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SOUTH DAKOTA CHAPTER
AMERICAN SOCIETY FARM MANAGERS & RURAL APPRAISERS

7/06



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

DATES TO REMEMBER!

2006

Sept. 14 - West River Breakfast Meeting (9 A.M.)
Rapid City Rodeway Inn Restaurant

Sept. 16-20 - Leadership Institute – Washington, D.C

Sept 22 or 29 - East River Breakfast Meeting (9 A.M.)

November - Chapter Board Meeting & Member Lunch – Rapid City

2007

January 17-19 – Winter Education & Joint Meeting W/PAASD - Mitchell

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

Can you value a farm or ranch by simply looking at the productivity of the property? I suppose the answer would be yes, if productivity were defined as: the amount of income being produced. But then with that is the definition of income. Is it gross? Is it net? Is it potential? It's all so confusing!!

For those of you who were able to attend the summer meeting last week, you probably figured out already where this message is headed. Wow!! What a summer tour. Paul mentioned diversity in describing the hunting lodge and its land base, I'm going to use diversity and build my message on that foundation.

Four tours, four agricultural properties and four operations that captured a product that was marketed to diverse buyers. All this located near Pierre, South Dakota, within an estimated 15 miles of the Missouri River. Is it coincidence, planning or perseverance? Regardless of why, the one thing for sure, is it's agricultural in nature.

Starting with the wind farm, located in the middle of wheat and grass country, we have an operation that is providing electricity by capturing the power of the wind. Now, I'm all for capturing the wind, in fact, this motorcycle rider would just as soon it was captured for at least the next two weeks, providing for a safer Sturgis Rally!

Continued

PRESIDENT'S MESSAGE CONTINUED

Moving to the hunting lodge, a master of marketing has taken a small, by today's standards, ranch that would provide feed to a small number of livestock and has increased the gross income by encouraging hunters from across the nation to bring their recreational dollars to South Dakota. This is 101 Economic Development many times over.

The mint farm, who would have thought that where grass, was once king, that one could raise a crop that touches nearly everyone at some time not only during their lifetime, but each day of their lives. While brushing your teeth or having a piece of gum, you have been used the products raised on this farm in pocket of the Missouri River.

The Dakota Lakes Research Farm is an example of diversity every way you turn. We saw numerous crops, numerous residue forms, numerous levels of moisture and all of this helps the farmers and ranchers of South Dakota and beyond, develop those "diverse" practices that help them make their operations the most productive they can be.

I applaud each of these operations. When you think of agriculture in South Dakota, with the grasslands of the west and corn fields of the east, keep in mind these were treated as being "examples of diversity" before Lewis and Clark arrived. If we continue to think outside the box in agriculture, who's to say what mainstream Ag will be in the future.

So can you value every farm and every ranch by its productivity? You decide, but first... do a highest and best use analysis.

The highest and best use for a VTX 1300 motorcycle....Sturgis Rally, August 7 – 13.

EAST RIVER BREAKFAST MEETING POSTPONED TO SEPTEMBER

The breakfast meeting planned in Sioux Falls for Friday August 18th has been postponed to September. The planned program did not come together and several committee members are unable to attend on the 18th. More details on the September meeting will be in the August newsletter.

MEMBER PROFILE IS MONSANTO AFFILIATE MEMBER BRUCE MAGNUS

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

I have worked for Monsanto /DeKalb since 1994. I have the job responsibility as Farm Management Relations for Monsanto Seed, Traits and Chem.

I have an Agronomy B.S. degree From NDSU. My work history is Corn Breeding research, Agronomy Retail, DeKalb Dist Sales Manager and Monsanto Technology Development Manager.



Describe what has led you to becoming a chapter member of the South Dakota ASFMRA and
I see the membership as an opportunity to interact with the Farm Management Professionals and provide support from Monsanto in their efforts.

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 have a daughter attending U of MN (Ag Econ & International Marketing) and a son that will be a junior in H.S. this. They both play soccer. I enjoy hunting and fishing (not enough time for either).

PIERRE HOT FUN IN THE SUMMER

Thirty four people (including nine spouses) were in attendance at some portion of the SD ASFMRA tour in the Pierre area on July 27-28.

The weather was hot by an air conditioned bus and plenty of beverages sponsored by Monsanto kept those in attendance from becoming too overheated.

Some of the spouses took in tours of the State Capitol and Cultural Heritage Center on Thursday afternoon. Most of the group boarded the bus early Thursday afternoon for the trip to the South Dakota Wind Energy Center south of Highmore.



Mike Westberg welcomed the group and provided insight regarding the operation of the Wind Farm.



Wind energy uses the energy in the wind for practical purposes like generating electricity, charging batteries, pumping water, or grinding grain. Large, modern wind turbines operate together in wind farms to produce electricity for utilities. Small turbines are used by homeowners and remote villages to help meet energy needs.

Research advances have helped drop the cost of energy from the wind dramatically during the last 20 years. Wind energy is considered a green power technology because it has only minor impacts on the environment. Wind energy

plants produce no air pollutants or greenhouse gases.

The South Dakota Wind Energy Center, the state's largest wind farm, has 27 turbines with long term contracts with 8 different landowners.

The turbines are 213 feet tall from the ground to the center of the blade hub. Each blade is more than 110 feet long. Turbines are designed to operate in winds up to 56 mph. Winds need to be about 8 mph in order for the turbines to function.



Commercial operation began in September 2003. The facility is owned by FPL Energy, the largest generator of wind energy in the nation. The turbines at the facility produce approximately 40 megawatts of electricity, enough for about 14,000 homes. The facility operates at over 40% efficiency, compared to a low 30% average for most facilities. If South Dakota had more transmission, the Highmore area would be a great candidate for expansion.

The tour bus next took the group to ScatterGun Lodge to enjoy the hospitality of owners Chuck and Sheila Ross. The Ross' made ScatterGun, South Dakota's ultimate wing shooting experience, by creating almost 3000 acres into the finest pheasant habitat in all of South Dakota. Diversity is everywhere. Rolling hills, abundant draws, wooded creek bottoms and hundreds of acres of food plots provide guests the perfect place to hunt.

The luxury 19,000 square foot lodge offers up to 32 guests the ultimate in country hospitality and comfort. Sixteen guest rooms offer spectacular views, not to mention all of the comforts of a luxury hotel.



ScatterGun Lodge employs the talents of an Executive Chef. Dining at ScatterGun is a delightful mixture of old fashioned country cooking and true five star cuisines.

Fresh baked breads and pastries, hand made hor d'oeuvres and a variety of homemade soups combine to make dining at ScatterGun a great experience.

Entrees include US Prime beef offerings such as 20 ounce New York's, 14-ounce tenderloins, and French cut bone in rib-eyes. One can also select crown cut rack of lamb, salmon Oscar, buffalo tenderloin, grilled pork chop, and wonderful recipes for pheasant.



ScatterGun offers one inclusive package of 21 bird limits, 4 nights, 3 full days of hunting for \$2,995.

Included in the package:

- Luxurious Accommodations (Double Occupancy)
- Gourmet Meals and Hor d'oeuvres
- Unlimited Sporting Clays
- Complimentary Top Shelf Beverage Service
- South Dakota Preserve License
- Deluxe Game Processing
- Ammunition
- Superb Guides and Dogs
- Ground Transportation from Pierre, SD
- Professional Shooting Instruction
- Use of Over and Under Shotguns



The Ross' believe their business has been built on reputation. While repeat guests make up 80% of customers, they also look forward to seeing new faces.



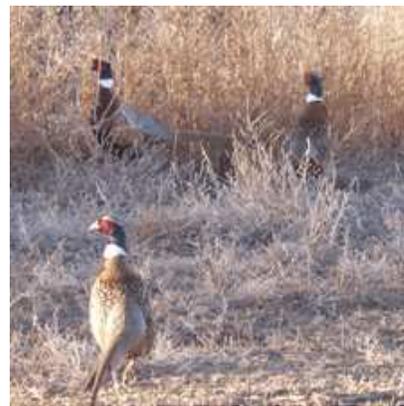
The 3,000 acre ranch is divided into more than twenty prime hunting areas. Prime hunting is not about acres, it is about habitat. Because ScatterGun does no commercial farming and has no livestock, the entire ranch has been devoted to the development of hunting habitat.

The diverse habitat provides virtually every kind of cover, from expansive food plots of sorghum, corn, millet and native grasses to over five miles of winding creek bottom. A group of eight hunters can spend their entire hunt never seeing another hunter.

Since 1999, the Ross' have invested a great amount of effort and money into developing the perfect place to raise and hunt pheasants. Over a hundred thousand trees were planted in 2000. Cedars, lilacs, crabapples and plum trees are now providing ideal cover for our birds.

They purchased all the equipment for planting all of their cover and food plots. Small fields and strips planted in diverse crops that are never harvested, provide the perfect setting for game and sportsman alike.

In 2005, over 300 acres of permanent prairie grasses were planted. Switch Grass, Western Wheat Grass, Blue Stem, Tall Wheat Grass and Reed Canary are now seen extensively over the entire ranch.



In addition to the grass program, there are wetlands development areas. During 2004, over 40 acres of ponds and lakes were created. Those areas are flooded over during the winter to provide further enhancement for wildlife. To create and maintain perfect habitat takes both time and money.

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Thursday evening ended with a steak supper in Steamboat Park where attendees were able to socialize and network while enjoying good food and refreshments.

All food and refreshments for the two day event were sponsored by Monsanto.

On Friday morning, Nancy Reisch held Chenille vest, Chenille edge quilts, and flower pounding demonstrations for spouses.

Others boarded the buses for a one of a kind tour of the Bower Mint Farm. The tour was conducted by Kent Bowers, President and majority owner of Bowers Distillery Inc. Kent is the fourth generation in the mint farming business. His father moved their operation to South Dakota from Oregon in 1980.

The operation has predominantly Scotch Spearmint production, but also raises peppermint and native mint. Mint is a perennial with 3 to 5 year rotations.

Bowers have about 50% of their tillable land in mint with soybeans, field corn, and popcorn on the balance. Most of their land base is irrigated with 27 operating center pivots covering 3600 acres. They have 450 acres of dry land crops.

Kent indicated that China is a serious Scotch Spearmint competitor with India the most serious native mint competitor. Oregon and Washington remain the heart of peppermint production.

Mint is a thirsty plant that grows best in locations north of the 41st parallel (Indiana, Michigan, Wisconsin, South Dakota, Montana, Idaho, Oregon, Washington) where the right amount of daylight produces the best yield and quality of oil.



The harvesting season for mint is mid-June to late September. Bowers were in the midst of 24 hour harvest operations at the time of the tour. Most mint farmers now double harvest in one season.

Windrowers mow swaths down the mint field, leaving mounded rows of “hay” or cut mint. The hay is left to dry, then picked up by a mechanical chopper and blown into a tub.

The mint tubs go to a nearby distillery, where pressurized steam shoots through the tubs, vaporizing the mint oil.

The oil vapors and steam pass through a line at the of the tubs to water-cooled condensers, where they return to a liquid state. In a separator, the mint oil rises to the top and is drawn into huge drums.

Samples are then tested and the oil is either bought rejected. Oils accepted for purchase are stored in a temperature-controlled warehouse.



top

or

The last tour stop was the Dakota Lakes Research Farm. Our host was Research Manager Dr. Dwayne Beck.



The Dakota Lakes Research Farm's primary goal is to identify, research, and demonstrate methods of strengthening and stabilizing the agriculture economy. The research farm is operated by [South Dakota State University](#), but the land and other fixed facilities are owned by a nonprofit corporation owned by area farmers.

The Dakota Lakes Research Farm is a cooperative effort between [South Dakota State University](#) and the Dakota Lakes Research Farm Corporation, a not-for-profit corporation established by area farmers. This group owns the land, buildings, and other fixed assets. They work

with the manager in prioritizing research projects and planning capital improvements.

The funds needed to operate the research program at the center come from three main sources. They are provided by SDSU in several direct and indirect forms; some come from grants funded primarily through commodity check off programs; and the remaining resources are generated from profits stemming from the production enterprise at the Station.

The production enterprise is managed so that the research program is optimized. That is the main purpose of the farm. Within this constraint, the goal is to make as much money as possible on the production enterprise and spend all of this money on research projects, facility improvements, and equipment purchases and upgrades.



At the present time the operation consists of 3 quarters of land at the Main Station and 360 acres of land located at the North Unit. This land is along the East side of Canning Road approximately 4 miles North of the Main Station. The North Unit was purchased in 2000 to provide "West River" soils (Opal and Promise) for research purposes.

During the 1990's this was done by renting land west of the Missouri River from a private landowner. This parcel was known as the Wheat Commission Rotation Study site. All of this land is and has been farmed without tillage. We have been exclusively no-till since the Station was started in 1990. The main station is about evenly split between irrigated and dry land while the off-station site(s) are dry land.

The station hosts numerous small plot studies by scientists from the main University campus. These trials allow testing of large numbers of treatments. The best of these treatments often receive another level of scrutiny when they are evaluated on a "production scale". This means that field size equipment is utilized with all harvest results being weighed in a 300 bu. weigh cart. Two tractors, one drill, one row crop planter, one sprayer, and one combine are used for all field work. The tractors are 135 and 105 h.p. This equipment could farm at least 2,500 acres if all of the land was in the production enterprise (no research) and the present crop mix was maintained.



Dr. Beck shared many facts and statistics regarding no till. High residue is a key to making no till work and extensive use of cover crops is part of the management.

By the end of the tour, temperatures exceeded 100 degrees. Participants were tempted to follow the pup to get relief!

After this tour, the bus returned to Pierre. Attendees returned home after two days of interesting education, networking, and socializing.

THANKS SUMMER TOUR COMMITTEE MEMBERS!

Tipp & Ruby Hamilton	Logistics , Thursday Social, Spouse Tours
Tipp Hamilton	Wind Farm, ScatterGun & Dakota Lakes Research Farm Tours
Terry Leibel	Bus Transportation
Wade Buck / Jeff Hauck	Bower Mint Farm Tour
Nancy Reisch	Chenille Sewing & Quilting Demonstration
Scott Heimes / Gary Carstensen	Beverage & Snack Refreshments
Ron Rucker	Steak Griller
Jim Hollenbeck / Ordean Eddy	Continuing Education
Jack Davis	Registration Processing
Jim Hollenbeck	Advanced Planning & Registration Brochure
Bruce Magnus	Monsanto Food & Beverage Sponsorship