hollenbeck) committees. Details of 2004 plans and results will be shared in future newsletter articles.

2004 Regional Summer Meeting:

Wade Buck reported on the summer meeting planning reminding everyone of the educational offerings. He thanked all committee chairs and encouraged members to attend and assist committees to ensure a successful event.

November Sacramento Annual Meeting / Foundation Auction

Donation. The board approved spending up to \$500 on Black Hills Gold to donate to the foundation auction. If interested in attending the National meeting, contact Paul Reisch.



Leadership Institute: Paul briefly explained the Leadership Institute to the membership. Chapter members Jim Dunlap and Jerry Kjerstad have previously attended. The board may consider scholarships for this in the future. Paul asked members to let him know if they were interested in the program. More details on the program will be shared in a newsletter article next month.

Legislative Research Report & Status: See separate article in this newsletter.



Nominating Committee Report &

Elections: Chair Jim Hollenbeck reported the nominations and the members approved the nominations and elected the following:

President:	Paul Reisch
President-Elect:	Wade Buck
Treasurer:	Jim Dunlap
Secretary:	Jack Davis
Director:	Perry Beguin
Nominating Committee:	Shawn Weishaar

We thank outgoing board director Ron Rossknecht for his service to the chapter the past three years.

SDSU Scholarship Fundraising: See separate article in this newsletter.

MITCHELL MEETING OFFERED MEMBERS NETWORKING SOCIAL ENVIRONMENT

After Thursday's chapter annual meeting, members enjoyed a pizza supper and refreshments courtesy of the Social Committee chaired by Ron Rucker. All educational seminar participants were invited to join the members for the pizza supper and many attended.



A highlight of the social was the drawing for a GPS system donated by Cabela's. All SD Chapter and PAASD members registered for education and in attendance at the social were eligible for the drawing of \$300 GPS system. President Paul Reisch was asked to draw the winning name and drew his own! Many in attendance took advantage of the opportunity to kid Paul about the process of drawing the winning name.

TECH TIPS

This link <http://www.everythingusb.com/usb2/faq.htm> does a great job of answering questions and issues related to USB. If you are wondering if your system has the newer USB 2.0....this is a great site to check out.

The new USB 2.0 standard is a great option for those of you looking for data backup solutions such as external hard drives or CD/DVD burners.

For those of you that are interested in learning more about Geographical Information Systems (GIS) and software.....this is a great site: <http://data.geocomm.com/>

For those of you who were not interested in the Spink County soil data, but would still like to get the Arc Explorer software (free version)....here is the link:
<http://www.esri.com/software/arcexplorer/aedownload.html>

This link takes you to the main site for the Electronic Field Office Technical Guide (eFOTG):
<http://www.nrcs.usda.gov/technical/efotg/> This site acts as a main portal to technical data in all of the NRCS field offices in the US.

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 14th at 9 A.M. Hematech LLC breed cattle genetically altered to produce human antibodies. This tour will free up the 40 slots in June for others. If we have room on this May tour, we plan to invite some member prospects to join us. We will need a count of members planning to attend on the 14th so we can know if this is possible. East River members will receive a separate communication in early April to find out this information. West River members intending to attend on May 14th, should let Paul Reisch know of this intention by April 19th.

SDSU SCHOLARSHIP FUNDING OFF TO GOOD START

The memorandum of understanding shared in the last newsletter has been signed with the Foundation.

Date established: March 2004

Goals: \$10,000 by February 1, 2005; another \$10,000 by July 1, 2010

First award: Intended to be first awarded in spring of 2005 for the '05-'06 school year

Type of scholarship: Established as an endowed fund. Principal will be invested into perpetuity and earnings will be awarded (at a 5% payout rate) annually.

Purpose: Created to develop and support student interest in the rural appraisal, farm management, and agricultural consulting professions and to encourage students to become American Society of Farm Managers and Rural Appraiser (ASFMRA) chapter members.

Eligibility criteria: Upper level undergraduate students enrolled in the College of Agriculture and Biological Sciences will be eligible for this scholarship. A cumulative GPA of 2.5 minimum, or upper half of class ranking, is required – along with a stated interest in considering rural appraisal, farm management, or agricultural consulting as a career.

Other preferences: If possible, the following preferences will also be considered:

- a) Community service achievements and demonstrated leadership qualities,
- b) Completion of or current enrollment in the Rural Estate Appraisal course (Econ 373 / Plant Science 373) or the successive course if this one is no longer offered at SDSU,
- c) South Dakota resident,
- d) Financial need.

Additional info: Gifts to the SDSU Foundation, a 501(c)(3) charitable organization, are tax deductible. Those making contributions will be recognized as donors to the College of Agriculture and Biological Sciences in the annual "Honor Roll" publication. Representatives from the South Dakota Chapter of the ASFMRA will be invited to present the award each year at the College of Agriculture and Biological Sciences' scholarship banquet.

Funding Status: Nine members have made pledges or challenges.
Chapter Budget donation of \$500 has been made.
Board member challenge of \$700 has been met - \$1,400 total.
Members have made additional 2004 pledges / donations – \$1,075.

These total \$2,975 or almost 30% of \$10,000 goal.

\$450 of the 2004 member pledges count toward the \$2,000 challenge from Kjerstad / Widdoss to the membership. Help the chapter meet this challenge.

SDSU SCHOLARSHIP FUNDING OFF TO GOOD START (continued)

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. If we exceed our goal, the scholarship \$ will increase. If you wish to send in the funds with your donation, please see the notes below:

Contacts:

South Dakota State University (SDSU)
Box 525/SDSU
Reference: SD-ASFMRA
823 Medary Avenue
Brookings, SD, 57007-0499
Attn: Elizabeth (Liz) Rezak
Email: Liz_Rezek@sdstate.edu
Phone: 1-888-747-7378
Fax: 605-697-5641

SD Chapter ASFMRA
Reference: SD-ASFMRA
Attn: Brian Gatzke
1521 Calumet Road
Brookings, SD, 57006
Email: bgatzke4@brookings.net
Cell Phone: 605-691-2119
Home: 605-692-2119
Fax: 605-332-0243

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.

Matching Funds: Some companies offer matching funds. If you have a spouse who works for one of these companies, a donation in the spouse name will double the gift! Our account must be indicated when matching \$ is sent in. Here is a listing of some companies that match funds for their employees who donate to SDSU.

Agriliance	Dow	Merrill Lynch	Pioneer Hi-Bred
Anheuser-Busch	East River Electric	3M	Charles Schwab
BASF Corporation	Harley-Davidson	Monsanto Co.	Sprint
Black Hills Corporation	The Home Depot	Mutual of Omaha	State Farm
Caterpillar Inc.	Hormel Foods Corp.	OtterTail Power Co.	US Bankcorp
Citigroup	Land O'Lakes	Pfizer	Wall Drug
ConAgra Inc.	Lutheran Brotherhood	Pepsi	Wells Fargo Bank, NA

Recognition: If you wish to remain anonymous, we will honor your request. However, if you do not indicate a preference, we will recognize you in our publications. Paul Reisch will edit the document. Please send comments to either Paul Reisch or Brian Gatzke. The next newsletter will have a list of members who have pledged / donated into the scholarship fund.

Volunteers: The SD Chapter of ASFMRA needs your help to reach our goal. We need four volunteers to help reach out to our fellow members. In addition to fundraising volunteers, we need volunteers to assist with interviews for next year. Please send an e-mail to Brian and let him know what you can help with.

ADVISORY COUNCIL GETS NEW MEMBERS / HOLDS FEBRUARY MEETING IN PIERRE

Chapter member Jerry Kjerstad completed his second 4-year term on the Council this past year. The ASFMRA SD chapter nominated Jerry Hulm as a candidate for this position and was recently selected to fill the position. We thank both Jerry's for their commitment to serve our profession in this manner.

Tom Rysavy, PAASD board member from Sioux Falls, was also a candidate for the vacancy. Tom has been selected to fill the position now held by Verne Hansen of Brookings when his term is completed a year from now.

Council member Jim Hollenbeck was in attendance at the February 20th meeting and reported the content of the meeting for chapter members.

- Roger Novotny is the new council member representing the Division of Banking
- Review Case Report:
 - Upgrades: 2 Pending, 1 Issued
 - Complaints: 2 Pending (2004), 2 Pending (2003), 1 Pending (2002)
Sherry thinks there are maybe two more new 2004 cases not on the report.
Could be an upward trend in complaint cases compared to last year at this time.
- Budget Update
 - Revenue to date for 2004 = \$101,494
 - Expenses to date for 2004 = \$ 49,775
- Discussed the Q&A session for the upcoming meeting in Mitchell
- Looking into possibly using a similar web based system that the brokers association uses to log and track cont. educ. Dee Jones talked to us about it.



Cont Educ System
Example.pdf

- Discussed "What Determines an Appraisal Practice" based on inquiry received by Sherry [see attached]



Response...Apprais
al Practice

- Reciprocal Licensees - New Rule for Deferral of Continuing Education
- Discussed planning for handling of review caseload that will be a result of the implementation of the new AQB Criteria.

New AQB Criteria - Plan for the future (comments due by 3/15)

LEGISLATIVE RESEARCH COMPLETED / BOARD SUPPORTS PAASD EFFORTS

Jerry Hulm reported at the recent membership meeting on the research conducted by Jerry and Terry Leibel. The cost to SD Chapter was \$200. Suggestions if action were required would be to follow North Dakota and Wyoming statutes as a model. The governor would appoint the 5-member board. The Real Estate Commission would not be involved in discipline action. The Board would conduct review of complaints. If deemed valid, the appraisal would be subject to a full review. Board members would be reimbursed for their expenses. It appears that such a Board without some subsidizing of administrative expenses and / or going to a part-time employee would be cost prohibitive relative to appraiser license fees. Jerry would require 10 days to prepare if action is required before the legislature.

PAASD has interest in establishing a peer review committee to recommend action on complaints with a likelihood of using Advisory Council appraiser members as the peer review committee. PAASD sees this peer review committee advising the Executive Director of the Appraiser Certification Program on the validity of a complaint requiring an appraisal review and on needed disciplinary action once a review is completed.

PAASD has formed a committee of President Terry Leibel, Director Clint Hall, and member Al Hatzenballer to develop a written recommendation for peer review to the Executive Director and Advisory Council. Chapter board discussion on the concept included concern of liability for peer review committee. It was suggested that contracting with these peer review committee members for a nominal fee might resolve this concern.

The discussion also highlighted the need to better address value concerns in the complaint process as communicated in the board's June 2003 recommendation to have a process option of reviewing value. The party issuing the complaint should be required to pay for the review if complaint is not valid; if valid, then appraiser would pay for the review.

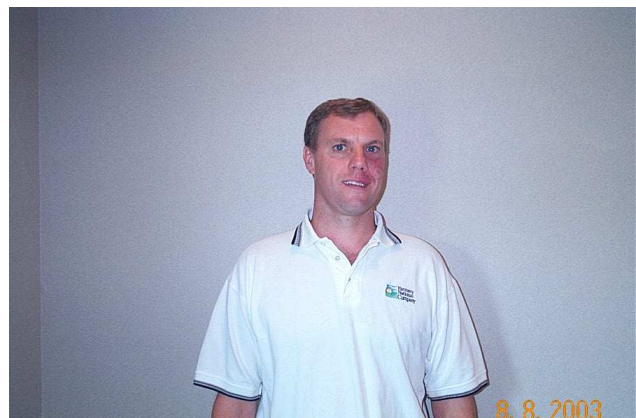
The board passed a motion at their March meeting to support PAASD's actions in recommending the peer review as part of the Advisory council with President Reisch to address liability concerns and review process regarding complaints on value in communication with PAASD.

MARCH MEMBER PROFILE IS MEMBERSHIP COMMITTEE CHAIR PAUL SICKLER

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

I have worked for Farmers National Company since 1989, when I graduated from college. Most of my time is spent in day-to-day management of client farms, as well as duties as a Real Estate Broker.

I manage and sell farms in 3 counties in South Dakota and 4 counties in Northwest Iowa. I also have business development duties for that area.



Each clients has their own unique goals and objectives for their farmland. Most clients are provided the services of rental of the farm, accounting and financial records, crop marketing, land conservation and handling of government farm programs, insurance and real estate taxes. I have various leases on the farms I manage ranging from cash rent, net share, crop share, custom farming, and modified custom farming. These are based on the objectives of the client as well as the productivity of the farm.

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.

I have been a member of ASFMRA since beginning my employment in 1989. Early on, I was a member of the Iowa Chapter and since moving to South Dakota in 1994, have been a member of both Iowa and South Dakota chapters. Farmers National Company has encouraged involvement in the ASFMRA and has made it easy to belong. I started taking AFM courses in 1992 and received my AFM designation in 1995 at the national Meeting in New Orleans. My AFM certificate is signed by John Widdoss as National President at that time.

Iowa has had a large chapter for many years, so when arriving in South Dakota, the chapter meetings were kind of a shock to me. In fact, I wondered for a couple of meetings whether the chapter could continue. However, I have enjoyed the enthusiasm of the current chapter officers and board and my personal involvement in helping the chapter to grow. The longer that I have been a member of the South Dakota chapter, the more I have enjoyed it and the more benefits that have come my 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).

I'm a town kid from Sherburn, Minnesota, right on I-90, about half way across southern Minnesota. Spent all of my free time on my uncle's farm and in FFA in high school. I have an Ag Ed degree, with an Ag-Economics minor, from the University of Minnesota in St. Paul. Since graduating from college in 1989, I have been with Farmers National Company.

I started with Farmers National Company in Des Moines, where I spent almost one year prior to the company buying out Doane Farm Management Co. In 1990, I moved to the Webster City, Iowa office where I managed farms and sold real estate until 1993. After a short stint teaching Adult Farm Business Management in Southern Minnesota, I came back to Farmers National Company in the summer of 1994 in Sioux Falls.

My wife and children are a big part of my life. I have a wonderful wife, Karen, of 14 years and 2 children 13 and 10. They are involved in Tae Kwon Do, Soccer, piano, and school activities, which at their ages, keeps us running most weekends. But, we love it and enjoy the time with them.

I like to hunt and fish whenever there is opportunity, who doesn't in South Dakota? We are getting into the second year of a 2 year landscaping project, so that keeps me busy during the warmer months of the year.

Describe a few memorable or unique experiences in your life.

I can't think of anything unique about myself, although my wife would probably say that I am very unique. One thing is that 5 years ago I had laser surgery done to my eyes. I was very blind without contacts or glasses. After the surgery, I can see very well, without help of glasses or contacts. It is extremely nice waking up every morning and being able to see the clock, etc. without glasses. Also, I have been in the same job since graduating from college, which is a little unique these days. Although, I did leave for about 3 months to do some teaching in Adult Ed and was able to come back to the same career.