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SOUTH DAKOTA CHAPTER

9/04

AMERICAN SOCIETY FARM MANAGERS & RURAL APPRAISERS



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

DATES TO REMEMBER!**2004**

- October 7 - Chapter Board Meeting & West River Member Lunch
– Rapid City
- October 8 - PAASD Marshall & Swift Seminar
- Nov. 4-Nov. 6 - ASFMRA Annual Meeting – Sacramento, California
- November 12 - East River Breakfast Meeting – Sioux Falls

2005

- February 9-11 - Winter Education & Joint Meeting w/ PAASD - Mitchell
- Sept.22-23 - Spearfish Conference w/PAASD, WY ASFMRA, WY AI
- October 27-29 - ASFMRA Annual Meeting – Austin, Texas

PRESIDENT'S MESSAGE

We welcome Bruce Magnus as an affiliate member of our chapter. Bruce works for Monsanto and is from Byron, MN near Rochester. We look forward to getting to know Bruce and involving him in chapter activities.

The Chapter Board of Directors and 2005 Nominating Committee will be working in the last quarter of this year to prepare and plan for 2005-2006. This work will include providing officer / board member nominations, assessing committee structure, chair people, and involving members in committee activities.

Everyone has a busy schedule, but if all will help out a bit our chapter can meet our mission without burning out a few to do the work of many. Therefore, I would encourage members to become involved in their chapter and respond positively to requests to help out.

NOMINATING COMMITTEE MEMBERS FINALIZED

President-Elect Wade Buck has been appointed to serve on the 2005 Nominating Committee. Wade joins Chair Jim Hollenbeck and elected member Shawn Weishaar on the committee.

The 2005 Nominating Committee will be working over the next several months to fill the 2005 ballot for officers / board members and 2006 Nominating Committee elected member.

CHAPTER BOARD INVITES WEST RIVER MEMBERS TO JOIN THEM

The South Dakota ASFMRA Board of Directors invites members, particularly from West River, to join them for noon lunch on Thursday October 7th at the Holiday Inn Rushmore Plaza next to the Rushmore Plaza Civic Center. A room has been reserved and we will be ordering from the menu for lunch. This lunch for members will be paid for by the chapter out of the social budget.

The board will update the membership on chapter activities including future chapter breakfast meetings, 2005 education plans, and the SDSU Scholarship as well as obtaining input from members. **The Directors look forward to seeing many of you on the 7th!**

SD AG STATISTICS & LAND VALUES HIGHLIGHT EAST RIVER BREAKFAST MEETING

Seven East River members met for breakfast and an informal meeting at the Front Porch Grill in Sioux Falls on Friday September 10th. @9 a.m.

There was considerable discussion about the strong land values and rents in the market. President Paul Reisch shared a sale history trend of a 776 acre property near White. There is a pending sale for \$1,800 per acre with the seller acquiring the land in 12/02 and 11/03 open market transactions for \$1,031 per acre. This was the fifth sale of one quarter of the parcel since 1996. Rent and value trends on the quarter were:

Sale Date	Crop Value Per Acre	Crop Rent Per Acre
9-96	440	35
11-98	550	55
9-01	696	65
12-02	851	84.43 (actual for 2003-04)
7-04	1,518	90 in analysis Will get 110 in 2005.

Carter Anderson, Director of South Dakota Agricultural Statistics met with group and visited about services and studies that they provide on agricultural statistics and trends. Carter is from the Fargo area and has been in Sioux Falls for three years. Carter stated that their office has a classroom available for meetings that will seat 35 classroom style and has up to date technology capabilities.

Carter provided those present with a copy of the South Dakota Agriculture 2004 book. This statistical information on the state and its counties is published annually in the summer and is also available online (<http://www.nass.usda.gov/sd/>). Carter explained how the statistical surveys are completed for this book and for the annual land rent and value survey.



SOUTH DAKOTA CHAPTER WINS FREE MEMBER REGISTRATION TO SACRAMENTO

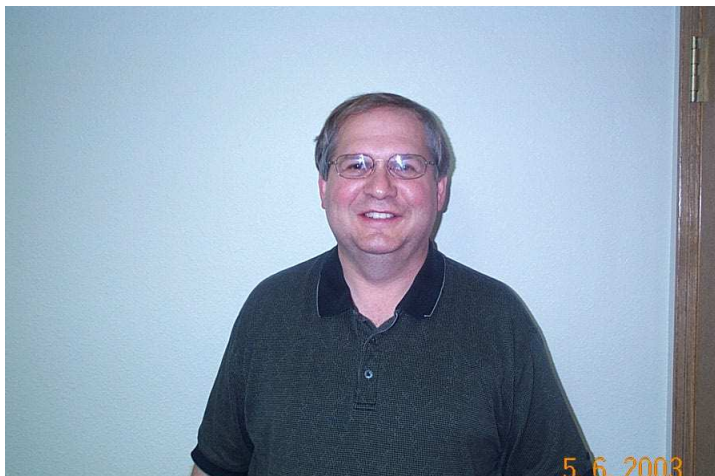
In 2003, the ASFMRA Membership Committee implemented a new member incentive program effective with the St. Louis 2003 and Sacramento 2004 Annual Meetings. The program rewards the five chapters that have recruited the largest number of new members (by percentage of total chapter membership) over the fiscal year with a complimentary 'member' registration to the annual meeting. The Complimentary Registration is for a meeting package 'member' only. Spouse or guest registrations are not included. Travel, hotel and out of pocket expenses are the responsibility of the member.

The five winning chapters for 2004 were North Carolina, Ontario, South Dakota, Virginia, and Wisconsin. Ontario and South Dakota were the two chapters that were winners in both 2003 and 2004. The incentive program does not include the affiliate membership category. South Dakota national membership in all other categories:

- 9/1/02 – 30 members
- 9/1/03 – 36 members (20% growth)
- 9/1/04 – 43 members (19.4% growth)

In addition to the above members, the chapter currently has three affiliate members, two partner members, and two honorary members. The chapter thanks Membership Chair Paul Sickler and his committee for the efforts that have produced these great results!

The spirit of the national 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.



Allan Husby has been named the South Dakota Chapter recipient of the free member registration awarded as part of the national membership incentive program.

Allan is a "first time attendee" of a national meeting and will be receiving his ARA at the convention as he passed his exam this past June in Sioux Falls.

See the next article regarding the chapter scholarship program for other first time attendees that are interested in attending the Sacramento meeting.

NATIONAL ANNUAL MEETING SCHOLARSHIP AVAILABLE FOR SACRAMENTO

Last October the Chapter Board approved a South Dakota Chapter National Annual Meeting Scholarship. **The scholarship will pay the member registration package ('member' only) for a member who is attending a national annual meeting for the first time or receiving their accreditation.** Travel, hotel, and out of pocket expenses will be the responsibility of the member.

Objectives of the scholarship are:

1. Encourage members to attend and learn the benefits of the networking and education that take place at national events.
2. Broaden the experience of chapter members, which will in turn, strengthen our chapter member networking opportunities.
3. Encourage members to pursue accreditation. Recognize the member's achievement in gaining his accreditation.
4. Build member loyalty to the chapter.

The maximum amount to be spent in a fiscal year is 10% of the chapter cash on hand and reserves at the end of the previous fiscal year. If this cap on total expenditure is a limitation in a given fiscal year, the cap amount will be prorated among those qualifying for the scholarship in that fiscal year. Based upon this, the chapter budgeted \$1,400 for scholarships in 2004.

The chapter can provide three members with a full \$425 registration reimbursement. If there are four or more members, the prorating would be in effect. To date, no other first time attendees have informed President Reisch of their intentions.

Members planning to attend the Sacramento meeting and it will be their first national meeting should inform President Reisch and Treasurer Jim Dunlap of their plans by October 15th so the scholarship amount can be determined. Treasurer Dunlap will then issue checks to those fitting the scholarship criteria.

MEMBER PROFILE IS SHAWN WEISHAAR

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

I graduated from SDSU in May of 1992 with a range science degree and animal science minor. My senior year I enrolled in the appraisal class offered by the Agricultural Economics Dept. I enjoyed the class and started my appraisal apprenticeship after graduation.

Most of my hours for certification have been with ASFMRA course work. I consider the education and contacts made through these classes priceless to my appraisal business.

In 1996 I became state certified in North and South Dakota. I have operated an independent fee practice since this time.



I am also a lifetime member of the Society for Range Management.

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.

In the area I live and work, the primary appraisal properties are agricultural and rural, so joining the ASFMRA was a natural choice. I have taken courses from other education providers, but find society courses to be the most challenging and worthwhile. I remain a member because of the education and networking opportunities provided by the membership.

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 Sarah and I have been married for seven years. We have three children – Aubrey (age 4) and twins Lauren and Madison (age 2). In addition to my appraisal business, I farm and ranch with my father and brother. My family is the third and fourth generations to live on my grandfather's ranch. Working in both professions can be a challenge at times, but also rewarding. I generally never get tired of my work because of the diversity. With the arrival of our children, most of our free time is spent with the kids. I usually take some time off to go hunting or fishing.

Describe a few memorable or unique experiences in your life.

My most memorable experiences would be my wedding day and the birth of the children. With three kids under the age of five every day is a memorable or unique experience!