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SOUTH DAKOTA CHAPTER
AMERICAN SOCIETY FARM MANAGERS & RURAL APPRAISERS

11/04



*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 Front Porch Grill
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 - This month's trip to Sacramento for the
national meeting was another enjoyable and worthwhile experience. One has
to experience the networking with other members across the country to really
appreciate how this does "enhance one's ability to succeed in your
profession"! I urge all who have never gone to consider attending the 2005
meeting in Austin.

The South Dakota chapter newsletter was highlighted at Executive Council
meeting as a "best practice" for other chapters to implement. Other details
from the Sacramento meeting are highlighted elsewhere in this newsletter. I
will use the balance of my space to provide business meeting highlights:

- Valid reasons for \$160,000 budget increase over 2004 actual expenses were provided. This includes about \$50,000 in one-time expenses and committee budgets for committee member expenses that are not usually submitted by the committee members.
- Approval of \$25 dues increase for 2005-06 year for all membership categories except student membership, which was reduced to \$25. Separation of expenses between appraiser and manager disciplines will occur in 2005. May result in by law change proposal next year for dues along discipline lines. Long-term solution is implementation of strategic plan "umbrella concept" with other entities.
- AMAI now has 6 clients including ASFMRA and the ASFMRA Education Foundation.
- AMAI will be hiring an Executive VP focused on obtaining new clients and making the entity successful financially.
- ASFMRA will hire their own Executive VP (part-time focused on ASFMRA member service and likely a short-term position).

CHAPTER MEMBERS ENJOY SACRAMENTO ANNUAL MEETING

The ASFMRA meeting in St Louis offered an informative educational program, an update on the organization 2004 activities / 2005 plans, a good time at the Education Foundation Auction, and networking opportunities with members from other states.

Twelve chapter members (25%) were in attendance including John Brost, Art Clapp, Tom Jass, Terry Hobson, Allan Husby, Jerry Kjerstad, Bruce Magnus, Kathleen Peterson, Paul Reisch, Paul Sickler, John Widdoss, and Veronica Widdoss.

Academic member Dr. John Cole was honored at the Friday Membership Breakfast as one of three recipients of the Gold Quill Award. The Gold Quill Award is awarded each year to the authors of the most outstanding article published during the year in the *Journal of the American Society of Farm Managers and Rural Appraisers*.



Authors Dr. John Cole and Dr. Larry Janssen from South Dakota State University and Dr. Bruce Johnson from the University of Nebraska-Lincoln were the authors of **“Equity and Risk Associated with Share and Cash Leasing: A Nebraska and South Dakota Case Study”**. The article can be found on the www.asfmra.org website under members only, then member library, then journals.

Six AFM’s, eleven ARA’s, and 4 RPRA’s were presented at the Friday Membership Luncheon. This was the highest number in four years. Chapter member Allan Husby received his ARA at the luncheon.



Members enjoyed a fun time at the Foundation Auction held on Friday night. Jerry Kjerstad won the \$100 cash prize raffle. The Black Hills gold donated by the chapter sold well on the silent auction. The items cost the chapter \$440 and generated over \$1,100 for the Foundation at the silent auction. A special highlight of this year’s live auction was 2004-05 President Tom Boyer’s appeal for members to make special cash donations to the Foundation in memory / honor of Deb West, long-time Denver staff member, who died of cancer earlier this year. Over \$7,800 was donated by the membership.

Deb West’s two sisters and mother were presented with the Volunteer Service Award at the Saturday Membership Breakfast. At the Saturday Membership luncheon, Deb was honored with the D. Howard Doane Award.

CANDIDATE APPRAISER MEMBERS HAVE TWO YEAR WINDOW

At the Sacramento national business meeting. Appraisal Education Chair Jeff Berg urged candidate appraiser members with most or all of their education requirements for accreditation to get in gear!

Currently, appraisers need 180 education hours for a general certified state license and 300 education hours plus an acceptable demonstration report to sit for the Accreditation Exam. On January 1, 2008, 300 education hours will be needed for the general certified license and over 400 education hours will be required to sit for the Accreditation Exam. Currently, an additional 45 hours of education is needed for the RPRA. In 2008, the additional hours above the ARA requirement will double to 90 hours.

Demonstration reports must be completed and submitted with application by the first of the year (e.g. – January 1, 2005) to sit for the accreditation exam that summer (e.g. – June 13-14, 2005 in Denver). Thus there will be a two year window after 2004 for candidate members to complete education and demonstration reports by January 1, 2007 in order to sit for the accreditation exam in June, 2007. Otherwise, the increased education hours will be required starting in 2008.

The SD Chapter Mentor Committee will be developing a two-year aggressive plan to work with and aid chapter members interested in obtaining their accreditation prior to 2008. Further details will be shared as they are developed over the next 3-6 months.

MARK CALENDARS FOR 2009 INTERNATIONAL FARM MANAGEMENT CONGRESS

At the June 2004 Council Meeting, Executive Council approved hosting the 2009 International Farm Management Congress. This Congress is held every two years. It was in Australia in 2003, will be in Brazil in 2005 (August 14-19), and Ireland in 2007.

The host of the Congress is responsible for the meeting planning, site selection, logistics of the Congress, and is financially responsible for the entire event. Any financial loss is the responsibility of the host and the host maintains any profit.

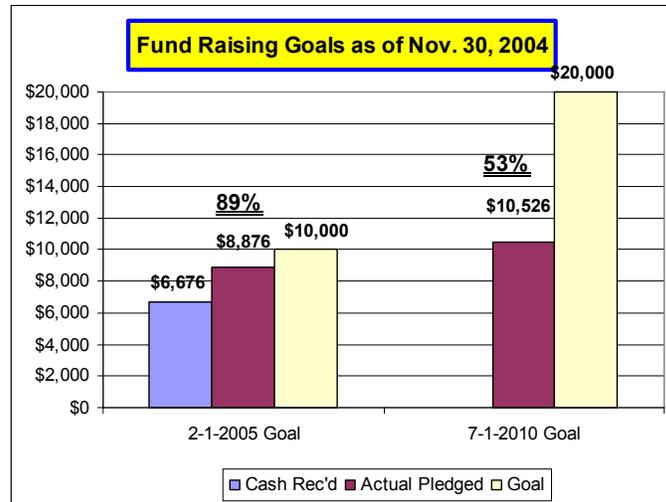
The Congress consists of about two days of agricultural tours and about two days of educational sessions, white paper presentations and business. The host is responsible for the entire event but is not responsible for speaker arrangements, calls for papers or other presentations.

Council recognized that this is a tremendous opportunity to highlight the American Society of Farm Managers and Rural Appraisers. The Illinois Chapter will be partnering with national in hosting the 2009 conference in Bloomington, Illinois on July 18-25, 2009 on the Illinois State University campus. The Illinois Chapter made an entertaining and impressive presentation of preliminary plans at Sacramento business meeting. Highlights:

- Americana Theme including themed receptions such as Ice Cream Social in the Park
- Beer Nuts!! (Bloomington is the home of beer nuts).
- ASFMRA Chapters to make 45 minute to 1 hour presentations on their area agriculture.
- Ag Day Trips (e.g. – Taste of Chicago including Mercantile Exchange visit, Archie Daniels Midland, barge trip on Illinois River, Deere & Company, on-farm producer visit, wind farm visit)

It sounds like an exciting, informative, and educational opportunity for chapter members!

MEMBERS MEET KJERSTAD / WIDDOSS SCHOLARSHIP FUND CHALLENGE



2005 Pledge Summary:

Anonymous Donation	\$2,500
Kjerstad/Widdoss Member Challenge	\$2,000
Hulm Board Challenge	\$ 700
Other Member Contributions	\$2,750
Chapter Budget	\$ 500
GPS Raffle	\$ 426

Please pay your 2004 pledges by year end! Only \$1,124 needed to reach \$10,000 by end of 2004!

Make checks payable to SDSU Foundation. Please write "SDASFMRA Scholarship" in the memorandum section of the check. Please mail check to:

Liz Rezek
 Director of Scholarship Administration and Community Programs
 SDSU Foundation
 815 Medary Ave, Box 525
 Brookings, SD 57007

Thank you to all members who have pledged.

<u>\$1,000 Or More</u>	<u>\$25 To \$500</u>
Anonymous	John Cole
Jerry Kjerstad	Ordean Eddy
Paul Reisch	Brian Gatzke
John Widdoss	Terry Hobson
	Jim Hollenbeck
<u>\$500 To \$1,000</u>	Tom Jass
Jim Dunlap	Ted Risty
Jerry Hulm	Ron Rucker
Allan Husby	Marv Siebrecht
	Craig Sommers
	Shawn Weishaar
	Russell Wyatt

EAST RIVER BREAKFAST MEETING TOPICS

Ten members (John Cole, Jim Hollenbeck, Tom Jass, Don Kinker, John McMahon, Terry Pellman, Paul Reisch, Ted Risty, Ron Rucker, Paul Sickler) and member prospect Dan Gullion from FCS America attended the November 12th breakfast meeting at the Front Porch Grill.

President Reisch, Tom Jass, and Paul Sickler updated those attending on the Sacramento national meeting activities. 2004 successes highlighted by 2003-04 President Gary Thien included:

- Five organizations have agreed to pursue alliance implementation together.
- Will use some other organizations for some the education re-writes to meet 2008 requirements.
- Legislation coordination with Appraisal Institute.
- Education had highest participation in 4 years.
- NRCS contract for employee M-10 training.
- Record attendance at Leadership Institute.
- 132 new members (most in five years). Increased members are the base for financial stability as even education is a negative profit center when indirect costs are included.



Don Kinker shared the Minnesota chapter summer tour plans for the next few years.

- 2005 – Joint meeting with Iowa out of Clear Lake / Mason City location on June 16-17, 2005. If South Dakota brings some people to the meeting, we can share pro rata in the net income.
- 2006 – Receptive to something with South Dakota again. Suggested including North Dakota and use a Fargo/Moorhead location. This will be looked into, but consider July time frame as better for both Dakota chapters.
- 2007 - Joint meeting with Iowa out of Owatanna location.

Those in attendance discussed general 2005 plans. There was general consensus that continuing with second Friday of every other month and Front Porch Grill location should be continued. 2005 Tentative Dates set are January 14, June 10 (Brookings for annual SDSU Public Relations breakfast), August 12 (possible social activity – e.g. 9 holes golf, Frisbee golf), October 14, and December 9.

WEST RIVER BREAKFAST MEETING TOPICS



Four members (Perry Beguin, Jerry Kjerstad, Ryan Rypkema, Ron Rossknecht) and member prospect and Mark Elder with Agware attended the November 18th breakfast meeting.

Jerry Kjerstad reported on the happenings at the National Convention.

Jerry also reported that he or Russ Wyatt would be contacting members about making donations to the scholarship fund.

There was some discussion about how the scholarship will be advertised to potential applicants. It was suggested that the Chapter have a representative at the selected college's careers days. It was further noted that there are several websites that students can check for available scholarships and that our scholarship should be advertised on one of these sites.

At the last meeting it was decided that the West River breakfast meetings would be held every other month on the 3rd Thursday. However there is some conflict with that date, so the future breakfast meetings will be the second Thursday of the month (next meeting January 13, 2005).

There was some discussion on gathering sales information and how that information could be shared with other appraisers so we can all be more efficient.

MEMBER PROFILES ARE JOHN & VERONICA WIDDOSS

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

John:

Owned/operated a commercial ranching operation in northwestern SD prior to becoming an appraiser in 1977 – with cattle, sheep, swine, horses, irrigation, and range management experience.

Began appraising over 25 years ago – ranch and farm appraisals to begin with – and later found niche markets appraising minerals, water rights, condemnation, contaminated properties, conservation easements, fractional interests, etc., and performing rural and mineral appraisals for federal land agencies and Department of Justice in most western states.



Veronica:

Other than being an “aggie”, none, I am just getting started, I have taken and passed A-10 so far, and I am getting a tremendous amount of knowledge working with John.

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.

John: Education and becoming a member of a network of professionals dealing with rural property. Became a member in the late 70's or early 80's of the SD Chapter – it has been a very beneficial experience. Education has been the key – it has opened many doors.

Veronica: When I went to work for my husband I decided I needed to get educated to understand what he was doing. I found it challenging and yet enjoyable; now I would like to have my own license.

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).

John:

Family homesteaded between Spearfish and Belle Fourche in 1978 – two years after Custer made the mistake at the Little Big Horn. Other than ranching, I've been appraising the remainder of my "adult" life. Hobbies include limited hunting and fishing, travel for pleasure and on assignment, collecting old coins and wine --- by the way, we will likely need to help keep the wine inventory at a manageable level...the cellar is about full....and last, getting enough "toys" to run this acreage and shaping into what we want (it's been fun because we could never afford toys when we were ranching).

Veronica:

Lived on a ranch between Sundance and Upton Wy., where we raised stock cattle and sheep in a rotational grazing program; raised irrigated hay, a few small grain crops, established a Bed & Breakfast/Ranch Vacation. Raised two great children; Josh 22, a senior at University of Wy., and Denise 21, a junior at University of Wy.

I was the Vice President and member of Wy. Association of Conservation Districts for 6 years; I was on the District Operations Committee for the National Association of Conservation Districts for 4 years; and Chairman, Vice Chair, Sec/Treasurer and member of the local conservation district board for 12 years,

I worked for Wyoming Emergency Management as the County Coordinator for 5 ½ years before meeting John.

Describe a few memorable or unique experiences in your life.

John: There are lost of memories and experiences... but professionally, its been rewarding to have contributed heavily to the education within ASFMRA and gratifying to know that core course material is still be taught after 15-20 years.

Personally, its all about the family – just got married in 2003 – and life couldn't be better. The boys (2) are living and working in Rapid City – but the real reward is the grandkids....its what makes it all worth while. It is refreshing to see grandkids experience things for the first time....things that we've taken for granted for many years.

Veronica: The day John and I got married...five minutes before the ceremony was to start, it began to rain and hail. Everyone received \$2000-\$8000 damage their vehicles. We recited our vows in mud along the rushing Sand Creek, the sun came out and then the mosquito's moved in. But....One "hail" of a good time was had by all!