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SOUTHDAKOTACHAPTER
AMERICANSOCIETYFARM MANAGERS&RURALAPPRAISERS

7/09



DATESTOREMEMBER!

September10-WestRiverBreakfastMeeting-9A.M
RapidCityMarlin'sRoadhouseGrill
September18-EastRiverBreakfastMeeting-9A.M
SiouxFallsRoll'N Pin
September23-SDSUScholarshipBanquet-Brookings
October6-ChapterBoardMeeting-RapidCity
October7-9-SouthDakota-WyomingEducationalOffice-Ring-Deadwood
October21-SDSUCareersDay-Brookings
October26-31-ASFMRANationalMeeting-Denver

2010

January20-22-WinterEducation&JointMeetingW/PA ASD-Chamberlain

PRESIDENT'SMESSAGE

Sorryboys,nocommentsthismonthaboutmyvacation.Idohopeyouhave hadorwillhaveanenjoyableone.

IhadanopportunitytolistenintoanASFMRARWebinar.Thesubjectwasanewelectivesegmentofthe2008farmbillthat is beingimplementedandhas anAugust14thsignup deadline.Theprogramis“AverageCropRevenue Election”(ACRE).Thisprogramisrathercomplicatedandutilizesstate averageyield,farmaverageyield,grainpricesin formulasonlythegovernmentcoulddreamup,tocalculatewhetherafarm/farmerreceivesa USDAPayment.

WhatIreallywantedyoutoknowaboutthewebinar wasthatIthoughtitwas welldoneandagooduseofmytime.Thetopicwas verytimelyandatleast thoseofusinthe farmmanagementbusinessoractivelyfarmingneedsome assistanceininterpretingandevaluatingthisnew programoption.

Theprogramwasscheduledfrom10amto11:30amandtheyprettymuch hittheactualtimeframeonthebutton.Thepresentationranaboutanhour, followedby30minutesofquestions.Thepresenter wasquiteknowledgeable andsharedgoodvisualaids.Iwasabletowatchandndheareverythingover mycomputerinthecomfortofmyofficechair, and thetechnologyworked well.

WithintheQ&Aphaseparticipantswewereableto emailinquestionsto theDenveroffice,whichwereforwardedtothepresenter.Thepresenterthen readthequestionsanonymouslyandgavehisresponse.

PRESIDENTS MESSAGE CONTINUED

Some of you are probably way ahead of me in attending and recommending this type of education. There was no extra effort to me. Coffee and doughnuts could have been available if I had thought that far ahead.

ng this format or using technology but I would not have had the time, or wasted effort and it all seemed quite available if I had thought that far ahead.

Last week I listened into the Chapter Update Conference call. These calls happen quarterly, and members of council, Denver staff, and others know the details about the agenda items to handle the presentations. You will find them in this newsletter. I just want to commend you for the good job of trying to serve members and add value to membership. There is quite a bit going on that I see as good assets or assistance to our professions.

rence call. These calls happen quarterly, and members of council, Denver staff, and others know the details about the agenda items to handle the presentations. You will find them in this newsletter. I just want to commend you for the good job of trying to serve members and add value to membership. There is quite a bit going on that I see as good assets or assistance to our professions.

Thank you to Mr. Rucker for attending and providing a nice write-up of his thoughts and the activities at the Minnesota Summer Tour. Thanks Ron.

nicewriteupofhithoughtsandtheactivitiesat

A DIFFERENT TRIVIA QUIZ

This quiz comes from the Miner County Pioneer.

Name the five wealthiest people in the world....

Name the last five Heisman trophy winners.....

Name the last five winners of the Miss America contest.....

Name five people who have won the Nobel or Pulitzer Prize.....

Name the last half dozen Academy Award winners for best actor....

Name the last decade's worth of World Series winners....

How did you do?

The point is... none of us remember the headlines of yesterday. These are no second-rate achievers. They are the best in their fields. But the applause dies. Award stars tarnish. Achievements are forgotten. Accolades and certificates are collecting dust in some attic.

yesterday. These are no second-rate achievers. They are the best in their fields. But the applause dies. Award stars tarnish. Achievements are forgotten. Accolades and certificates are collecting dust in some attic.

Now, here is another quiz for you.

List a few teachers who aided your journey through school....

Name three friends who have helped you through difficult time....

Think of a few people who have made you feel appreciated or special....

Think of five people you enjoy spending time with.....

Think of five people who have taught you something worthwhile....

Was this test easier?

The lesson is the people who make a difference in your life are not the ones with the most credentials, the most money, or the most awards. They are the ones who care about you. Are you making a difference in the lives of those people you care about, or are you up for a Pulitzer this year?

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WEST RIVER BREAKFAST HAPPENINGS

By Perry Beguin

Dave Baker, Perry Beguin, Jim Bultsma, Norm Edwards Steinley & Bev Luke from PAASD, and Jay Widdoss in meeting.

, and Russell Wyatt were joined by Craig attendance at the West River Breakfast

Norm Edward stalked about a recent Rangeland Management Seminar that he had attended at Bison, SD which is up in Perkins County. Norm felt these while most of the attendees were local producers and bankers, he felt that by attending the seminar he created some good PR for the ASFMRA.

ment Seminar that he had attended at Bison, minar was informative and well presented and dbankers, he felt that by attending the seminar he

Craig Steinley brought the group up to speed on the recommendation that whenever there are major change USPAP update course within 6 months of the new requ

new happenings with USPAP and the board's swith USPAP, appraisers should take the irements going into effect.

There was also some good discussion on what is happening around the area with Wind Energy and azing Associations.

ening around the area with Wind Energy and azing Associations.

EAST RIVER BREAKFAST HAPPENINGS

By Scott Heimes

Jeff Barker, Chuck Doom, Jim Dunlap, Brian Gatzke, Mac Haskell, Scott Heimes, Alan Husby, Tom Jass, Ron Rucker, Paul Sickler, and Jorge Vicuna were joined by Adam Nelson in attendance at the East River Breakfast meeting.

Brian Gatzke is tentatively planning to attend the leadership conference. Jerry Warmann will be heading to Illinois to deliver his paper at the International Farm Management Conference.

Ron Rucker attended the MN summertour (see newsletter article for details). Rucker stated it was a very good tour.



Tom Jass took the ACRE Webinar. He stated it was very good, and there were 80-90 people scheduled for the class. Summary comments included thoughts that ACRE has a 30% chance of paying for corn or soybean acres in SD this year, and a 15% chance of paying f

ery good, and there were 80-90 people scheduled that ACRE has a 30% chance of paying for corn or soybean acres in SD this year.

Allan Husby attended the assessor meeting. It was reported that national was happy with the Summer Education and had good attendance. A syllabus and summary on classes through ASFMRA is now available online. Members were asked to think about attending the Deadwood Meeting later this year.

reported that national was happy with the Summer summary on classes through ASFMRA is now t attending the Deadwood Meeting later this year.

Carbon sequestering was brought up by Brian Gatzke. Apparently a number of landowners have been trying to sign up for the program. The farmer's union website has information on sign up. Members were asked to get their stories, trips or everyday dealings into Paulo so he can share them on the monthly newsletter.

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MINNESOTA SUMMER TOUR HIGHLIGHTS

By attendee Ron Rucker

The summertour was based at Arrowwood Resort. Tour started with a day of classroom work followed by a tour of Riverview dairy. A late afternoon and evening tour of Carlos Creek Winery with tasting included. Dinner and entertainment were part of the evening festivities.

The first presentation was by Mark Steuart from Detroit Lakes. Mark is an employee of Minnesota Pollution Control Agency.

Permits required for livestock is any feedlot with livestock that causes no vegetation growing in the lot. The bigger you are the tighter the rules in Minnesota. They allow no discharge from lots or from feed piles. The feed pads are a new rule. Any pollution no fair, water, and odor are all enforced by the agency. Earthen lagoons must be maintained by mowing and keeping burrowing animals out, control erosion to the liner level.

Fines are assessed by the agency based on environmental impact and why the problem occurred. First time or repeat offenders and what action individual took to correct. Maximum fine is \$10,000 with 75% of the fine reinvested to correct problem, thus \$2,500 is the dollar that will be collected by the agency.

Brad Burkland spoke on the history of Farm Management. Farm Management got its start from the GI bill in 1944 and World War II, with further advancement in 1953 after the Korean conflict. Brad was from the St. Cloud/Alexandria Technical College.

Farm management changed in 1998 from 54 farms to 234 farms in 2008 on farms with gross income over \$500,000. Average farm size changed up 10% in 10 years and expenditures double over the 10 year period, which reflected size as well as cost of inputs.

Animal agriculture has dairies being profitable until 2009, which looks like a year of losses. California dairies of 2,000 head are losing a million dollars every 3 months. Advances with sex semen are being used in the dairy industry with 80% success rate. This will bring on large numbers of heifers within 2 years. Advances are being made with robotic milker and temperature checks from each tit to quickly recognize potential problems.

Hog industry shows an operation with no debt being insolvent within 2 years.

Jerry Woetzel of Bayer Crop Science talked on the products that Bayer has to keep diseases from crops and the fact that they are one of two companies continuing disease research while others are working on increased production through the stacking process.

Ronnie Williams, PE presented Manure management systems for livestock. Ronnie was an agriculture engineer for the State of Wisconsin and doing consulting work in Minnesota.

He highlighted issues in valuing the storage for waste. Age concerns in pipes, elbows, valves, erosion to lagoon, liner types, and corroding of the storage system. The cost to repair over building new storage, how much storage is needed today, in the future, waste vs. water volume and what is stored in the manure pond.

Continued

MINNESOTA SUMMER TOUR CONTINUED

The different types of manure storage and benefits and shortcomings of each type:

- Clay/Earthen
- Concrete
- HDPE (Plastic)
- GCL (Bentonite clay)
- EPDM (Rubber)
- Glass Fused Steel

The process of manure transfers Gravity Flow, Pumps systems, Pushoff, and Vacuum systems.

Types of Bedding available:

- Sawdust
- Stover
- Sand
- Recycled Manure Solids

Trends to watch:

- Energy Recovery
- Sand Recovery
- Nutrient Separation/Concentration
- Manure Treatment

Locating manure storage, waste management permits, other environmental considerations, and where to get technical assistance.

Arnie Gruene owns Triple A Pumping. He talked about the process of removing the waste from storage facilities and the process of taking it to fields. Placing the waste to the fields is a short window of opportunity in the spring before planting and after harvest before the ground freezes. His unique business requires specialized equipment, which he would do to meet his needs. This also requires a special shop to keep equipment running and meet the needs of his farming operation. Arnie has a dairy and showed his manure flushing system along with his stings to keep the animals comfortable.

Carlos Winery was purchased 1 year and 2 months ago. They were the first to get a SBA loan and a winery. They had 21 varieties with 2 more being added within a couple of weeks. The winery has an apple orchard, which then provided with some apple flavored wine. Seven acres of grapes are at the winery with the balance being purchased from area growers. Chardonnay wines are dry weather wines and all those grapes come from California.

The winery has horse barns, which they converted the stalls into spaces for market displays. A riding arena is a reception area for weddings or other large meetings. Each fall they have a festival that includes the wine stomp. Big feet and extra weight could help in being a contestant for this event.

Friday tour was of the Riverview Dairy. We visited the main location with the managing offices. The dairy had 2 milking parlors and freestall barns. The barn we viewed had water ventilation. Water was dripped through panels the full length of the barn on the north and the south wall was fan stop pull through the south. Baffles were across the barn to force the air through the panels, across the barn and out the south. Baffles were across the barn to force the air down and across the top of the cows. Continued

MINNESOTA SUMMER TOUR CONTINUED

The cows moved through the barn to an 80-cow carousel, two milkings a day. They milked from 1 to 12 with an hour break for cleaning the parlor and started milking again at 1 until 12. This barn milked nearly 5,000 cows. The other barn had a 24 parallel parlor and milked around 2,500 head.

The complete operation has 6 dairies that milk 30,000 cows twice a day. The milk goes to Milbank products. The 6 dairies are in Minnesota along with where they are removed to lots in South Dakota where they came from, for milking. Typical life cycle for milking is 3 years.

The waste is in 14.5 acres of covered lagoons and a 4.5 million gallon anaerobic digester. The digester is a concrete pit that is heated to 100 degrees. The waste is pushed through the digester in a period of 21 days. The gases removed and used in generating electricity that is sold to the grid. The solids are pumped to machines that press moisture from the manure. Water is placed in a lagoon and the solids are augured to a holding area. The solids are still 65% moisture but without the gases there is minimal odor. The solids are used as bedding in the freestall for the cows. The bedding is changed every 3 days and starts the process over again through the digester. Excess waste is then sold to other dairies as bedding.

The labor force is Hispanic. They started the work with locals, but none lasted at the jobs, 12 hours for 4 days. They have recruited in Mexico and the workers have completed University classes in animal husbandry to veterinary. They have employed apartments with benefits that include English classes.

SOUTH DAKOTA/WYOMING EDUCATIONAL OFFERING NOW ON WEBSITE

The South Dakota/Wyoming offering of Valuation of Conservation Easements and other Partial Interests in Real Estate is now on the national website www.asfmra.org for registration.

This 3-day seminar addresses the generally accepted principles and procedures to value partial interests (not fractional ownership interests, but something less than the fee bundle of rights). The seminar provides an overview of the differences between conservation easements prepared under USPAP, UASFLA/Yellow Book, and IRS requirements---and their application to partial estate evaluations. Other partial interest examples and case studies encompass highway right-of-ways, powerline, pipeline, aviation easements that demonstrate how to solve complex valuation problems and report their results. This is a "hands-on," "how to" seminar.

October 7, 2009 through October 9, 2009
Deadwood, SD

Early bird Registration Deadline: September 23, 2009
Room rate: \$50.00 - Room block release date: 09/09/09
Course contact: Mary Elster - 303.692.1226 or melster@asfmra.org
Course Hours: 22.00 - Exam Hours: 2.00
Start Time: 8:00 AM - End Time: 5:00 PM

VCEPI/SD Fees VCEPI Tuition Member: \$550 - Non-member: \$675

NATIONAL ASFMRA JULY CHAPTER UPDATE CONFERENCE CALL MINUTES

Submitted by Tom Jass

STATE LICENSE REQUIREMENTS: The new state law in Illinois requires that you must be licensed to be an appraiser in Illinois. This is already the case in many other states and a trend that will likely affect all states. ASFMRA has members, even designated members, who do not have a license. The Illinois Chapter will be offering the pre-licensed education locally to help those members.

MODULAR EDUCATION REQUIREMENT: The new law in Illinois does require that education be in a modular format. Some other states also have this requirement. Thus, the ASFMRA is moving toward repackaging the core education 110,200 and 300 to a modular format. A preliminary and planning meeting on this topic is scheduled this month. Chapters are encouraged to watch their state law in this regard and to stay tuned to ASFMRA for details on the reformatting of the core education.

ELECTRONIC EDUCATION: The new Ethics offering in a Go To Meeting format is planned to be offered six times in the next three months. ASFMRA is also offering an ACRE Go To Meeting Seminar and are planning a VFR Seminar for late Summer.

The new Ag Lands Management 3 is also offered on-line. The current session has ten students. Ag Lands 4 will be a live offering in Denver in September. ASFMRA offered a live presentation via the Internet on a big screen where Stephen Frerichs made a presentation at the Summer Education Week. This is just the sort of thing that Chapters can do for a very low cost. Chapters are encouraged to contact Mark Grace at mgrace@asfmra.org for more information about how to set this up for their Chapter. Attached is the offering for Chapters from ASFMRA.

ANNUAL MEETING AND AUCTION: The 80th Annual Meeting festivities and activities will start on Tuesday evening October 27, 2009. This will be held at the Westin in Westminster, a suburb of Denver, Colorado at the base of the Rocky Mountains. Some highlights include: Committee Meetings will be held on Tuesday afternoon and the Awards ceremony to be held early in the Meeting. The BOD Meeting will be at the end of the event on Friday morning. There will be for the first 200 registered a great dinner at the Denver Stock Show.

Education will include: the Cost Approach Seminar and USPAP, Risk Management, Transition Planning Course, and Ethics and the new Wind Energy Seminar. The Auction will work to raise funds to modularize the core appraisal courses. Members have three ways to be involved and help out. They can of course come Thursday evening of the Annual Meeting and participate in the Live and Silent Auction, make donations, and help out at the actual event. The ASFMRA Foundation will also offer a few items via the Internet up for Auction for those who cannot attend.

THE MEMBERSHIP TASK FORCE: The Task Force wants ASFMRA to promote the fact that ASFMRA is the only recognized source of accredited Real Property Review Appraisers. ASFMRA will be working to develop some promotional material on how to become a rural appraiser, making this as clear to the potential member as possible.

The Task Force is still looking into demand for residential appraiser education and whether we can capitalize on some of that demand. FHA has now required that anyone doing an appraisal has to have a license and be certified.

Continued

CHAPTER UPDATE CONFERENCE CALL MINUTES CONTINUED

The Task Force has suggested and the Council has asked membersto the ASFMRA database to allow them to receive E-News, Legislative update, educational offerings, and meetings offerings. The definition of "Friends" varies from Chapter to Chapter. Some of these are people who are actively engaged in some way in the profession and would benefit from ASFMRA news and information.

The idea is for Chapters to submit all "Friends" names and contact information to ASFMRA. In turn, the ASFMRA would e-mail them the E-News and occasional education information. The "Friend" would not qualify as a member and could "opt out" of the E-News at any time. However, their name would stay active in the list until ASFMRA is notified by the Chapter. In this way, the Chapter could always have access to an up-to-date correct membership data list for their Chapter.

Some of the new member benefits include comprehensive and supplemental health insurance, and small office 401K programs, and discounts on all products from Office Depot. Chapters are encouraged to check out the ASFMRA Website for more details.

SUMMER EDUCATION WEEK: The Summer Education Week event held this past June 2009 had 208 attendees with several sponsored meals and the live via the Internet presentation. The survey after the event showed that those who participated really enjoyed the event.

LEADERSHIP INSTITUTE: The annual leadership programs sponsored by Pioneer and DuPont will be held in Washington D.C. September 12-16. The St. Louis Agri-Business Club is holding a reception on the 16th and efforts will be made to make that an option for those attending the conference. The overall Agenda has changed a bit for managers but remains the same for appraisers. Managers come in on Saturday the 12th and Appraisers come in on Sunday the 13th. This year's event also includes a Capitol tour as it did last year. Chapters are all encouraged to send at least 2 representatives. **(Editor Note- see article next page for details on South Dakota Chapter Scholarship.)**

LEAVE IT TO KIDS!

HOW DO YOU DECIDE WHEN TO MARRY?

You gotta find somebody who likes the same stuff. Like, if you like sports, she should like it that you likesports, and she should keep the chips and dip coming.
--Alan, age 10

No person really decides before they grow up whom they're going to marry. God decides it all way before, and you gotta find out later who you're stuck with.
--Kirsten, age 10

WHAT IS THE RIGHT AGE TO GET MARRIED?

Twenty-three is the best age because you know the person FOREVER by then.--Camille, age 10

No age is good to get married at. You gotta be a fool to get married.--Freddie, age 6

2009 LEADERSHIP INSTITUTE

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. Meet with managers, appraisers and consultants. Tuition on the way back, plus any incidental expenses and meals not covered. Includes a shared sleeping room. If you desire a private room, for the nights you stay.

This leadership training is available and beneficial. Tuition is \$595, your airfare to Washington, DC and covered by the Institute. Your tuition includes a delegate. Delegates are required to pay the additional costs.

Alumni of this event all agree that it is a very worthwhile ASFMR event!

Dates of Event: September 12-16, 2009 - Hyatt Regency Washington on Capitol Hill, 400 New Jersey Avenue NW; Washington, DC 20001; Phone: 202-737-1234 - Fax: 202-719-8419

Early Bird Registration Deadline: August 7, 2009

The following Leadership Institute materials are available on the ASFMR website at [2009 Leadership Institute](#).

Leadership Institute Materials

- [Program Agenda- Tentative 6/26/09](#)
- [What to Expect](#)
- [Congressional Guide](#)
- [Tips for Scheduling Appointments](#)
- [Washington DC Visitors Guide](#)
- [Washington DC Printable and Interactive Maps](#)
- [Hyatt Regency Washington on Capitol Hill](#)
- [Registration Form](#)
- [Expected Expenses](#)

The Kjerstad Memorial Chapter Member Scholarship includes Leadership Institute attendance. Any member interested in attending and obtaining the scholarship support, should inform President Tom Jass.

“Too often we underestimate the power of a touch, a honest compliment, or the smallest act of caring, a smile, a kind word, a listening ear, an I of which have the potential to turn a life around.

- Leo Buscaglia

MEMBER PROFILE IS JAY KNUPPE

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

- '98 Graduate of South Dakota State University with a major in Ag Business and minors in Economics and Ag Marketing.

- Raised on family farm located by New Underwood, SD.

- Employed in the Appraisal Department of Farm Credit Services of America.



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.

- The top quality educational opportunities that are provided for furthering career development are definitely an advantage.

- The networking/business contacts along with these social functions are also a benefit to someone new in the field.

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).

- Married with 3 children.

- Currently live in Dell Rapids, SD.

- Past occupations include the Credit division of Farm Credit Services of America, law enforcement officer, and small business owner.

- Interests/hobbies include anything football and all sorts of shooting sports.

Describe a few memorable or unique experiences in your life.

- The most memorable experiences have been the birth of my three kids.

- In addition, our summer vacation to Washington, DC just a few weeks ago. It is one thing to learn about early American history in school books, but actually visiting some of the historical spots puts a lot of things into perspective.