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Jim Dunlap

West River Breakfast  
Perry Beguin

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Assessors Conference  
Ted Risty

Range Camp  
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Ag Lender's Conference  
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Jerald A. Hulm, ARA

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

1/06



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

**DATES TO REMEMBER!**

**2006**

February 15-17 - Winter Education & Joint Meeting w/ PAASD - Mitchell  
Wed. - Appraisal Institute Residential Appraisal Review Seminar (PAASD)  
Thu. - Appraisal Institute General Appraisal Review Seminar (PAASD)  
- Afternoon Round Table On New Fannie Mae Forms (PAASD)  
- Evening Annual Meeting & Social (SD ASFMRA)  
Fri. - Technology / Hunting Seminar (SD ASFMRA)

March 9 - West River Breakfast Meeting (9 A.M.)  
Rapid City Rodeway Inn Restaurant

March 24 - East River Breakfast Meeting (9 A.M.)  
Sioux Falls Front Porch Grill

May 18-19 - Chapter Board Meeting & SDSU Breakfast - Brookings  
Sept. 16-21 - Leadership Institute – Washington, D.C

**2007**

Feb. 14-17 - ASFMRA Annual Meeting w/ ASAC & NAICC in Atlanta, GA

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

**PRESIDENT'S MESSAGE**

Let me start by saying Thanks to all who have sent cards, emailed, and phoned offering good wishes, to both dad and myself. Dad is doing well, ahead of where the medical folks tell him most patients are after heart surgery.

I am continuing on with getting to know my crutches, which I understand will be my best friend over the next three to four months. All in all we are both lucky. Dad that he went in and got checked out and I that I didn't break more than an ankle, after all, if you drop 200 lbs on a stationary object, something has to give.

I'm looking forward to seeing many of you in Mitchell in a few weeks. Thanks to all who helped organize the event.

**continued**

## **PRESIDENT'S MESSAGE CONTINUED**

I'd like to share some exciting news concerning our evening activities on Thursday the 16<sup>th</sup>. I received a phone call last week from District VI Vice President, George E. Luther, Jr., ARA. George is planning on attending our meeting and sharing what's happening at the national level of the ASFMRA. This is pending, but George has every intention of making it happen. I encourage all of you to attend to meet George. He will also be attending our social, so you'll have a chance to meet him one on one as well.

I would also like to encourage you to get signed up for the education offerings in Mitchell. The cost of \$125 for 5 to 7 hours of CE is a good deal, not only for you as members, but also for the chapter that receives income, so that we can fulfill our mission statement.

Along that line, if any of you as members wish to attend the Leadership Institute in Washington, DC, please let a board member know. The board has approved scholarships for our members to attend this offering and we would like to see those interested start planning for the September 16 – 21 dates. For those interested Brian Gatzke attended last year and would be a good resource. Brian was recently quoted in the ASFMRA news, concerning the Leadership Institute. Good Job Brian!

Congratulations also go out to Perry Beguin and Jack Davis for five years with the ASFMRA. Both of these individuals are your board members. If you get a chance, thank them for all they do.

In closing, just so you know...I had beef for Christmas! See you in Mitchell. And ham and turkey!

## **CONFIRMING THE SALE TIPS FROM AG LAND IN TRANSITION SEMINAR**

Listen to what the buyer says.

What were the **positive aspects** of the purchase?

What were the **negative aspects** of the purchase?

How many competing properties were considered?

Why did the buyer ultimately write the check?

## **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 15 thru 17 at the Holiday Inn in Mitchell.

On Wednesday February 15th PAASD will sponsor a 7 hour course related to Residential Appraisal review from the Appraisal Institute.

On Thursday February 16th PAASD will sponsor a 7 hour course on General Appraisal Review with the focus on the complete narrative type appraisal report completed in most complex and non complex Ag and Commercial work as well as the special purpose type properties. This course will be directed more towards the certified General Appraiser that completes and reviews more of the narrative type reports.

On Thursday Afternoon PAASD will sponsor a 3 ½ hour round table session on the new Fannie Mae appraisal forms. This will involve round table discussions in groups and then a report session from each table and a questions and answer period.

### **SD ASFMRA Chapter activities will be the focus of Thursday evening and Friday February 17<sup>th</sup>.**

**Membership Meeting:** The SD Chapter will hold its annual membership meeting on Thursday evening. The starting time will be 6:00 PM. This will give those attending the Thursday education offerings time to take a breath and energize themselves for the meeting. 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 from 7:30 to 9:30 p.m. The social will be open to members of the ASFMRA and PAASD, as well as others attending the education offering on Friday.

### **Friday February 17<sup>th</sup> Education Seminars:**

(All times represent 50 minute blocks and 10 minute breaks, and do include a time allowance for questions from the floor):

**8:00 to 8:50 and 9:00 to 9:50:** Jim Hollenbeck (FCS America Area Chief Appraiser) and Alan Husby, ARA (FSA Appraiser) will present seminar on **ag appraisal and farm management related data technology items.**

Geographical Information System (GIS):

- General GIS & ArcGIS Overview ; Quotes from ArcNews; Overall Data Management Plan
- Sources for Data -APFO- Demo how to access the site;
- NRCS Gateway- Demo on getting data from site
- Demo of Using CLU layer and soils layer
- Current progress on certification of data
- Limitation on availability of data from APFO; SD Info 10 and it's use with CLU layer

AgriData Mapping Demo

Google Earth Demo

Map 2PDF Demo

**continued**

## **MITCHELL MEETING CONTINUED**

**10:00 to 10:30: US F & US Fish & Wildlife WL easement programs**, as well as other gov't programs available for land owners and land managers to promote wildlife habitat; these programs also have an impact on appraisal work such as highest and best use. Kurt Foreman (605-697-2500) (U S F & WL private lands coordinator) from Brookings has been coordinating and speaking about these various gov't habitat improvement programs for several years.

**10:30 to 10:50 and 11:00 to 11:50:** Steve Thompson and Dennis Lengkeek (SD Game, Fish & Parks employees) present

1 1/2 hours on **South Dakota State Licensed Shooting Preserves**. Steve is the state licensed private shooting preserve program coordinator since 1992. Dennis is retired Game Warden for Gregory County (30 years experience) and is now the GF & P South Dakota Shooting Preserve Inspector.

**1:00 to 1:50: Brian and Rebecka Havlik** present the **operation and management of a commercial pheasant hunting business**. Own and operate Pheasant Crest Hunting Lodge, RR, Kimball, SD since 1998. Both graduated from SDSU in 1997; Brian with BS in Agriculture and Rebecka with BA in communication and Spanish, and later a master's degree in communications studies and journalism. Rebecca is also member of Toastmaster's International and the SD Agriculture and Rural Leadership

**2:00 to 2:30: NRCS and FSA** (National Resource Conservation Service and Farm Service Agency federal Agriculture Department agencies) **Wet land Reserve Program easements and Conservation Reserve Program** – Dennis Larson from Brookings and Steve Vlieger from Mitchell. What these gov't programs are and how they impact highest and best use of real estate and how they can impact income produced from the real estate. Both presenters are career NRCS employees with years of experience working with these federal gov't programs.

**2:30 to 4:00: Commercial hunting real estate appraisal** presentation by Jim Hollenbeck (FCS America Area Chief Appraiser) and Jim Dunlap, ARA (self-employed appraiser and farm manager) - The previous hunting related seminar topics lead up to this end of the day presentation. This presentation will cover issues relative to appraising a commercial hunting property. Handouts and case example will be included. Presentation will be fast paced due to amount of content.

**The registration flyer with schedule and registration rates has been mailed to all members.**

**A good turnout of chapter members for the Friday seminar will have 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!**

## EAST RIVER MEMBERS SHOWN FCS AMERICA VALUE SOURCE PROGRAM

The East River Breakfast meeting was held Friday the 13<sup>th</sup> at the Front Porch Grill in Sioux Falls. Those in attendance were Paul Sickler, Terry Pellman, Allan Husby, Jim Hollenbeck, Courtney Shreck, Ted Risty, Scott Heimes, Gary Carstensen, Jim Dunlap and Craig Sommers. Craig held the distinction of traveling the furthest.



The meeting started off in typical Friday the 13<sup>th</sup> fashion when Jim H, who was to present a demonstration of the new Value Source software being utilized by Farm Credit, found there was no power cord with the projector unit.

As those of us in the room at that time were discussing the dilemma, Ted commented too bad we don't have an extension cord....Jim, being a good observant appraiser looked around, spotted what he needed on a Miller Lite window sign and "borrowed" the power cord for the presentation. The show was back on line by the time the

reserve troops, Gary & Scott arrived from the FCS Office with more cords.

Friday the 13<sup>th</sup> struck again when the waitress brought in her tray of food and dumped the whole tray at the door with only one surviving plate. The result was the last two guys to order, (the FCS reserve troops with power cords), were the first ones to eat.

The Value Source presentation was very interesting and had the fee appraisers drooling over the amount of information and the ability FCS has to capture and manage sales, potential sales, rents and associated information. The format is designed for both appraisers and loan officers. It is a very information oriented approach to capturing information that makes verification of sales data more efficient, and streamlines the flow of work for FCS from the ordering of the appraisal to the finished product.

Jim was working off-line, so could not demonstrate some of the capabilities, but walked us through entering a sale, or a "For Sale" property, noting that by entering the section, township, range on a tract of land, the program will add the GIS coordinates.

When you select your sales, the program will then tell how far your sales are from the subject. Software will also allow you to convert a subject that sold to a sale, or vice-versa without re-entering the data, and many other time saving features. Data analysis is reserved to the appraisers, who are the only ones allowed to provide a completed status to a sale in the database.



**continued**

## **EAST RIVER BREAKFAST CONTINUED**

As one appraiser at the meeting commented, this is a very comprehensive Multiple Listing Service approach to data. However, to the FCS appraiser it is much more, since the data goes directly to their appraisal forms and shortens the turn around time dramatically from their previous system. Another advantage noted by Jim was if someone was working outside their assigned area helping another appraiser, they can now both be available to the same data, whereas before data could not be easily shared electronically.

In addition to Value Source, some discussion was held about Google Earth, Digitized GIS information available from federal sources and AgriData, a subscriber mapping program utilized by some of the appraisers. Despite the rocky Friday the 13<sup>th</sup> start, the information presented and the discussion it generated was extremely interesting and informative. Our next meeting was set for March 24, 2005 at the Front Porch Grill.

## **WEST RIVER MEMBERS TREATED TO BREAKFAST**

Member John Widdoss graciously bought breakfast for those in attendance at the January 12<sup>th</sup> breakfast meeting at the Rodeway Inn Restaurant. Other members attending were Ron Ensz, Jerry Kjerstad, Ryon Rypkema, Kent Rasmussen, Ron Rossknecht, and Veronica Widdoss.

There was some discussion concerning the PAASD relationship. There was a consensus that the PAASD relationship is important to our organization and that it needs to be nourished and further developed if possible. Members also discussed what is going on in the area and what projects people are working on.

The next meeting will be March 9, 2006 at the same time and place.

## **TIPS FOR WORKING SECURELY FROM HOTSPOTS**

(Technology Committee Member Jim Hollenbeck)

Wireless hotspots are becoming more and more prevalent today. You can access wireless networks from airports, hotels, convention centers, libraries, coffee shops to name a few. There are a few things you should know if you decide to access a free wireless network.

Hotspots in public places usually don't provide any type of security. It's your responsibility to take the necessary precautions to ensure a safe connection to your corporate network or to the Internet. Here are some steps you can take.

- **Install a firewall.** A firewall helps protect your mobile PC by preventing unauthorized users from gaining access to your computer through the Internet or a network. It acts as a barrier that checks any information coming from the Internet or a network, and then either blocks the information or allows it to pass through to your computer. [Microsoft Windows XP](#) includes a firewall that you simply need to turn on. If you're running Microsoft Windows XP Service Pack 2, Windows Firewall is turned on by default for all network and Internet connections.

**To turn on Windows Firewall:**

1. Click **Start**, and then click **Control Panel**.
  2. In Control Panel, double-click **Network Connections**.
  3. In the Network Connections window, under **Network Tasks**, click **Change Windows Firewall Settings**.
  4. In the **Windows Firewall** dialog box, on the **General** tab, click **On**, and then click **OK**.
- **Allow only connections to approved access points.** An access point is where your wireless network links to a wired system. By allowing only connections to certain access points, you can ensure that you don't pick up other Wi-Fi networks or unintentionally allow unauthorized users access to your mobile PC.

**To allow only connections to approved access points:**

1. Click **Start**, and then click **Control Panel**.
  2. In Control Panel, double-click **Network Connections**.
  3. In the Network Connections window, right-click **Wireless Network Connection**, and then click **Properties**.
  4. In the **Wireless Network Connection Properties** dialog box, on the **Wireless Networks** tab, make sure that the **Use Windows to configure my wireless network settings** check box is selected.
  5. Under **Preferred networks**, make sure that the name of the network that you want to connect to is highlighted, and then click **Advanced**.
  6. In the **Advanced** dialog box, click **Access point (infrastructure) network only**, and then click **Close**.
  7. Click **OK**.
- **Use a VPN when connecting to your corporate network.** VPN connections provide remote access to private networks over the Internet. Corporations use VPNs to allow secure access to their networks for approved users. All communications across a VPN are encrypted. Talk to your company's IT department about how to set up a VPN on your mobile PC.
  - **Disable file and printer sharing:** File and printer sharing is a feature that enables other computers on a network to access resources on your computer. When using your mobile PC in a hotspot, it's best to disable file and printer sharing because when enabled, it leaves your computer vulnerable to hackers. Remember, though, to turn this feature back on when you return to the office.

**To disable file and printer sharing:**

1. Click **Start**, and then click **Control Panel**.
  2. In Control Panel, click **Security Center**.
  3. In the Security Center window, click **Windows Firewall**.
  4. In the **Windows Firewall** dialog box, click the **Exceptions** tab.
  5. On the **Exceptions** tab, under **Programs and Services**, clear the **File and Printer Sharing** check box and then click **OK**.
- **Make your folders private.** When the folders on your mobile PC are private, it's more difficult for hackers to access your files.

**To make a folder private:**

1. Click **Start**, and then click **My Computer**.
  2. In the My Computer window, double-click the drive where Windows is installed, and then double-click **Documents and Settings**.
  3. Double-click your user folder, right-click the folder that you want to make private, and then click **Properties**.
  4. In the **Properties** dialog box, on the **Sharing** tab, click **Do not share this folder**, and then click **OK**.
  5. Repeat the steps above for each folder that you want to make private.
- **Password-protect your files.** You can protect your files further by requiring a password to open or modify them. Because you must perform this procedure on one file at a time, consider password-protecting only the files that you plan to use while working in a public place. [Learn more about encrypting your data to keep it safe.](#)

## **INCREASING TREND IN NUMBER OF APPRAISERS WITH ACTIVE SD LICENSE**

January 3, 2006 statistics from the SD Appraiser Certification Program show 361 active appraisers and 13 inactive appraisers in South Dakota. The active appraiser licenses are:

- 145 State Certified General
- 29 State Certified Residential
- 85 State Licensed
- 102 State Registered

There were 44 active appraisers and 5 inactive appraisers that did not renew during the 2005 cycle. At the end of 1995, there were 340 active appraisers. From 1996 to 2000, the number fluctuated in a range of 281 to 306 appraisers reaching the low at the end of 2000. Since then, there has been an increasing trend in active SD appraiser licenses with:

- 325 on 12-27-02
- 342 on 1-02-04
- 359 on 1-04-05
- 361 on 1-03-06

## **ACTIVE SD CHAPTER MEMBERS NEARS FIFTY**

Chapter membership has reached 47 as we begin the 2006 year.

ARA	8
AFM	5
RPRA	2
Candidate	29
Academic	2
Associate	1

In addition, the chapter has 2 affiliate members, 3 partner members, and 2 honorary members.

## **NOMINATING COMMITTEE SECURES CANDIDATES FOR BALLOT**

Chair Paul Reisch and members Jerry Hulm and Boyd Waara have completed their work and nominations are in place for the 2006 elections to be held on February 16<sup>th</sup> 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	Allan Husby

### **Board Member Nomination:**

Kent Rasmussen

### **2007 Nominating Committee Member:**

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

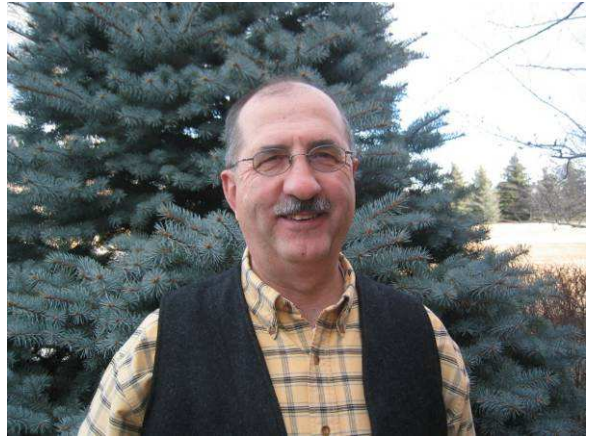
**Other nominations can be made at the meeting on February 16<sup>th</sup>.**



## **MEMBER PROFILE IS BOARD NOMINEE KENT RASMUSSEN**

Kent L. Rasmussen, Executive Director, Rabo AgriFinance, Rapid City, SD

Thank you for this opportunity. I was raised on the family farm/ranch near Antelope, Montana and graduated from Antelope High School and Montana State University. After graduation I worked for the Montana Cooperative Extension Service at Broadus, MT and then for First National Bank of the Black Hills, now Wells Fargo Bank, in Rapid City.



After a great banking experience, I followed in the footsteps of Oakley Lamphere as a loan man for Equitable Life. Oakley had held that position for 25 years. Equitable became Equitable Agri-Business, which then sold to Lend-Lease, which recently sold to Rabo Bank. In recent months we have moved to a downtown location and hired Mike Hollister. Rabo Bank is a large, international, banking institution which has aggressive plans for a long term lending presence in the United States.

While at Montana State, I took the one appraisal course that was offered. Over the years, I have taken various appraisal courses, most of which were sponsored by the ASFMRA. As a lender for Equitable, we were lending company funds and did not need to be certified. Rabo Bank is requiring outside appraisals for all of the loans we now do.

The Equitable had a long history of supporting memberships in the ASFMRA. All of the field men developed business relationships and friendships with the appraisers in their area. We always had high regard for the knowledge and experience of the appraisers. Thus, following a company tradition, I joined the South Dakota Chapter in 1977. I have fond memories of the summer tours that we took; especially the one on the Sheehan Farm north of Pierre. I have known several of the Chapter members for more than 25 years and I have enjoyed my contracts with all of them.

The years have been rather kind to me. I married later in life and have inherited a step son, his wife, and the two wonderful grandsons. My wife Jeanne and I have enjoyed some travel, had several good dogs, and a lot of business friendships. Rapid City, and the Black Hills, is a great place to live. My territory of western South Dakota, the Sandhills, and most of Wyoming is a wonderful place to work. Since my jobs have always involved a certain amount of business travel, I have been able to see the nooks and crannies of my territory, as well as attend company meetings at many locations throughout the nation.