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SOUTH DAKOTA CHAPTER 6/07
AMERICAN SOCIETY FARM MANAGERS & RURAL APPRAISERS



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

DATES TO REMEMBER!

2007

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

July 12 - West River Breakfast Meeting (9 A.M.)
Rapid City Marlin's Roadhouse Grill

July 20 - East River Breakfast Meeting (9 A.M.)
Sioux Falls Roll'N Pin Restaurant

September 15-19 – Leadership Institute in Washington, D.C.

September 19 - Ag-Bio Scholarship Banquet in Brookings

September 27-28-Joint Education Seminar W/ Wyoming Chapter – Sheridan
Fall - Chapter Board Meeting – Rapid City

2008

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

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

July 18-25, 2009 – International Farm Management Conference in
Bloomington, Illinois co-hosted by national ASFMRA and Illinois ASFMRA
ASFMRA National Annual Meeting Held In Conjunction

PRESIDENT'S MESSAGE

Ireland is a very nice place to visit. Temperatures were in the high 60's with drizzle on and off 10 out of 13 days. As they have said, just never get too far away from the umbrella. The country was green, but with 60 to 70 inches of rain a year things should be green. Livestock is the major commodity. Hay was mowed and put up wet. They cover as we do silage to keep the air from reaching the hay. Farms were small, with most ownership in the 40 acre area. Once land is in the family it is seldom sold. When land does come available it sells for 20,000 to 30,000 in Euro dollars per acre.

Dairies were small, with the Holstein being the most common milk cow. They said hog production was at 11 sites, which we never saw. Race horses are popular with the farms being owned in part by the government. Sheep every where, however we were never served lamb. Beef, pork, chicken or fish were offered at every meal.

I expect you have all received your raffle tickets. The scholarship program is moving forward and with more dollars it will generate more interest and be a good source of recognition for our industry. Your efforts to sell the books provided will be appreciated.

Continued

PRESIDENT'S MESSAGE CONTINUED

The up coming breakfast meetings have a special purpose. Discussions on the scholarship program for our members and the encouragement to work toward accreditation. Hopefully you can make your opinions and thoughts be added to the proposal and its purpose.

Wyoming chapter has set the education dates and are offering 2 days of excellent classes. It is at the end of our year for continuing education. As I understand, the education hours are counted toward the 2007 renewal, since the classes are offered during that renewal cycle.

As always, any comments, concerns or considerations for our chapter, please bring it forward to a board member.

LEADERSHIP INSTITUTE HAS SPACE FOR DELEGATES - SEPTEMBER 15-19, 2007

What Can You Expect?

- Gain first hand insight into the new farm bill, how it is created and why issues are negotiated.
- Meet your Congress person(s) and their staff; develop a contact for future interests.
- Continue to gain understanding about how Washington works.
- Meet our lobbyists and learn what they can do for you.
- Visit with the Appraisal Foundation; learn the dynamics of the Appraisal Subcommittee.
- Gain insight and understanding into the dynamics of policy issues while the 2007 Farm Bill is negotiated.
- Managers will tour DuPont Wilmington facility and network with Global Leadership Team.
- Appraisers will gain an understanding of appraisal practices within the various Departments.
- Network with your peers.
- Meet new friends.

Take advantage of this unique opportunity to enhance your leadership skills and gain useful tools you can apply to your professional life. Get a birds-eye view of your government in action in the middle of Farm Bill negotiations.

This leadership training is available and beneficial to managers, appraisers and consultants. Tuition to attend is \$575, plus your airfare to Washington, DC and back, plus any incidental expenses and meals not covered by the Institute (Saturday and Sunday). Your tuition includes a shared sleeping room. If you desire a private room, delegates are required to pay for one half of the sleeping room for the nights you stay. Alumni of this event all agree that it is a very worthwhile ASFMRA event!

Dates of Event: September 15-19, 2007 - Holiday Inn Capitol, 550 C Street, SW, Washington, DC 20024, Phone: 202-479-4000 - Fax: 202-479-4069

The chapter has budgeted \$500 to help with a member's cost to attend Leadership Institute. Any member interested in attending and obtaining this chapter support, should inform President Ron Rucker.

CHAPTER BOARD SEEKS MEMBER INPUT AT JULY BREAKFAST MEETINGS

At the November 2006 board meeting, an exploratory committee (Ron Ensz, Allan Husby, and Paul Reisch) was established to revisit the National Meeting Scholarship and other ways to provide financial support to our members.

At the May 17, 2007 board meeting, this committee presented a proposal titled:

JERRY KJERSTAD MEMORIAL CHAPTER MEMBER SCHOLARSHIP PROGRAM

The proposal 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!*

If the proposal is implemented, the existing national meeting scholarship program would be rolled into this program.

Scholarship opportunities for members under this program would include:

- **Leadership Institute attendance**
- **First education course that is a part of accreditation track after becoming a new member (effective March 1, 2008)**
- **National meeting attendance for the first time**
- **Accreditation education, testing, and receiving accreditation at national meeting.**

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.

Consensus at the board meeting was that support and participation from chapter members for the funding part of the proposal was essential for the success and sustainability of the program over the long term. The July member breakfast meetings will be utilized for board discussions with chapter members to determine if strong member support for the proposal exists. After receiving this member input, the chapter board will decide whether to move forward with the proposal. **Please make every effort to attend one of the breakfast meetings to provide your input.**

ADVISORY COUNCIL VISITS WITH MONTANA ABOUT MENTOR/TRAINEE PROGRAM

At the May meeting, the South Dakota Appraiser Advisory Council visited by teleconference with Montana Board Executive Officer Grace Berger and Investigator / Compliance Officer Billie VeerCamp about Montana's mentor / trainee program implemented in 2003. The program has exceeded their expectations.

Under the program, an appraiser wishing to supervise must submit work product to the Montana Board for review for USPAP compliance. If the work product complies, the appraiser is approved to supervise trainees.

The Advisory Council supports development and implementation of such a program in South Dakota. The Council recommended input from PAASD and SD ASFMRA chapter regarding support for a mentor / trainee program. If the support is present, these organizations should be invited to participate in the development of the administrative rules for implementation of a mentor / trainee program for South Dakota appraisers. These efforts will be a long term project. Sherry Bren (sherry.bren@state.sd.us) has indicated that she welcomes input from members.

The Council also continues to support a mandate for supervisors to complete a supervisor training course as a condition of being allowed to supervise once a course is available through distance education or through an in-state provider.

SD CHAPTER WILL HOLD JOINT EDUCATION CONFERENCE WITH WYOMING

Plans are in place for the joint offering for September 27-28 in Sheridan, WY. Location will be the Holiday Inn. LeeAnn Moss will be the instructor for:

- Day 1: Advanced Sales Confirmation and Analysis (SALESCON), 8 hrs
- Day 2: Market Analysis in Contemporary Spreadsheets (SPDSHT), 8 hrs

LeeAnn Moss, Ph.D., is an AQB Certified Instructor with 20 years of experience as a practicing appraiser and over 10 years of teaching experience. She is an award-winning business management educator who has taught USPAP, appraisal principles, and advanced appraisal courses across the nation for various universities and organizations.

This conference is the first for a new working arrangement with Wyoming to have a joint education conference (late September / early October time frame) every other year. The host chapter will do all pre-planning. The two chapters will split net income based upon member attendance ratio.

In 2009, South Dakota will host the conference in western South Dakota.

Mark your calendars now for this educational and networking event.

CHANGES PLANNED FOR SDSU SCHOLARSHIP SELECTION

President Ron Rucker and SDSU Relationships Committee members Paul Reisch, Brian Gatzke, Tom Jass, and Paul Sickler met with College of Ag-Bio Associate Dean Don Marshall after the SDSU breakfast meeting on May 18th to discuss possible changes to the method of selection for the chapter's Acorn scholarship.

The purpose of the scholarship is to develop and support student interest in the rural appraisal, farm management, and agricultural consulting professions and to encourage students to become American Society of Farm Managers and Rural Appraiser (ASFMRA) chapter members. Changes in the selection process were desired to better address the eligibility criteria of the student having a stated interest in considering rural appraisal, farm management, or agricultural consulting as a career.

It was decided that a separate scholarship application would be developed for the chapter scholarship using other scholarship application formats as a guide. Student awareness of the scholarship availability and eligibility criteria will be enhanced by:

- Ag-Bio College promotion,
- development of a more detailed description on the chapter website, and
- promotion of the scholarship by chapter members at the Ag-Bio fall Career Days and to students taking Farm and Ranch Management course (AgEd 271), and Introduction to Integrated Range Management (Range Management 215).

Scholarship applications will need to be completed early in the calendar year so that selection of candidates to be interviewed and the student interviews can be completed in the spring of the year. The scholarship winner would be selected prior to the spring semester end and the winner recognized at the Ag-Bio Scholarship banquet in September.

Although six potential scholarship candidates were identified this past spring, interview scheduling issues prevented interviews and winner selection for the coming year from occurring.

Committee member Brian Gatzke agreed to work with Don Marshall to develop the chapter scholarship application. The application will be sent this summer to the six scholarship candidates. After receiving completed applications, SDSU Relationships Committee members will select a winner or determine if any interviews are needed in order to select a winner. The process will be completed and a scholarship winner selected prior to the September 19th Scholarship Banquet.

ARE YOU LISTENING?

Talking is not the only part of the communication process. Listening is an important skill too. Here are some tips for better listening:

- Stop what you're doing and give your full attention to the person who is speaking to you.
- Make eye contact.
- Don't interrupt too quickly.
- Restate what the other person is saying.
- Step into the other person's shoes and look out through their eyes.
- Seek to understand the other person's views even if you don't agree with them.

(From The Prairie Beacon October 2005)

MEMBER PROFILE IS NEW MEMBER MICHAEL BRAUN

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

I grew up on a farm north of Rosholt, South Dakota. Dad had a small diversified operation including grain farming and raising hogs, cattle, chickens and sheep. After graduating from Rosholt in 1968, I attended Dakota State College in Madison, SD for two years working towards a degree in teaching. Deciding this is not what I wanted to do in the future, I attended North Dakota State School of Science in Wahpeton, ND for plumbing.

I returned to the Rosholt area and started a plumbing and heating business as well as helping my Dad on the farm. We built what was then a large hog farrow to finish operation in 1979 and sold breeding stock to others until the hog market crashed in the 90's and most of our customer base was gone. We remodeled the barn and did custom hog finishing for others until 2006.



In the winter of 1999, I decided I needed to supplement my farm income and looked into the possibility of entering the appraisal profession. I received my education from Pro-Ed in Sioux Falls to obtain my State registered license and began working with Reva Mette, owner of Mette Appraisals in Britton, SD.

Reva was a very good mentor in helping me understand the appraisal process and develop my skills in the field. We developed a great working and personal relationship and continue to work together sharing our knowledge and expertise with each other today. As my career grew, I really enjoyed working with Ag land the most and have done mainly Ag land for the past three years. I continued my appraisal education with classes from the Appraisal Institute, Pro Source and Pro Ed.

My Ag background as well as the knowledge gained being in the plumbing and heating business has been very helpful in this chosen profession.

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.

In the summer of 2002, I attended a summer caravan in Brookings, SD sponsored by the SD chapter of ASFMRA. I really enjoyed the tours and the people I met there. The information learned visiting with other appraisers interested in the same areas as myself was great. I have continued to attend other functions of the society and become friends with many of the members of the group.

Many members of the group have asked me to join the society since I attended the first caravan and after I received my State Certified General License in the summer of 2006 I applied for membership. I feel the knowledge to be gained sharing information with members of the society as well as the continuing educational opportunities make this an organization I want to be associated with now and in the future. I look forward to becoming more involved as time goes on.

Continued

BRAUN PROFILE CONTINUED

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).

One of the best things about my starting a new career in the appraisal business was my working in the Britton area. I met Marsha, who is from Langford in 2000 and we were married in July of 2002. Some of you have met her and know what a lucky man I am to have her as my wife and friend.

I had three children from a former marriage. A son Josh, who is 33, married to Cheryl and they have two girls, Megan who is 4 and Anna who is 1½. They live in Waconia, MN. Sarah is 28, lives in Big Sky, MT and has a daughter Tehya. Brittany, 15, my youngest daughter, is a sophomore at Rosholt, SD who lives with her mother. As I write this we have Brittany, Tehya, Megan and Anna all staying with us for a couple of weeks. Yes, it's been very busy here. Marsha teaches FACS in the Groton school district. She has two sons, Dustin 24, and Ryan 20.

Both Marsha and I enjoy finding and refinishing antique furniture, fishing, spending time at our lake cabin and traveling. All of which we never have enough time for. Some day things will slow down maybe and we'll be able to enjoy our hobbies more.

Describe a few memorable or unique experiences in your life.

Some of my best memories are of watching our kids grow up and become responsible members of their communities and the special times when we can all be together to share each others company.

GEEZERS

Three old guys are out walking.

First one says. "Windy isn't it? "

Second one says, "No it's Thursday"!!

Third one says. "So am I. Let's go get a beer."

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## **SCIENCE SILLIES FROM 5<sup>TH</sup> & 6<sup>TH</sup> GRADERS**

Thunder is a rich source of loudness.

Some people can tell what time it is by looking at the sun, but I never have been able to make out the numbers.

When planets run around and around in circles, we say they are orbiting. When people do it, we say they are crazy.

One of the main causes of dust is DIRT.

To keep milk from turning sour, keep it in the cow.