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Scott Heimes

West River Breakfast  
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Geoff Oliver

Ag Lender's Conference  
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Social  
Craig Sommers/  
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Appraisal Review & Ethics  
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Scholarship Fundraising  
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**Newsletter Editor:**  
Paul Reisch, ARA  
[www.asfmra-sd.com](http://www.asfmra-sd.com)

**SOUTH DAKOTA CHAPTER  
AMERICAN SOCIETY OF FARM MANAGERS & RURAL APPRAISERS**

12/08



**DATE TO REMEMBER!**

January 21-23 – Winter Education & Joint Meeting W/ PAASD – Mitchell  
March 6 – East River Breakfast Meeting (9 A.M.)  
Sioux Falls Roll 'N Pin Restaurant  
March 12 – West River Breakfast Meeting (9 A.M.)  
Rapid City Marlin's Roadhouse Grill  
May 7 – Chapter Board Meeting – Brookings  
May 8 – SDSU Breakfast Meeting – Brookings  
June 15-19 – 2009 National Summer Education Week – Des Moines, IA  
July 18-25 – International Farm Management Conference in Bloomington,  
Illinois hosted by Illinois ASFMRA with the endorsement of the ASFMRA  
Find out details at [www.ifma17.org](http://www.ifma17.org).

October 7-9 – South Dakota-Wyoming Educational Offering – Deadwood  
October 25-31 – ASFMRA National Meeting - Denver

**PRESIDENT'S MESSAGE**

Wow it was only 24 months ago I wrote the first President's message. Time does fly when you enjoy what you do. Enjoy, I am talking about appraisal work not necessarily writing for the newsletter.

Ah, yes this is the last message from me, when the next newsletter comes out the new President will have his comments in this column.

I would like to thank all the committee members who worked hard together and continued to represent the appraisers and farm managers of South Dakota.

I appreciate the chapter board, who helped keep our chapter moving forward. Serving the chapter does take time, but it is a worthwhile and rewarding effort. As committees are reformed for the next couple of years, please accept assignments and work to keep our chapter strong.

The annual meeting is set for Thursday January 22, after the classes offered in Mitchell. This meeting will have committee reports that will inform you of some of the actions that are taking place in our chapter.

The education offering has 7 hours for CE on Thursday, the one flyers sent out shows 4 hours and the computer and other notices for the class show the correct 7 hours.

Continued

**PRESIDENT'S MESSAGE CONTINUED**

The Friday afternoon class is the update from Farm \$50.00. It shows on the last flyer that was mailed website when I last checked.

Bill and NRC's soils survey website has a fee of by PAASD; however it was not on the PAASD

Our meeting with SDSU is scheduled for May 8. As instructors from the college and a guest speaker. This meeting is earlier, at the college's suggestion meeting with the 8<sup>th</sup> being the last official day for classes.

In the past we will have a breakfast with the The board meeting will be the preceding day May 7. n; they think more instructors will be available for the

Winter has hit us with snow and cold temperatures. we have had cold this time of the year and a mild

On the optimistic side the old timer tells me that ate January through the rest of the winter.

My wish is that you have a Happy and Prosperous New meeting.

Year. See you in Mitchell at the annual

**WIN A HARVEY DUNN PRINT AND WIN CASH FROM THE SUPER BOWL!!**

A chapter member donated the Harvey Dunn Grassland print of a wagon on the prairie. This acquisition was in cooperation with Tom Tornow of Madison USF&W office to promote Grassland conservation programs in Brookings and Kingsbury County. The print is a \$400 value, donated for use as a scholarship fundraiser.



What better way to promote cooperation with USF&W membership during the 2009 winter education session meeting held jointly with PAASD in Mitchell. Raffle proceeds going to the SDSU Acorn Scholarship fund.

and our annual tickets for this print will be sold for \$10 with a

We will also be selling chances at the Winter Meeting. Each person will have a total of 2 chances to win \$100, \$10. All proceeds above the payouts will be contr

in Mitchell for the Super Bowl pool. For \$10 a eight chances to win \$20, and eight chances to win ibuted to our SDSU Acorn Scholarship fund.

Setup of the drawings is planned to occur Tuesday Friday.

night with sales on Wednesday, Thursday, and

Drawing for the print will occur on Friday afternoon will have to pay for shipping and packaging.

nduring lunch. If the winner is not present, they

The Super Bowl winner will be decided upon the outcome of the winners.

ome of the game and proceeds will be mailed to

We have approximately \$3,000 left to reach our \$20,000 goal for the scholarship. **So, bring your checkbook to the winter meeting and buy a chance or Chapter Super Bowl Pool!**

000 goal for the scholarship. **So, bring your two on the Harvey Dunn print and the SD**

## **LET'S HAVE A GOOD TURNOUT FOR MITCHELL MEETING!**

A full schedule with variety is set for the joint meeting of SDASFMRA and PAASD (Professional Appraiser's Association of South Dakota) January 21 thru 23 at the Holiday Inn in Mitchell.

### **Wednesday January 21<sup>st</sup>:**

- **PAASD Education Seminar: Introduction to FHA Appraising: What Appraisers Need to Know About HUD Policies, Procedures, and 2008 Roster Eligibility – Mark Smeltzer Instructor** - Both the experienced and those new to FHA appraising will gain a high level of understanding and knowledge regarding FHA appraisal policy without having to read through myriads of documents from the U.S. Department of Housing and Urban Development (HUD).

### **Thursday January 22<sup>nd</sup>:**

- **PAASD Education Seminar: REO Appraisal- Appraisal of Residential Property for Foreclosure and Preforeclosure – Mark Smeltzer Instructor** - This timely new seminar will provide participants with the information needed to assist clients in making well-supported decisions about the final disposition of real estate acquired through foreclosure.
- **ASFMRA Education Seminar: Appraising Rural Residential and Part-Time Farm Properties - W. David Snook Instructor** - This course is designed to aid appraisers in all areas of appraisal practice who are seeking updated competency in this area. This course will:
  - Instruct appraisers how to handle property appraisal assignments for Farmer Mac.
  - Become aware of the secondary mortgage market need for appraisers in this field.
  - Understand how to help your clients with the 6 and 10 acre plus type properties.

**SDASFMRA 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 offering a chance 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.

### **Friday Morning January 23<sup>rd</sup>:**

- **PAASD/ASFMRA Education Seminar: Supervisor Program Course - Craig Steinley Instructor** - This is a state approved Supervisor Course which must be taken to supervise a state-registered appraiser. This class is also required for all state-registered appraisers - there is no "grandfather" clause. This class is mandatory for all state-licensed, state-certified residential, or state-certified general appraisers who wish to supervise after January 1, 2009.

### **Friday Afternoon January 23<sup>rd</sup>:**

- **ASFMRA Education Seminar:**
  - Review 2008 Farm Bill – FS State Director Steve Cutler
  - Demonstration of NRCS Web Soil Survey Website – Allan Husby

Additional details including registration fees can be found at [www.paasd.com](http://www.paasd.com). Late fees will be charged after Sunday January 11, 2009. You can register on the PAASD website under education. **Make your plan to attend this meeting of education and networking!**

## NOMINATING COMMITTEE SECURE CANDIDATES FOR BALLOT

Chair Geoff Oliver and members Scott Heimes and Marvin Siebrech have completed their work and nominations are in place for the 2009 election to be held on January 22<sup>nd</sup> at the chapter membership meeting at the Mitchell Ramada Inn beginning at 5:30 p.m.

### **Chapter Officer Nominations:**

President	Tom Jass	President Elect	Allan Husby
Secretary	Jack Davis	Treasurer	Brian Gatzke

**Board Member Nomination:** David Baker

**2010 Nominating Committee Member:** Ted Risty

**Other nominations can be made at the meeting on January 22<sup>nd</sup>.**

## SMALL TOWN ADVENTURES - True Stories by Russell Wyatt

You may know Brad Ottewhorun the sale barn in Martin.

He is also the real estate broker for Martin, is on the city council, and he and his wife run the sale barn café.

He had this nice house listed, sold it and I was to appraise the house for the local bank.

The owner had moved away and Brad could not find the key (I think he probably lost it). It was getting late and I am 100 miles from home.

Brad said, "You are not leaving town until you inspect that house." He told me to go to the house and wait and he would be there to get me in.

In a few minutes here come two police cars, 3 cops and enough lock picking equipment to get into Ft. Knox with Brad right behind them.

It wasn't long until the door was open.

Brad said to me, "It's sure pay to be on the City Council!"

## PHEASANT HUNT/DONATIONS INCREASES SCHOLARSHIP FUND S

The South Dakota Chapter of ASFMRA held a memorial pheasant hunt last month for the Kjerstad Memorial Chapter Member Scholarship Fund. The hunt and member donations raised \$400 for the scholarship fund. This brings the scholarship fund balance to \$9,500 including 2008 interest income.

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 membership for the chapter. networking opportunities and develop future leaders
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.

**Funding** for this program is handled outside of the normal chapter operating/budgeting process. A separate money market account is dedicated for this program and the scholarships are paid from this account. Chapter fundraising projects and interest accrual on the account will pay for the scholarship ps.

**Current scholarship opportunities for members under this program include:**

- Leadership Institute attendance
- National meeting attendance for the first time
- Receiving accreditation at national meeting.

**The account balance needs to be raised before Phase 2 can be implemented. Phase 2 opportunities for members will include:**

- First education course that is a part of accreditation track after becoming a new member.
- Accreditation education and testing for those committed to achieving accreditation.

**If you still wish to support the Scholarship Fund, send check payable to SD ASFMRA (memo line-Kjerstad Memorial Chapter Member Scholarship Fund) to Allan Husby 51217<sup>th</sup> NE, Watertown, SD 57201.**

**EXECUTIVE DIRECTOR SHERRY BREN SHARES INFO AT BREAKFAST MEETINGS**

Sherry Bren, Executive Director of the South Dakota attendance at both East River and West River Decemb the new educational requirements, review procedures when supervising appraisal trainees.

Appraiser Certification Program, was in er breakfast meetings and updated everyone on and the supervising appraiser's responsibilities

Sherry mentioned that the new rules for supervisors work completed by an appointed committee consisting Washechek. This committee researched what was in pl for South Dakota.

and registered appraisers were the result of the of Jim Dunlap, Terry Leibel, and Daryl ace in other states and made recommendation

Sherry reiterated that the new requirements and pro but her office will be taking a much firmer stand o intent of helping trainees turn out a quality produ registered appraisers are similar in number. The co supervisors in other states actually increased once and requirements.

cedures need not complicate the training process n the supervising and review procedures, with the ct. Currently, the number of supervisors and mmittee research found that the number of there was a program that outlined clear expectatio ns

Sherry also shared a handout conveying the Appraise Sherry stated this information will be in the next the program website [www.state.sd.us/drr2/reg/appraisers/appraiser.html](http://www.state.sd.us/drr2/reg/appraisers/appraiser.html). The requirements are not as stringent as first proposed since the first 75 hour

r Certification Program upgrade requirements. Real Estate Commission newsletter and eventually on are assumed to be okay under these requirements.

Sherry also provided copies of the Appraisal Founda apart of the Student Appraiser Guide which can be Foundation website [www.appraisalfoundation.org](http://www.appraisalfoundation.org).

tion's Qualifying Education Matrix. This matrix is found under the Students link of the Appraisal

Sherry encouraged anyone with questions, please con

tact her office.

**ADDITIONAL WEST RIVER BREAKFAST HAPPENINGS** –submitted by Perry Beguin

The West River Breakfast meeting was well attended PAASD members and several guests present.

with a number of ASFMR members, some

There was also further discussion on the Fall 2009 South Dakota/Wyoming ASFMR educational offering.

At this point the plans are to host the educational offering in Deadwood, SD on October 7-9, 2009 at a location to be determined. The offering will probably be a new course that John Widdoss and others are in the process of writing.



Loy Matthes is spearheading that project and has put in a considerable amount of time and effort. The chapter extends a big ground of thanks

to Loy and John for their work on this project.

Continued

**BREAKFAST MEETINGS CONTINUED**

**ADDITIONAL EAST RIVER BREAKFAST HAPPENINGS** –submitted by Paul Reisch

Tyler Price, an SDSU junior from Faith working part



-time for Brian Gatzke attending the meeting. He is looking into agricultural real estate appraisal as a profession and considering joining as student member.

Larry Gehle with First Dakota in Sioux Falls accompanied First Dakota chapter member Ted Risty to the meeting. Larry was interested in visiting with Sherry Brenon her topics of discussion.

Prospective member Jay Knuppe, sales specialist with FCS America in Sioux Falls, also joined our meeting.

Other chapter members in attendance included Jeff Barker, Tom Jass, John McMahon, Paul Reisch, Ron Rucker, and

Jim Dunlap, Brian Gatzke, Scott Heimes, and Paul Sickler.

The group had some discussion with Sherry regarding institution and brokers are exempt from the Appraisal. However, if a staff appraiser becomes registered, I to the program's rules and regulations. Brokers are supposed to follow USPAP if doing an appraisal

broker appraisals. Staff appraisers for a lending er Certification Program rules and regulations. icensed, or certified, then all of their work is subject regulated under the Real Estate Commission and versus a broker's opinion.

The SDSU Relationship sub-committee on appraisal Qualifying Education Matrix was good information to

curriculum (Dunlap, Gatzke, and Reisch) felt the help moved discussions forward with SDSU.

**AGSAYS RESTRICTIONS ON PROPERTY SALES NOT ILLEGAL**

–From December 17, 2008 Bismarck Tribune courtesy of Norm Edwards

The state can legally bar landowners from selling land along with it, Attorney General Wayne Stenehjem asked Stenehjem whether the ban violates the North private property for public use without paying its

her right to hunt on their property without selling the msays. State Rep. Rod Froelich, D-Selfridge, had Dakota Constitution's prohibition against taking owner.

The ban expires next June, but the Legislature's in studying the issue, recommends making it permanent. provision.

terim Natural Resources Committee, which has been Researchers say no other state has such a

The ban has been supported by those who worry that and make land harder for hunters to find. Oppon what to do.

opponents of hunting could buy up hunting rights entssay the states should not be telling landowners

In his legal opinion Tuesday, Stenehjem said the ban living off their land, and said he believes it woul

does not prevent landowners from making a dsurvive a court challenge.

## DISTRICT CONFERENCE CALLS HELD TO IMPROVE MEMBER COMMUNICATION

ASFMR conducts conference calls that include Denver staff, Council, District VPs, and Chapter Officers. The objectives of recent December calls were to update membership on Denver and Council activities, decisions, direction, etc, as well as to solicit input from members. Below are portions of the minutes of these calls.

### San Antonio Meeting Report

There were over 400 attending another excellent meeting in San Antonio in November. The structure and events were organized well and provided the members more opportunities to participate and network.

Districts IV and V additions: Thanks were expressed for Merrill and the Texas Chapter for all their work on the San Antonio Meeting.

Districts VI and VII additions: We had top notch speakers, topics that are timely, great reception allowing for networking, and fantastic Pioneer tour.

### Cooperative Efforts

During the Meeting in San Antonio, we signed an agreement to work with the Royal Institute of Chartered Surveyors (RICS) and the American Society of Appraisers (ASA). The work being done by the Executive Council and the Cooperative Efforts Task Force is focused not only at RICS but also many other organizations including NAICC, RLI, ASA, AI, IAAO, NAIFA and others when it makes sense to meet the goals and needs of the membership.

ASFMR has reached out to NAICC on education and they have some interest in our new management education. ASFMR has had conference calls with RICS regarding education. Plans include a pilot program of on-line education.

We have established the designation reciprocity with RICS and with ASA so that an ARAC can generally go across and obtain a designation from RICS. There are some requirements, but the process is relatively simple for most people. Two ideas being discussed for a joint education project with RICS include rural property investments and vineyards valuation. Both of these could have international appeal.

There will be a joint ASFMR, RICS, and ASA offering in April in Sacramento of the one day Valuation for Financial Reporting. This has not yet been approved for continuing education.

Districts IV and V additions: ASFMR will be working with both RICS and ASA on conference exchanges. ASFMR will send someone to England to attend one of RICS conferences and RICS will send someone to the USA to attend one of our conferences. RICS expertise and desire is to be the deliverer of education and not developing education. This may fit with us and could benefit both our members as well as their members. RICS believes their members will be interested in our education and benefit from it.

Districts VI and VII additions: Cooperative efforts are in place with other organizations as well. RLI is one of those organizations.

Continued

## DISTRICT CONFERENCE CALLS CONTINUED

### What is new in Education – Management & Appraisal

Many new modules are available and make very good chapter offerings. They vary in length from three hours and up. All chapters are encouraged to coordinate with ASFMR by contacting Debe Alvarez to schedule these seminars live or in a GoTo Meeting format.

The Nebraska Chapter will be having a Chapter Meeting and will most likely be offering the Ethics course. There is a great deal of interest in offering the Ethics course as a webinar. This would be presented by a quality instructor and reduce the cost.

The Louisiana, Mississippi, Tennessee, and Arkansas Chapters have an interest in offering Yellow Book approximately a month after the Summer Education Week.

Districts IV and V additions: There is an education schedule of core courses and all Chapter offerings that we are aware of on the Website. If your Chapter is going to be offering any courses, please contact Debe Alvarez at the ASFMR office so it can be included on the schedule.

Conservation Easements is not being offered. We have terminated the contract with AI and ASA.

Districts VI and VII additions: Appraisals Through the Eye of the Appraiser has been developed by Chris Greenwalt and it is a one day course.

### Summer Education Week

Dates are June 15–19, 2009 in Des Moines, Iowa. This will be similar to the last one in Omaha. There will be opportunities to participate in fun things in the evening.

Currently, there are plans to offer the first series of modules of the management/consulting education Accreditation track, as well as those for the second year of classroom education. Wind Energy seminar, and some appraisal offerings which have not been terminated yet. There will be an Instructor Workshop as well. The Pioneer headquarters is being considered for a tour.

Districts VI and VII additions: Oregon was one of the states that did not approve our integrated courses – A-110, A-200, and A-300. They have now approved these courses. After the call, the National Office checked on this with the Oregon Appraisal Board and discovered that Oregon is still not accepting the integrated courses – A-110, A-200, and A-300 – for pre-licensure. Oregon has approved these courses for only continuing education.

### Washington Representation

Stephen Frerichs is our new Washington representative and his articles have been published in ENR. Chapters are encouraged to give feedback if that information is being seen and read.

Districts IV and V additions: This is a good change forum. Information comes out regularly.

Continued

## DISTRICT CONFERENCE CALLS CONTINUED

### IFMA '09

The IFMA '09 will be held July 19–24, 2009 on the Illinois State University campus in Normal, Illinois. Registration has been up since September. The congress is offering a short congress for ASFMRAs members at a cost of \$560.

There have been some changes to the program. The complete program, agenda, description, and process should be on the Website ([www.ifma17.org](http://www.ifma17.org)) by early January. Everyone is encouraged to attend and plan on discussing at their Chapter Meetings.

Deadline to receive Papers has been extended to January 15<sup>th</sup>, all the tours are in place, and everyone is encouraged to visit the Website. International matters are a great concern now and this will provide some information in that area. Congress folks are looking for up to 35 countries to be represented at this Meeting. It is felt that there will be anywhere from 200 to 300 participants.

### Other Business

Council will meet the middle of next month. Chapter members are encouraged to share any ideas from the Chapter level with us. The Council wants to have good interaction. ASFMRAs are working hard and changing things to better serve the needs of our members.

The 2009 Annual Meeting is going to be in Denver in late October. The Program Committee is already working on the program/schedule. If anyone has ideas, they are encouraged to send them into the Denver staff.

Districts IV and V additions: Jim Libbins sent out a letter listing all the Meetings she has attended and encouraged everyone to attend the Meetings and what these offer to the members. It was noted that the ASFMRAs Meetings just seem to continue to get better.

Kirk Wei and Dennis Reyman met Doug Reeves, Dan Kallam, and Melissa regarding the Leadership Institute. The Leadership Institute is in good shape for 2009, support from Pioneer is in the same amount as in the past, Melissa at Pioneer is in the position to promote the 2009 Leadership Institute and will. Chapters are encouraged to promote the Leadership Institute and to consider sponsoring a member or group of members to attend this year's Leadership Institute.