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

5 / 08



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

**DATES TO REMEMBER!**

**2008**

June 8-11 – Range Camp in Roberts County (Between Webster & Sisseton)

June 12- West River Breakfast Meeting (9 A.M.)

Rapid City Marlin's Roadhouse Grill

July 14–18 – ASFMRA National Summer Education Meeting in Omaha, NE

August 15- East River Breakfast Meeting (8:30 A.M.)

Brookings Perkins Restaurant

August 15- Monsanto Test Plot Tour (10 to 11:30 A.M.) - Brookings

September 13-18 – Leadership Institute – Washington, D.C.

September 17 - SDSU Scholarship Banquet - Brookings

October 15 – SDSU Career Day - Brookings

November 11-14 - ASFMRA National Annual Meeting in San Antonio, TX

**2009**

January 21-23 – Winter Education & Joint Meeting W/PAASD – Mitchell

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

October 2009 – South Dakota-Wyoming Educational Offering – Black Hills

**PRESIDENT'S MESSAGE**

Memorial week end is behind us that should make summer officially here. Now, we need to get all the corn and soybeans planted. After listening to Monsanto and the projection for future yields it would seem getting the seed in the ground might be the most difficult part of the production cycle.

After the long cold winter it is time to enjoy ourselves. The reports are that the fish are biting and they are pulling out some nice sized Walleye from the Missouri River and its dams. Should any of you know of any of the secret spots, feel free to call me.

It is time to give consideration to attending the Leadership Institute in Washington DC. Dates are September 13 to 18<sup>th</sup>. Brian Gatzke or Paul Sickler can give you information, but expect positive comments about attending.

The board approved funding the scholarship up to \$1,000 for the coming year. Our funds do not quite fund the full \$1,000, but with your continued support it will not be long until the funds will be self supporting. Your donations to the SDSU Foundation advising that they are for ASFMRA are always appreciated.

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## **PRESIDENT'S MESSAGE CONTINUED**

The board meeting spent a good deal of time talking education. We have a list of potential items to cover in the next winter class plus we are working on the offering in the hills for the fall of 2009.

The Nominating Committee is set. The board representative will be Geoff Oliver, your elected representative is Scott Heimes and the board appointed Marvin Siebrecht. When they call, please be willing to serve your chapter.

Omaha summer education meeting is July 14 – 18. Make your plans to attend and participate in the offerings the Nebraska chapter has lined up

## **NEWSLETTER EDITOR SEEKS FUTURE MEMBER ARTICLES**

Members,

Over the past several years, a very popular part of our monthly newsletter has been the Member Profile. In the Member Profile, a member shared information regarding their experience and education related to the property professional field, what led to becoming a chapter member, personal background items, and memorable or unique experiences in life. At this point, we have exhausted our supply of members to contribute to the member profile unless a new member joins the chapter.

**A means of sustaining this personal touch of sharing experiences and knowledge with members through the newsletter would be for members to write and send articles to me.**

Some ideas of items you could share with the membership include:

- 10 Favorite Websites (lesser number acceptable)
- Technology Tips
- Recent Interesting Memorable Experience – Personal or Professional
- Good Story – Fictional or Actual From Your Experience
- Recent Educational Experience
- National Organization Happening / Experience
- Memorable Family Event / Memory

This could be fun and educational for all. However, it will only be as good as you the members make it by submitting articles to me. I usually put the newsletter together the last half of the month so could include something in the month submitted or the following month. When you have something ready, just e-mail it to me.

Paul Reisch, Editor

**Thank you to Tom Jass (see article elsewhere in newsletter) and Norm Edwards (next month) for their contributions!**

## SDSU RELATIONSHIPS ENHANCED AT MAY 16<sup>TH</sup> BREAKFAST MEETING

Eight individuals with South Dakota State University affiliations joined nineteen members, member prospects, and member guests (Jeff Barker, Mike Cooper, Michael Crinion, Jack Davis, Jim Dunlap, Brian Gatzke, Scott Heimes, Jace Hollenbeck, Jim Hollenbeck, Allan Husby, Tom Jass, Jay Knuppe, Joe Lutter, John McMahon, Geoff Oliver, Paul Reisch, Ron Rucker, Paul Sickler, Craig Sommers) for breakfast on May 16<sup>th</sup> on the SDSU campus in Brookings.



Those attending from SDSU included:

- College of Ag Bio - Associate Dean Don Marshall
- Animal Science – Bob Thaler
- Dairy Science – Matthew Laubach
- Economics - Evert Vandersluis, Gerald Warmann
- SDSU Enterprise and Entrepreneurship Program – Larry Swain
- Plant Science – James Doolittle, Ron Gelderman

After those in attendance enjoyed a great Monsanto sponsored breakfast buffet by SDSU Catering Services, President Ron Rucker welcomed and thanked those in attendance for coming.



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## **BREAKFAST MEETING CONTINUED**

SDSU Relationships Committee member Tom Jass then introduced Monsanto guest speakers Regional Manager Paul Isakson and **Technology Manager for South Dakota Joe Schefers.**

Paul shared some of the Monsanto corporate strategies in corn and soybean testing, research, and production. For corn, the late 90's and early 2000's strategy was high yields with bio-tech traits for crop protection. The new strategy will be increased yields as a result of bio-tech traits that increase yield.

The 2007 average corn yield for the U.S. was 153 bushels. The 2030 projected average based upon the past 30 year trend line is 200 bushel. The 2030 vision based upon molecular breeding benefit is 250 bushel. The vision increases to 300 bushel when adding biotechnology yield benefit.

Monsanto in partnership with Dow is working on a Smart Stax program for the years 2010 and beyond. This program will work on having multiple traits related to drought tolerance, yield, nitrogen use efficiency, corn rootworm advancements, and cold tolerance. Similar efforts will be made in the soybean area with a goal of increased yield plus value added oil ingredients / traits.



14 soybeans, 9 joint protocols with SDSU) including "Round Up Ready 2 Yield", VT Triple, and drought resistant seed corn. The drought tolerance project is focused on stabilizing yield, providing water management flexibility, and reducing water consumption. The 2006-2007 trials are showing 10% to 15% yield improvements.



Paul also discussed the Bio-Tech Yield Endorsement Program. This is in the early stages based upon recent experience that current corn rootworm protection trait product has resulted in increased yield potential because of a deeper root system to reach moisture. This could lead to lower insurance premiums because of lower risk.

Joe's technology development department tests technology traits in the local environment in the last 2 years of the development process before the traits become public. Joe provided us an update on Monsanto's various trials / protocols (58 corn,

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## **BREAKFAST MEETING CONTINUED**

The meeting ended with President Ron Rucker and SDSU Relationships Committee Chair Paul Reisch sharing updates on chapter activities including:

- Education – There will be a June 24-25 Iowa / Minnesota summer tour meeting in Austin, MN and a national education week in Omaha July 14-18 ending with a Nebraska Chapter ag tour that Friday. In lieu of these happenings, the South Dakota is not planning any type of Summer Tour for 2008. Ron conveyed that plans were in process for the January 2009 annual meeting in Mitchell and a joint October 2009 meeting with the Wyoming chapter. Seminar topics are still to be established. Ron requested that SDSU personnel let the chapter know of any potential topics that would be good.
- Acorn Scholarship – Funds now exceed \$16,700 and a \$1,000 scholarship is awarded. 2007-2008 winner Emily Hansen is a current student member. The 2008-09 winner is Jim Jansen who will be recognized at the September 17<sup>th</sup> Ag-Bio Scholarship banquet.

The selection process now starts with on-line applications at the chapter website [www.asfmra-sd.com](http://www.asfmra-sd.com). SDSU Relationships Committee members conduct student interviews and recommend a winner to the College of Ag-Bio. Goals of the scholarship include increasing student interest in the chapter and the appraisal, management, and consulting professions as well as to increase chapter member involvement on campus.

- SDSU Curriculum - SDSU Relationships Committee members are working with Associate Dean Don Marshall and SDSU Enterprise and Entrepreneurship Program Chair Larry Swain regarding including real estate appraisal and farm management curriculum with the real estate program currently in the planning stages. The goal of that program is a real estate minor that would provide most of the education needed to sit for the broker associate exam.
- SDSU Career Day - SDSU Relationships Committee members attended the 2007 event and were able to visit with students to increase awareness and interest in the scholarship, chapter, and professions. A presence is planned at the October 15, 2008 SDSU Career Day as well.
- National Meetings - The national ASFMRA and Illinois chapter will jointly host the 2009 International Farm Management Congress from July 18-25 in Bloomington, IL. This Congress is held every two years and was in Brazil in 2005 and in Ireland in 2007. The Congress consists of about two days of agricultural tours and about two days of educational sessions, white paper presentations and business. Paul encouraged people to consider attending. Gerald Warmann stated he had attended when it was in the Twin Cities area several years ago and it was very worthwhile. He also stated his intention to join the SD chapter and to attend again in 2009.

After the meeting, President Ron Rucker, board members Brain Gatzke, Tom Jass, Paul Sickler, and SDSU Relationships Committee members Jim Dunlap and Paul Reisch joined Don Marshall and Larry Swain for further discussions on the curriculum issues. These discussions will continue through the next several months.

The event was successful in improving public relations and sharing knowledge on how various SDSU extension and academic personnel can interact with our members and contribute in the future to our achieving our chapter mission through education and networking.

**NATIONAL MANAGEMENT EDUCATION COURSE REVISIONS submitted by Tom Jass**

A Management/Consulting Task Force was put into being by the National Council a few months ago. Because of my past involvement with the Nat’l Mgmt Ed Committee I was invited to participate.

I was not provided a mission statement or objective of the Task Force. That being said, it turned out to be a complete revision / rewrite of the Mgmt Ed Curriculum. A consultant, Leonard Meador, was hired by Council to apply a full time effort to this project. In my opinion this has been a good investment by Council. Leonard has been very energetic and dedicated. To date he has pumped out 35 new modules, Each module is on Power Point and will include instructor notes. Leonard has created a nice new format and excellent continuity through the modules.

My involvement has been primarily through conference calls. The call participants include: Ray Brownfield, Darrell Atkinson, Ryan Aupperle, George Baird, Dick Edmonds, Leonard Meador, Corey Prins, Matt Rekeweg, Gary Thien, Jerry Warner, Arlin Brannstrom, Fred Hepler, Jim Peck, Dave Englund, Tom Jass, Tom Boyer, Bill Holstine, Andy Hubert, Cole Owens, Barb Dartt, Debe Alvarez and Brian Stockman. The calls have been about once per month. With good teamwork they have been quite productive. We’ve discussed the format, labeling, content and so many things that go into a project of this scope.

I’ve also been involved in peer review. Each time Leonard finishes a draft of a new module he emails it to those who volunteered. We have the opportunity to go through each slide to critique, edit or comment. Leonard then handles any adjustments and the final product is again discussed by conference call. I can’t say that I’ve been able to review every module but I have given what time I could to the process and with several review volunteers we’ve accomplished our task.

The following is a list of the modules developed to date. These are abbreviated titles but they at least give you some idea of the general subject of each module.

Biz 100 New Site	Econ 300 Analyzing Investments
Biz 100 Production Practices	Econ 300 Commodity Market Planning
Biz 100 Client Goals and Strategic Plan	Econ 300 Crop Insurance
Biz 100 Production Practices 1,2 & 3	Econ 300 Financial Statements
Biz 100 Principles of Leasing	Econ 300 Marketing
Biz 100 Property Risk Assessment	Econ 300 Using the Futures Market
Biz 200 Professionalism	Tax and Legal 100 Agricultural Tax Guide
Biz 200 Customer Service	Tax and Legal 100 Business Structures
Biz 200 Project Management	Tax Legal 100 Ethics
Biz 300 Agents, Brokers, Consultants	Tax and Legal 100 Expert Testimony
Biz 300 Conservation Practices	1029 Business Proposals
Comm 200 Body Language	1031 Consulting Standards
Comm 200 Listening Skills	1030 Document Control
Comm 200 Selling Skills	1032 Functions of the Dollar
Comm 200 Oral Presentations	1028 Report Writing
Comm 300 Conflict Resolution	1033 Understanding Appraisals
Comm 300 Effective Negotiating	

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## **COURSE REVISIONS CONTINUED**

These modules will replace the old “M” classes, i.e.: M-10, M-20, etc. For members on the AFM accreditation tract the modules will be grouped in sequence to create offerings similar to the old “M” courses. The modules can be taught in a live class setting or in settings such as “Go to Meeting” and other online applications. Members or non-members will be able to select a certain module or modules that are of interest or need. Chapters will also have the option to offer these modules and hopefully can select modules to meet time schedules of planned meetings etc.

We held our most recent conference call on April 29<sup>th</sup>. Our agenda included: finalize course modules for Omaha offering, course descriptions for Omaha offerings and instructor selection. Most of the instructors have been selected. Hopefully we are on track for a good course offering for the Summer Ed Week.

As I understand it, some of these modules are planned to be available for the Summer Ed Week, planned for the week of July 14-16 in Omaha. Council also has some fun things in mind. Please check out this activity. Registration is available online. This will be the first unveiling of the new courses so I encourage participation as is applicable.

## **MEMBERS ENCOURAGED TO TAKE ADVANTAGE OF OMAHA OPPORTUNITY**

The ASFMRA Summer Education Week (July 12-18) in Omaha offers something for every interest. The Nebraska Chapter offerings include the Property Acquisition and the Need for Environmental Site Assessment in addition to the Ethics course. This will also be a great opportunity for new members to network with other ASFMRA professionals. A highlight of the meeting is the unveiling of the all new Ag Land Management modules that are being offered for the first time. There are 3 days of the new material which replaces the old M-10 and M-20.

There are also several special events:

### **Opening Reception**

#### **Dinner Cruise**

*Sponsored by Monsanto*

#### **Evening Meal**

*Sponsored by Syngenta Crop Protection*

#### **Golf Tournament. Dinner and Tour**

*Sponsored by NE Chapter of ASFMRA*

The e-mail distributing the newsletter has two attachments with the details of the offerings and the At-a-Glance Schedule. If you have any questions, please feel free to contact Lee A. Bieneman at [lbieneman@asfmra.org](mailto:lbieneman@asfmra.org) or Debe Alvarez at [dalvarez@asfmra.org](mailto:dalvarez@asfmra.org).

One can register online at [www.asfmra.org](http://www.asfmra.org)