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West River Breakfast
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SDSU Relationships
& Mentor
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Ag Lender's Conference
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Brian Gatzke

SOUTH DAKOTA CHAPTER
AMERICAN SOCIETY FARM MANAGERS & RURAL APPRAISERS

3/06



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

DATES TO REMEMBER!

2006

- April 4-6 - Ag Lender's Conference – Pierre
- May 18-19 - Chapter Board Meeting & SDSU Breakfast - Brookings
- May 25 - West River Breakfast Meeting (9 A.M.)
Rapid City Rodeway Inn Restaurant
- June 1 - Assessor's Conference - Brookings
- Sept. 16-20 - Leadership Institute – Washington, D.C

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

Thanks to each of you who answered the call and responded to my email communication concerning legislation limiting liability and the 2006 summer meeting issues. I have received many responses and I appreciate each of them. Any of you who have yet to respond, you still have time. We will have a board conference call the first part of April to address the issues at hand.

I have not tallied any results to this point, but I can say that most responses have been in favor of a summer meeting in the Pierre area. Additionally most feedback is in favor of further exploring the legislation to limit the liability of appraisers. I continue to ask for your feedback. I have heard from about 1/4 of the membership. That means there are many of you out there that I have not heard from. I would like your opinion in an effort to make sure your voice is heard.

On another note, would those of you interested in serving on a committee that would head up the Dakota Farmer articles please contact me. What this would be is coordinating with the editor, setting up timing, and making sure articles are submitted in time for publication. At the chapter meeting the general consensus was to pursue this, now we need commitment. This is an opportunity to put pen to paper and educate the readers of the Dakota Farmer on who we are and what we do, while providing timely news to the farmers and ranchers we work with on a daily basis.

Continued

PRESIDENT'S MESSAGE CONTINUED

I want to call your attention to a couple articles in the March/April 2006 FMRA news. Page 5 provides information on the Leadership Institute. Note that 80 of the 200 registrations are full. The SD Chapter has committed to providing 4 scholarships for those wishing to attend this year, contact a board member for more information. Essentially we will pay the \$500 registration, you would be responsible for travel to and from Washington, DC. I've had members express interest, now is the time for commitment.

Page 13, Career Corner, provides several opportunities for appraisers, looking for growth opportunities and change. Reading through these the changes would also be in geography, from east coast to west coast. Perhaps you as a member are not interested, however with your connections, you may know someone who is. If you know of someone you think has the commitment to fill one of these positions, pass the information on.

In closing, page 6, Clifford G. Rossler, has written an article titled "Fields of Opportunity". I ask that you "commit" to reading it. The final three paragraphs, I ask that you not only read, but also digest.

GOOD FELLOWSHIP & DISCUSSION AT WEST RIVER BREAKFAST MEETING

The West River Breakfast meeting was well attended. Those in attendance were Ryon Rypkema, Ron Ensz, Jay Widdoss, Kent Rasmussen, Jack Davis, Dave Baker, Kathy (Peterson) Colyer, Wade Buck, and Perry Beguin.

Jack Davis got the prize for traveling the furthest! What dedication, actually Jack was in town on business and to visit family, but we certainly appreciated him taking time to come to the meeting!

Wade Buck updated the group on the Mitchell meeting and shared that he would be sending out an email on the legislation that PAASD is planning to initiate and also PAASD's thoughts on future educational offerings.

Kathy Colyer reported that the Forest Service is in the process of updating their list of qualified appraiser's. If you are interested in getting on their list, contact Kathy at her phone number or email address listed in the membership directory.

Kent Rasmussen enlightened us with some of the history, facts, figures, and target markets of Rabo Bank, the organization that employs Kent. He also informed us that his organization is looking for qualified appraisers from time to time, so if anyone is interested, contact Kent to find out what is necessary to get on their list of qualified appraiser's.

We decided to move the next meeting back two weeks so it will follow the Chapter Board Meeting, which is to be held May 18th & 19th in Brookings. Therefore, the next West River Breakfast meeting will be May 25, 2006, 9:00 AM at The Rodeway Inn Restaurant in Rapid City.



CHAPTER TO HAVE PRESENCE AT BANKER CONFERENCE

The SD Chapter of the ASFMRA will have a presence at the SD Bankers Agriculture/Commercial Credit Conference to be held in Pierre April 5th through the 7th.

This event will offer an opportunity to answer questions and provide information about the ASFMRA and the appraisal and management services offered. Most of all, it can create an opportunity to make new relationships and build on old relationships with ag bankers from across the state.

Committee Chair Terry Leibel would like as many chapter members as possible to participate by manning the booth for part of a day. If you are interested and able to participate, please let Terry know by e-mail (Midstateaprsl@aol.com) or phone (605-945-2313).

SDSU RELATIONSHIPS COMMITTEE CONDUCTS SCHOLARSHIP INTERVIEWS

Paul Reisch, Jim Dunlap, and Jim Hollenbeck conducted interviews of three candidates for the ASFMRA SDSU Acorn Scholarship on Tuesday March 21st. During the interview process, committee members were able to provide exposure of our chapter and the appraisal, farm management, and consulting professions to the candidates. All three were good candidates and the selection of one winner was difficult. The scholarship presentation to the winner will occur at the Ag-Bio Scholarship Banquet to be held on April 5th in Brookings at 6 p.m. at the Volstorff Ballroom in the University Student Union.

2008 ARA EXAM WILL BE BASED UPON EXISTING EDUCATION REQUIREMENTS.

In a phone discussion with Accrediting Committee Chair Howard Audsley this past week, SD ASFMRA Mentor Committee Chair Paul Reisch confirmed that the 2008 ARA Exam will be based upon the existing education requirements.

Beginning in 2008, **400** education hours will be required to sit for the ARA Accreditation Exam. This will be an increase of 141 hours for the ARA designation. In recent months, there was some confusion on when the additional education would be required. It was thought that one would need to meet the 400 hour requirements in order to sit for the 2008 exam.

The national position on this has been clarified. ARA applications due by 12-31-07 to sit for the 2008 exam will be based upon existing education requirements. This allows those needing the 2007 year to meet the 5 year experience requirement can still sit for the 2008 exam based upon the current education requirements.

The Mentor Committee had identified five chapter members with potential to complete accreditation requirements by the end of the 2006 year. The committee goal is for a minimum of three of these members to qualify for the 2007 exam. The committee encourages all of these candidates to proceed with meeting education and demonstration appraisal requirements in 2006.

For those needing a current ethics course, there are two available in the next 12 months.

April 27, 2006 - Oklahoma State University - Stillwater, Oklahoma
January 26, 2007 - Twin Falls, Idaho

TOM JASS SHARES BRAZIL EXPERIENCE AT EAST RIVER BREAKFAST MEETING



The East River Breakfast meeting was well attended. Those in attendance were Mike Cooper, Charles Doom, Jim Dunlap, Jim Hollenbeck, Allan Husby, Tom Jass, Terry Pellman, Paul Reisch, Ron Rucker, and Paul Sickler.

Before breakfast was served, Paul Reisch led discussion regarding a program for the May breakfast meeting at SDSU, input on holding a summer meeting in the Pierre area, and input regarding legislation on limiting appraiser liability.

After breakfast, Tom Jass shared slides and information regarding the trip to Brazil with the SD Agriculture Rural Leadership group. Tom began his presentation by stating “I don’t pretend to understand everything I know.”

For 12 days (Jan. 27-Feb. 8) Tom and his 30 classmates (including Brian Gatzke) in the South Dakota Agricultural and Rural Leadership (SDARL) program boarded airplanes and buses, toured cattle operations, a feedlot, an auction barn and a packing plant.

And throughout their adventure, the 31-member group gained agriculture-related knowledge from their Brazilian educators.

The trip abroad was one of Tom and Brian’s final assignments prior to graduation from the SDARL program in April.



SDARL is an intense two-year program that’s designed to “develop rural leaders across South Dakota,” Tom said. “It leads you to all kinds of ideas, processes, and people.”

The group left the United States from Chicago’s O’Hare International Airport and arrived in Sao Paulo nearly 15 hours later. Tom said Sao Paulo is the third largest city in the world that 22 million people call “home.”

Brazil is ranked number one in sugar, beef, and orange juice production and is number two in soybean production.

Through the group’s visit to a slaughter plant in Agua Boa, Jass said the “kill floor” is very similar to those at packing plants in the U.S. One noticeable difference, however, is the Brazilian’s ship their beef in quarters. “Here we classify ours as ‘value-added’ and break it down for the consumer,” Jass explained.

Continued

SDARL TRIP CONTINUED

The principal breed of beef cattle – Nelore – raised in Brazil was originally imported from India. The specialty breed is able to withstand the climate, which is routinely 85 degrees and 85 percent humidity. “We would consider the Nelore cattle inferior here,” Tom informed. He said the breed is “skinny and doesn’t carry the muscling or marbling that our American cattle do.” Brian, Tom, and their classmates consumed a good amount of the beef product, and said it was “drier, but we thought it was good.” The cattle are principally grass-fed, and a calf takes three years to get to market.

A tour of the Maggi Farm Operation opened the group’s eyes to 220,000 acres of soybean fields. It’s the largest soybean producer in the world, and rightly so with their average crop productions of 50-55 bushels per acre.

What’s the Brazilian’s secret? It’s in their land, which is well-adapted to soybean production. During the country’s rainy season (September to March), the land receives an average of 70 inches of rain in seven-month period. “The soils don’t hold water, so they need at least an inch and a half per week to sustain production,” Jass informed. During the country’s dry season,” Jass said the Brazilian soils receive very little to no rain. Soil erosion rarely poses a challenge in Brazil. Jass said there’s rarely wind – or a breeze – to contend with.

One of the most limiting factors in Brazilian agriculture are the poor roads. Tom cited a 75-mile trip which took the group 5-1/2 hours to complete. The roads are filled with ruts, humps, and dips causing the group to slow down to almost nothing. The primitive roadways challenge the Brazilians in moving their grain off the farms and the delivery of products such as fertilizers to the farms.

Tom also was able to enjoy the natural beauty of the country while relaxing with a beverage.

The Brazilians are a conservative people, especially when it comes to their energy use. “There’s no hot water in the sinks and the shower has it’s own water heater in the shower head,” Jass said, adding the tiny mechanism only heats the water as it is used.

Tom took notice that vehicles, such as their tour bus, is turned off once its stopped. “They never let a vehicle sit and idle,” he said.



At the hotels, guests are provided a key card, not to unlock the door, but to activate the electricity and the air conditioning system. “They’re very conservative with energy compared to the way we do things here,” Tom said.

A visit to an indigenous Amazon Indian village proved to be an experience, Tom will not soon forget. “It was like a National Geographic experience or Discovery Channel.” The people were “warm and friendly and happy to sell us some of their crafts.” Their wares included crafts such as pottery, baskets, masks, necklaces, bows and arrows and flutes. “We left over \$7,000 just in craft purchases and money,” Tom said.

Continued

SDARL TRIP CONTINUED

There were hints of civilization in the village, citing the Artesian well that pumped water to a small water tower, which then dispersed it to different locations in the village. “They want to be Indians, and they don’t want to be any different than they are. But they’ve also had enough exposure to notice the benefits of modern civilization,” he said. “On one hand they’re really primitive, and on the other hand, they’re not stupid.”



The group spent 7 days with rancher John Carter, a Texas native, who arranged the tour to the Amazon village. Tom was part of the last group to fly in to the village and subsequently got to fly directly to John Carter’s ranch and forgo the bus ride to the ranch.

When they arrived, John invited them to join his cowboys in herding cattle and Tom participated via mule back. The cowboys ride the cattle herd for screw worms every 3 days. Tom indicated that the top two factors in death loss for the cattle are jaguars and snakes.

The group spent 3 days at John’s ranch where this picture of the group was taken.

During their time on the ranch, group members were able to canoe down a stream and hike in an Amazon rain forest on John’s land. Tom indicated that the Rain Forest is bigger than all the land west of the Mississippi.

Tom enjoyed his company while waiting in the airport for the return flight home.



SDARL is a private, nonprofit corporation, operating from the campus of South Dakota State University. The organization is dedicated to identifying and developing leaders in agriculture and in rural communities.

The idea of the program is to provide leadership training to rural residents from farming, ranching, agri-industry and agricultural organizations. “The program’s purpose is more to expand our thinking and to recognize the

differences in people and cultures,” Jass explained, “because we’re becoming more of a world economy, especially in agriculture.”

With class three coming to a close, the SDARL program is now recruiting its next class. Tom and Brian encourage anyone with an interest to contact them or visit the program’s Web site at <http://sdarl.sdstate.org>.

5 SAFETY TIPS FOR USING A PUBLIC ACCESS COMPUTER

(Technology Committee Member Jim Hollenbeck)

Using a public accessible computer is an option if you don't have your laptop with you. Many larger hotels have business centers or public access computers in the lobby. If you do decide to use one of these, consider the following safety tips:

1. Don't save your login information

Always logout of Web sites by pressing logout on the site, instead of by closing the browser window or by address. This will help keep other users from accessing your information.

Many programs (especially instant messenger programs) include automatic login features that will save your username and password. Disable this option so no one accidentally (or on purpose) logs in as you.

2. Don't leave the computer unattended with sensitive information on the screen

If you have to leave the public computer for any amount of time, logout of all programs and close all windows that may include sensitive information.

3. Erase your tracks

When you're done using a public computer, you should delete all the temporary files and your Internet history.

To delete your temporary Internet files and your history:

1. In Internet Explorer click Tools and then click Internet Options.
2. On the General tab, under Temporary Internet files click Delete Files and then click Delete Cookies.
3. Under History, click Clear History.

4. Watch for over-the-shoulder snoops

Because there's so much in the news about how hackers can digitally sneak into your personal files, we sometimes forget about the old fashioned version of snooping. When you're using a public computer, be on the look out for thieves who collect your information by looking over your shoulder or watching as you enter sensitive passwords.

5. Don't enter sensitive information into a public computer

The measures listed above will provide some protection against casual hackers who use a public computer after you have. However, an industrious thief may have installed sophisticated software on the public computer that will record every keystroke and then e-mail that information back to the thief. Then it doesn't matter if you haven't saved your information or if you've erased your tracks. They still have access to this information.

If you really want to be safe, avoid typing your credit card number or any other financial or otherwise sensitive information into a public computer.

MEMBER AUDIT COMPLETED ON CHAPTER FINANCIALS

Chapter practice is to complete a member audit of the chapter financial records every two years as the chapter transitions from one president to another. Since we have transitioned to a new Treasurer, it was decided to complete an audit this year as well.

Member Paul Reisch completed this audit for the chapter. Paul reported his findings to 2006 President Buck and 2006 Treasurer Allan Husby in a 3/27/06 e-mail:

Wade and Allan,

I completed a review of the financial records for the 2005 year and found everything to be in order with a satisfactory accounting of all activity.

It would be helpful to have the check number and date paid on all invoices and bills. This was not done in all cases.

Paul

MEMBER PROFILE IS JIM VIETOR

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

I graduated from South Dakota State University the middle part of the last century. I have worked for Federal Land Bank / Farm Credit Services of America since 1965.

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 value the opportunity to visit with and exchange ideas with other professional appraisers.

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).

Before moving to Pierre in 1980, I worked in Aberdeen, Webster, Beresford, Sioux Falls, and Emmetsburg, Iowa. I'll probably stay in Pierre till Lake Oahe dries up.

Describe a few memorable or unique experiences in your life.

About 1 ½ years ago, a computer was implanted in my head between the skull and inner ear. Now I am one of a relatively small number of people with a computer assisted brain.

