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Scott Heimes

West River Breakfast
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& Mentor
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Marv Siebrecht

Ag Lender's Conference
Terry Leibel

Education Foundation
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SOUTH DAKOTA CHAPTER
AMERICAN SOCIETY FARM MANAGERS & RURAL APPRAISERS

12/07



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

DATES TO REMEMBER!

2008

January 23-25 – Winter Education & Joint Meeting W/PAASD – Mitchell

February 17-23 - ASFMRA National Annual Meeting in San Diego, CA

March 13- West River Breakfast Meeting (9 A.M.)

Rapid City Marlin's Roadhouse Grill

March 21- East River Breakfast Meeting (9 A.M.)

Sioux Falls Roll'N Pin Restaurant

May 16 - Chapter Board Meeting & SDSU Breakfast – Brookings

July 13–18 – ASFMRA National Summer Education Meeting in Omaha, NE

November 10-16 - ASFMRA National Annual Meeting in San Antonio, TX

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

PRESIDENT'S MESSAGE - Happy New Year!

As you get older these years roll by faster and faster. 2007 seemed to fly by, or at least the annual meeting for ASFMRA is upon me very quickly. Meeting is set for Thursday night, January 24 at the education offering in Mitchell. All members are invited to attend. Should you have something that your chapter needs to consider, provide the information to your board of directors so we can get it on the agenda.

The national organization is proposing by law changes at the meeting in San Diego. Information has been sent out for review & as always there is a chance for discussion with your board or District VP George Luther.

Advance planning is needed to get the quality education that you might want and need. One of the items for consideration is the education offering for 2009 with Wyoming. Suggestion and input into getting this off the ground early and providing the programs that are needed will be part of the agenda for the annual meeting. Planning will start for the offering next year at the winter meeting.

We are the joint sponsor of the USPAP course on Thursday. It is a good opportunity for us to be made aware of the changes in USPAP for the next two years. All ASFMRA should have received a meeting notice from Bev Luke the secretary of PAASD. Please advise me or Ordean Eddy if you did not get the flyers that were sent out.

We continue to get feedback from other chapters on the quality of our monthly newsletter. We all owe a thank you to Paul Reisch for his efforts and time, to provide us with our chapter news.

See you at the annual meeting in Mitchell.

CHAPTER MEMBER SCHOLARSHIP AVAILABLE FOR SAN DIEGO MEETING

The national meeting scholarships offered by the chapter in the past will become part of the Kjerstad Memorial Chapter Membership Scholarship in 2008. Details of the full scholarship program will be shared with members at the January annual membership meeting.

The scholarship focus:

- A lasting memorial of Jerry's contribution to our chapter.
- A means to generate funds that can allow expansion of chapter support for members in accord with the chapter mission of *Enhancing Our Members' Ability to Succeed in Their Rural & Agriculturally Related Professions!*

Objectives:

1. Encourage potential members to join our chapter and help them with initial ASFMRA education.
2. Encourage members to attend and learn the benefits of the networking and education that take place at national events.
3. Broaden the experience of chapter members, which will in turn, strengthen our chapter member networking opportunities and develop future leadership for the chapter.
4. Encourage members to pursue accreditation and support them in this endeavor.
5. Recognize the member's achievement in gaining his accreditation.
6. Build member loyalty to the chapter.

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.

Geoff Oliver will be receiving his accreditation at this meeting. Any members attending their first national meeting at the February San Diego meeting should inform President Ron Rucker and Treasurer Allan Husby of their attendance plans. Treasurer Husby will then issue checks to those fitting the scholarship criteria.

KJERSTAD MEMORIAL PHEASANT HUNT RAISES \$450

The South Dakota Chapter of ASFMRA held a memorial pheasant hunt and social on Saturday December 1st at the Bill Huber farm near Norris, SD.



Chapter members in attendance were Ron Ensz, Loy Matthes, and John Widdoss. Bill Huber and his sons hosted and participated in the hunt. Fred Littau was hunting guide for the group. Farm Credits Services of America staff and others supported the event with their attendance.

Ron Ensz stated “A great time was had by all even though it rained and snowed on us most of the day. Fortunately, there was no wind as the temps never got much above 20 degrees”.

\$450 was raised with the proceeds going to the

Kjerstad Memorial Chapter Member Scholarship Fund.

We thank chapter members Ron Ensz and John Widdoss for organizing this hunt. Thanks to all who attended and supported this fundraising social event.

AGENDA SET FOR MITCHELL MEETING IN JANUARY

A full schedule with variety is set for the joint meeting of SD ASFMRA and PAASD (Professional Appraiser’s Association of South Dakota) January 17 thru 19 at the Holiday Inn in Mitchell.

Wednesday January 23rd PAASD Education Seminar:

- Most Common USPAP Violations in the URAR and 1025 Form Reports

Thursday January 24th PAASD / ASFMRA Education Seminar:

- USPAP Update from the Appraisal Institute.

SD ASFMRA Chapter Membership Meeting: The SD Chapter will hold its annual membership meeting on Thursday evening. **The starting time will be 5:30 P.M.** 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 7:00 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.

January 25th PAASD Education Seminar:

- Most Common USPAP Violation in Non-Residential Appraisals and Narrative Appraisals

The registration flyer with schedule and registration rates have been mailed to all members. If you have been missed, please let President Ron Rucker or Education Chair Ordean Eddy know so that a flyer can be provided to you. Make your plans to attend this meeting of education and networking!

MEMBER PROFILE IS NORM EDWARDS

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

I have been a member of the So Dak, No Dak, Colorado and Arizona Chapters of the ASFMRA.

I graduated from Spearfish High School and received a BS in Agricultural Economics from SDSU. I have performed appraisal and review work in SD, ND, Colo., Calif., Utah, Pa., NM and Arizona.

I have defended my appraisals in State and Federal Courts. My work is general has been concentrated on condemnation appraisals for state and federal Agencies.



I have been actively engaged in professional organizations such as the ASFMRA, AI, IR/WA, and the Real Estate Associations in various states. I have served as an officer in most of the states where I have been located and recently as President of the Arizona Chapter. I have served as representative to the national meeting several times.

I received my ARA designation in North Dakota and am a Real Estate Broker in South Dakota.

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 enjoy the association and the knowledge of the members of each chapter which I have been associated and the chance to share the knowledge and expertise of the members. I have retired from the federal government and am dividing my time between Arizona and South Dakota to enjoy the summers in SD and the winters in AZ.

I just purchased a home in Spearfish and am engaged in Appraisal, Reviewing, Ranching and Recreational Development in the Black Hills. I have family in the area and still have friends in the hills. I have been a member of various organizations of the ASFMRA for some thirty seven years and still find it stimulating and dynamic with changing and reoccurring cycles, challenges and conditions.

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 was born on a ranch in western South Dakota – eastern Wyoming and moved to Spearfish to obtain a elementary education. I have three brothers and my parents are still living on the ranch west of Spearfish. I still maintain contact of my associates in the various locations where I have worked and value them as worthwhile associates and information sources. I have been active in the Lutheran Church in the various locations I have worked.

EDWARDS MEMBER PROFILE CONTINUED

My hobbies include fishing and hunting. I have fished for Salmon in AK, and Canada and for RedFish in La. Nothing compares to upland game hunting in the upper Midwest which I haven't done since my college days in Brookings.

Describe a few memorable or unique experiences in your life.

Participation in the dedication of the McPhee Dam and Dolores Project in Colorado; the Roosevelt Dam Rededication and the completion of Lake Pleasant in Arizona along with the delivery of irrigation water from the Central Arizona Project in Arizona.

SDSU SCHOLARSHIP UPDATE

Chapter representatives have worked closely with Liz Rezek at the SDSU Foundation since the Scholarship was established in 2004. We recently learned that Liz is leaving SDSU Foundation at the end of 2007 for an opportunity in Sioux Falls. We thank Liz for her help and support over the past four years and wish her the best in her new endeavor.

At their November meeting, the chapter board approved a \$2,000 donation to the SD ASFMRA Acorn Scholarship Fund. This included the \$1,363 raised from the Kjerstad Memorial raffle.

Scholarship Fund Summary:

- Total gifts (22 members plus chapter donations & projects) to SDSU as of December 27, 2007 is \$16,326.00
- Total Market value as of December 27, 2007 is \$16,624.20
- Pledges Not Yet Paid of \$500

Past scholarship winners:

1. 2005-06 school year, Mr. Seth Zilverberg of Holabird, SD.
2. 2006-07 school year, Ms. Becky Lambert, Frankfurt, SD.
3. 2007-08 school year, Ms. Emily Hansen, Marshall, MN.

Earnings are expected to exceed \$800 in 2007. The chapter board has approved a \$1,000 scholarship for 2008-2009. Refer to chapter website for detailed information including an online application.

Chapter members are encouraged to consider a scholarship donation in one of the following ways:

- a one-time donation
- annual contributions pledging so many dollars per year
- an estate planning tool for scholarship programs.

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

SDSU Foundation
815 Medary Ave, Box 525
Brookings, SD 57007

FUNDAMENTAL MATHEMATICS

OFFICE ARITHMETIC

Smart boss + smart employee = profit

Smart boss + dumb employee = production

Dumb boss + smart employee = promotion

Dumb boss + dumb employee = overtime

SHOPPING MATH

A man will pay \$2 for a \$1 item he needs.

A woman will pay \$1 for a \$2 item that she doesn't need.

GENERAL EQUATIONS & STATISTICS

A woman worries about the future until she gets a husband.

A man never worries about the future until he gets a wife.

A successful man is one who makes more money than his wife can spend.

A successful woman is one who can find such a man.

HAPPINESS

To be happy with a man, you must understand him a lot and love him a little.

To be happy with a woman, you must love her a lot and not try to understand her at all.

PROPENSITY TO CHANGE

A woman marries a man expecting he will change, but he doesn't.

A man marries a woman expecting that she won't change, and she does.

DISCUSSION TECHNIQUE

A woman has the last word in any argument.

Anything a man says after that is the beginning of a new argument.