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SOUTH DAKOTA CHAPTER
AMERICAN SOCIETY FARM MANAGERS & RURAL APPRAISERS

2/07



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

DATES TO REMEMBER!

2007

March 8 - West River Breakfast Meeting (9 A.M.)
Rapid City Marlin's Roadhouse Grill

March 30 - East River Breakfast Meeting (9 A.M.)
Sioux Falls Roll'N Pin Restaurant

April 4 - Ag-Bio Scholarship Banquet in Brookings

April 18-20 - Ag Lender's Conference in Pierre

May 8-11 - Assessor's Conference in Aberdeen

May 18 - Chapter Board Meeting & SDSU Breakfast - Brookings

July 11-13 - MN Summer Appraisal Course & Tour - Duluth

2008

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

Feb. 16-23 - ASFMRA Meeting w/ ASAC & NAICC in Seattle, WA

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

PRESIDENT'S MESSAGE

This month found me and other members of our chapter in Atlanta at the national meeting, named AG PRO EXPO. This is a great experience in networking with other ASFMRA members from around the country.

Weather created a few problems for some of the potential attendees. Flights canceled kept several from not being able to get to Atlanta. We did find out that Atlanta wasn't far enough south, cold and windy on Wednesday, Thursday, and Friday. Monday was above 50 and Tuesday was rain.

The next meeting is in Seattle February 2008. Cost is a major concern for the meeting. Winter time meetings in the sunshine states are more expensive to hold. Comments on what one would be willing to pay are welcome for future planning by the Denver office.

The meeting with ASAC and NAICC provided a larger tradeshow and more opportunities for education offerings. Continued studies will be made to see if the future keeps the 3 societies together. From our point of view it was good.

Continued

PRESIDENT'S MESSAGE CONTINUED

While in Atlanta our members were provided with dollars to purchase items from the education foundation to bring home and raffle to raise funds for SDSU scholarship as a memorial for Jerry Kerstad. The items are a wood duck and disc carving. You will all be hearing more about the chance to own these for yourself.



As the time approaches for the needed hours to be changed for accreditation, we are pleased to note that Geoff Oliver has had his demo report pass toward the accreditation. Congratulations on moving by this step toward the ARA initials behind your name.

I expect most of you have heard about Jim Dunlap's skating adventure off the roof of his house. We saw him after the East River breakfast and he is doing well, but still seemed to have a lot of pain. We wish him a speedy recovery.

APPRAISER LIMITED LIABILITY BILL JUST A FEW STEPS FROM BECOMING LAW

HB1275, the Appraiser's Limited Liability Bill passed in the Senate on Tuesday afternoon February 27th on a vote of 34-0. On Wednesday it will be signed by the Speaker of the House and on Thursday by the President of the Senate. On Friday it will be delivered to the Governor who will likely sign it into law next week. The new law would go into effect July 1, 2007 pending the Governor's signature.

Thank you to everyone for their help getting the Bill passed. We also owe a special thank you to our prime sponsor, Representative Faehn of Watertown and Barry Wilfahrt, Lobbyist.

The chapter board approved helping PAASD with the cost of this effort with the percentage based upon membership of appraisers in the two organizations.

PRESIDENT RUCKER AND OTHERS SHARE NATIONAL MEETING EXPERIENCES

East River members gathered for the first time since early last fall to share a meal and experiences in their professions including current land values and rents. Members present were Mike Cooper, Brian Gatzke, Mac Haskell, Scott Heimes, Jim Hollenbeck, Allan Husby, Tom Jass, Paul Resich, Ron Rucker, Paul Sickler, and Jorge Vicuna. Jorge's wife Connie also joined us.



President Rucker and others who attended the Atlanta national meeting shared their experiences and thoughts about the meeting. Details can be found in a separate article on the national meeting.

Brian Gatzke mentioned that Ethics Class he attended is now a 4 hour class for both farm managers and rural appraisers.

He stated that national is talking about a stronger enforcement of the requirement that all members attend the ethics class with the first 12 months of membership and then once every 9 years.

The group had discussion regarding holding the ethics class in state or jointly with another state.

Brian Gatzke provided an update on member Jim Dunlap's health condition following his accident last week when he fell off the roof of home when cleaning out the sewer vent.

Jim received extensive injuries including broken collarbone, broken clavicle, broken ribs, broken vertebrae, a concussion, and bruised lung. Jim went home from the hospital last Thursday afternoon the 22nd.



Several members visited Jim at different times in the day after the breakfast meeting. As one would expect, Jim has considerable pain to endure while the broken bones go through their healing process. Jim and Shirley appreciate the expressions of concern and prayer support of the members.

CHAPTER MEMBERS EXPERIENCE ATLANTA NATIONAL MEETING

President Ron Rucker attended the Atlanta national meeting and represented the chapter at the ASFMRA Board of Directors meeting. Other chapter members attending were first time attendee Brian Gatzke, Tom Jass, Paul Sickler, John Widdoss, and Veronica Widdoss. Here is Ron's perspective of the meeting.

Wednesday found us taking the Pioneer Ag tour. The tour started at the Atlanta State Farmers Market, 150 acres of food warehouses and distribution centers. This was the largest food distribution center in the nation serving southeast US and cities as far away as Detroit, Michigan. We drove through the Farmers Market and then met the manager Mike Harris and heard about the historic facility that was opened in 1960.

We then toured the USDA Food Inspection service, whose job it is to inspect food products across the southeastern US and all the imported products being flown into Atlanta Hartsfield Airport. This is where the government equipment didn't work and the power point presentation did not take place. They described some of the foods that were intercepted and removed from distribution.

Since there were 200 on the tour they divided us into 2 groups and sent half to Turner Field and the other half stayed at the Farmers Market.

First stop at the Farmers market was a fresh fruit distribution company. The owner of the fruit purchases them and resells with all the risk back to him. The building was a larger cooler that was designed by him and built for him by the State. The information provided indicated where fruits are coming from at this time of the year and what the weather in California has done to the supply.

Second stop was a full service food distribution company that is run by a family, 3 sisters, spouses, 1 brother, father and mother and now grand children coming into the company. It started as an egg distribution and then branched out to soft goods, frozen foods, fruits and vegetables.



Second half of the tour was a behind the scenes look at Turner field. Maintenance team explained how they kept up the ball field. They were putting new clay on the infield base paths. The red clay didn't come from Georgia, but from Alabama. They explained the irrigation and drainage system of the ball field. The field has plastic, sand, and soil, which makes up the playing surface.

Continued

ATLANTA NATIONAL MEETING CONTINUED

They have large pumps that pull the water through the field to help dry it during wet periods. Water is pulled into pipes and then drained into the city sewer system. Dry periods, they have the irrigation system, which is much like any other lawn sprinkler system. With the fast drainage through the field, keeping fertilizer in the grass is a real challenge.

Turner Field was the track and field location of the Olympics and location of the opening and closing ceremony. The Olympic torch was moved north but still visible from the parking lot, which was the old ball park, Fulton County stadium. A piece of the fence where Henry Aaron hit his 715 home run is in the original location. Brick mark the base paths from the old ball park.



Thursday and Friday had us attending the different programs, luncheons and dinners.

Thursday membership breakfast awarded Professional Farm Manager of the Year Award to George E. Baird, IV, AFM from Collierville, Tennessee.

Thursday lunch was highlighted by Orion Samuelson talk.

Thursday evening had the passing of the gavel from Paul Bierschwale to Ray Brownfield. Recognized at the meeting was Appraisal Professional of the Year, Henry A. Long, Jr. ARA. Newly accredited members of the society were recognized.

Friday luncheon awards were D. Howard Doane Award, Meritorious Service in Communication, Carl F. Hertz Distinguished Service in Agricultural, Gold Quill, Henry "Buck" Stalcup Excellence in Education, and Debra K. West Volunteer service award.

This meeting was in conjunction with National Alliance of Independent Crop Consultants and American Society of Agricultural Consultants. With the three groups together, it provided for a larger offering of education courses.

Friday night ended the AG Pro Expo with the foundation auction.

ASFMRA ATLANTA ANNUAL MEETING MANAGEMENT EDUCATION PERSPECTIVE

by Tom Jass

I have served on the ASFMRA Management Education Committee for the past several years. Dave Englund is the new Chairman of the committee, and I might add doing a great job. Dave has reorganized our committee. Regional Directors have been created to better serve members in their diverse agriculture settings throughout the US.

Regional Directors are challenged to initiate and implement ideas for new ASFMRA short courses that will most likely be labeled as Management Seminars (MS). These MS courses are intended to hit on “hot” or “current” topics of interest to managers. The courses may also supplement the regular M courses that we’ve all taken or will take on the AFM track.

Dave has defined the regions as Midwest, South and West. I am serving as the Midwest Region Director. The Midwest Region includes a large geographic block of states in the general Midwest. There are no specific area boundaries, just a desire to serve members with beneficial education that fits Midwestern farm management challenges.

With Dave’s assistance I have recruited farm managers to help and serve on a Midwest Region Subcommittee. The subcommittee is made up of individuals from various areas of the Midwest. Additionally the subcommittee members represent several different farm management firms. Current subcommittee members are:

Ryan Aupperle, Heartland Ag Group, Forsyth, IL
Calvin Dickson, Hertz Farm Management, Mason City, IA
Andy Hubert, Farmers National Company, Geneva, NE
Mike Krause, Hertz Farm Management, Omaha, NE
Cole Owens, Farmers National Company, Garden City, KS
Matt Rekeweg, Halderman Farm Management, Wabash, IN
Dennis Schmidt, Upper Midwest Farm Management, New Ulm, MN
Paul Sickler, Farmers National Company, Brandon, SD

The Management Education Committee held its first meeting following the reorganization at the ASFMRA Annual Meeting in Atlanta. Our Midwest subcommittee had a good opportunity to gather, get acquainted, and brain-storm MS course ideas. We have come up with a list of MS course ideas that we are pursuing over the next months. These are general ideas and labeled as such, Grain Marketing / Risk Management, Client Insurance, 1031 Exchange, Investment Analysis / Investment Oriented Clients, Environmental Reviews, Coordinating with RLI courses, Maintaining Audit Worthy Records, Irrigations Issues, and Enhanced Client Communications.

We are open to your ideas and suggestions as well. If you can add to our list, help in refining our ideas, or just wish to comment, we welcome your input. Please feel free to contact myself, Dave or any other committee member. Our objective is to assist our ASFMRA members and advance their careers.

In addition to the committee meeting, I attended several excellent educational programs, networked with ASFMRA members from across the country, took in the Ag Tour, and enjoyed good all around fellowship.

MEMBER PROFILE IS MIKE COOPER

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

I started with Farmers National Company(FNC) in March 1982 in Pipestone, Mn. I started with 50 farms in 6 counties in SW Minnesota and E. Central S.D. I currently have farms in the same original area, but have expanded as far W. and N. as Watertown and Miller, SD. I now have farms in 14 counties.



I have a Minnesota and South Dakota Real Estate Broker's license and currently manage 70 farms. I usually sell 2-3 farms per year. I also have a Minnesota Insurance license for selling crop insurance.

I currently hold the Accredited Farm Manager(1992) designation with the ASFMRA organization. I have held several offices in the Minnesota ASFMRA chapter over the years including state chapter president in 2002. I am currently serving on the Management Education and Funds Solicitation committees.

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 felt that to better serve my managed farms in South Dakota, this would be a good organization in which to be involved. It offers the chance to be acquainted with a wide range of agricultural expertise including other managers, appraisers, consultants, and extension personnel. Unfortunately, the past few years I have been quite involved with the Mn. Chapter, and I have not had time to be very involved with the SD Chapter.

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 raised on a farm at Decatur, Ne. That was a farm my father rented from FNC for 21 years. My brother, uncle, and my grandfather had all rented FNC farms over the years.

I graduated high school at Decatur in 1969, and spent 4 years at Wayne State College, graduating with a B.S. in Animal Biology in 1973. I met my wife, Deb, at Wayne State and we were married in 1973.

My first post college job was working in a ConAgra flour mill lab in Omaha, NE for a whopping \$3.00 per hour. After 2.5 years of rolling in flour, I went back to the farm at Decatur when my dad retired. I farmed 6 years before the farm owners died and, as we typically see, the kids sold the farm. I got a job with Farmers National at that time, and have been in Pipestone ever since.

I have a daughter, Jill, who is married and works for Wells Fargo in Sioux Falls. My son, Travis, works in building security management in Phoenix, Az.

My hobbies include collecting Earnhardt Nascar memorabilia, motorcycling, hunting (coyotes, fox (call if you have a pest problem)), fishing if I have time, and a short time of trapping each fall. This past year I caught 13 beaver which was something new and fun for me.

Continued

MEMBER PROFILE CONTINUED

Describe a few memorable or unique experiences in your life.

That is a hard question because farm management isn't exactly a fast paced, glamorous career. The job is very flexible, and every day can be a little different, which is why I like it. I get to travel around a lot, and at least I am not cooped up inside in a three piece suit. I feel I am still contributing to the agricultural environment.

The opportunity to become an employee owner of FNC has been a rewarding experience.

I enjoyed being president of the MN Chapter and hosting the summer tour out of Brookings, SD.

I enjoy working with my tenants. I have helped several young farmers start over the years, and it is good to see them make a go of it in farming. I think I have been here too long when I start leasing to sons and even grandkids of an original tenant .

INCREASING TREND IN NUMBER OF APPRAISERS CONTINUES

January 2, 2007 statistics from the SD Appraiser Certification Program show 361 active appraisers and 12 inactive appraisers in South Dakota. The active appraiser licenses are:

- 149 State Certified General
- 27 State Certified Residential
- 96 State Licensed
- 89 State Registered

There were 36 active appraisers and 4 inactive appraisers that did not renew during the 2006 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
- 373 on 1-2-07

GOOD GOLFER!

A golfer set up his ball on the first tee, took a mighty swing and hit his ball into a clump of trees. He found his ball and saw an opening between two trees he thought he could hit through. Taking out his wood, he took another mighty swing, the ball hit a tree, bounced back, hit him in the forehead and killed him.

As he approached the gates of Heaven, St. Peter saw him coming and asked, "Are you a good golfer?", to which the man replied, "Got here in two, didn't I?"