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www.asfmra-sd.com

SOUTHDAKOTACHAPTER AMERICANSOCIETYFARM MANAGERS&RURALAPPRAISERS

5/09

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



DATESTOREMEMBER!

June 7-10-SDAgLendersRangeSchool-Perkins County
June 15-19-2009NationalSummerEducationWeek- DesMoines,IA
June 25-26-MinnesotaChapterSummerTour-Alexan dria,MN
July 9-WestRiverBreakfastMeeting-9A.M.
RapidCityMarlin'sRoadhouseGrill
July 17-EastRiverBreakfastMeeting-9A.M.
SiouxFallsRoll'N Pin
July 18-25-InternationalFarmManagementConferenc einBloomington,
IllinoishostedbyIllinoisASFMRAwiththeendorse mentoftheASFMRA
Findoutdetailsat www.ifma17.org.

September 23-SDSUScholarshipBanquet-Brookings
October 6-ChapterBoardMeeting-RapidCity
October 7-9-SouthDakota-WyomingEducationalOffe ring-Deadwood
October 21-SDSUCareersDay-Brookings
October 26-31-ASFMRA National Meeting-Denver

2010

January 20-22-WinterEducation&JointMeetingW/PA ASD-Chamberlain

PRESIDENT'S MESSAGE

My first opportunity to preside over our board's meeting is now history. We had 9 of our 10 potential attendees present, all focused, and ready to attend to Chapter business.



We kicked off the meeting about 8:45 am on May 7th and worked until just short of 5 o'clock.

In my opinion we stayed on task pretty well and addressed many items of business.

Continued

PRESIDENT'S MESSAGE CONTINUED

Treasurer Brian Gatzke gave us an update on Chapter Company Ltd, (CPA) to assist him in our financial and make the job easier for Brian. Brian will be in the next issue, but I will say that we made better income that was a boost to our financial status.

financials. Brian has engaged Kinner & reporting. This seems like an excellent move to provide financials for the newsletter in the next our Annual Meeting. Ed than I had anticipated, and

We received reports from all committees. All committed to their responsibilities. We reviewed Chapter conference article later in this newsletter explaining. I certainly encourage all committee chairs to pay special attention to this opportunity and encourage every committee to access and take advantage. For the most part committee members live miles apart and the conference calling offers an excellent means to communicating. Please use this vehicle to your committee's benefit, even if that's only to get to know each other better and to touch base with committee members at least annually.

tees seem to be functioning and paying attention to conference calling card procedures and there is an incentive to encourage all committee chairs to pay special attention to access and take advantage. For the most part committee members live miles apart and the conference calling offers an excellent means to communicating. Please use this vehicle to your committee's benefit, even if that's only to get to know each other better and to touch base with committee members at least annually.

One bright spot was the addition of several new members and welcome them as you have opportunity.

bers. Please check the website and see who they

We spent a fair amount of time on the 2009 Deadwood Loy Matthes are hard at work planning for our benefit structure, instructors, etc. You should soon be

Ed events. The Ed committee and particularly it. The board approved the basic element of fee being publicity and an opportunity to enroll.

Other items of old business included discussion of support for the National Meeting Education Foundation, our card/memorial policy, and review of Chapters signing authority.

the nominating committee, committee activation, on, our card/memorial policy, and review of

Under new business we discussed or took action on the following:

the following:

- Moved to allow the Treasurer authority to locate the investment of Chapter funds to his convenience. Certificates of Deposit would only be transferred at maturity.
- Reviewed Chapter calendar, activities, needs, budget and advance planning.
- Encouraged the Ed Committee to provide the board with the suggested Ed programs, instructors etc. with about 9-12 months advance notice.
- Moved to rename the SDSU/Kjerstad Scholarship Committee to "Scholarship Fundraising Committee".
- Monsanto has pledged \$1500 in annual Chapter financial support. Discussed various ways we could use this pledge to Chapter advantage.
- Moved to table recommendations regarding Chapter financial audits, pending recommendations from Kinner & Company Ltd.
- Moved to recognize member for outstanding service to the Chapter. The board will make recommendations of recipients at the fall board meeting with the President making the final selection.
- Recommended the Newsletter be forwarded to National on a monthly basis. **(Editor Note: This has been the practice for several years.)**

We also set the fall board meeting for October 6, 2009 in Rapid City. We plan to meet at Geoff Oliver's office the day before the Deadwood event.

009 in Rapid City. We plan to meet at Geoff

SDSUBBREAKFASTMEETINGCONTINUESTOBUILDRELATIONS HIPS

Thirtythreeindividualsgatheredforbreakfaston May8thontheSDSUcampusinBrookingsforthe purposeoffellowship, networking, andbuildingrel ationshipsbetweentheSDChapterandSouth DakotaStateUniversity.

ThoseattendingfromSDSUincluded:

- CollegeofAgBio–InterimDeanDonMarshall
- Economics-EvertVandersluis, MattDiensen, Larry Janssen, BurtonPfleuger, JohnSondey, JerryWarmann
- Extension–JackDavis
- PlantScience–JamesDoolittle, GaryLemme, DougM alo
- SDSUFoundation–BrandonThiesse

MembersAttending:

- AcademicMembers-JackDavis, JerryWarmann
- FarmManagers–TomJass, JorgeVicuna
- FarmServiceAgency-AllanHusby
- FCSAmericaAppraisalStaff–JeffBarker, ScottHe imes, JimHollenbeck, JohnMcMahon, PaulReisch, RonRucker, CraigSommers
- FeeAppraisers–PerryBeguine, MichaelBraun, JimD unlap, BrianGatzke
- Banker–BoydWaara

ChapterGuests

- PresidentofFirstDakota'sAgri-BusinessDivision andSDARLExecutiveDirectorDenny Everson–GuestSpeaker
- MonsantoSDBrandedBusinessTeamAccountManagerEricBothun
- 2009-2010SDASFMRAChapterScholarshipRecipientKentBuchholz
- FCSAmericaSalesSpecialistsJesseBallandAdamN elson
- MemberSpouse-ConnieVicuna



AfterthoseinattendanceenjoyedagreatMonsanto sponsoredbreakfastbuffetbySDSUCatering Services, PresidentTomJasswelcomedandthankedt hoseinattendanceforcoming.

Continued

BREAKFAST MEETING CONTINUED

SDSU Relationships Committee Chair Paul Reisch then provided those in attendance with review of the SDSU relationship building that has occurred over the past 10 years.

In October 1999, a meeting was held in Brookings to discuss and brainstorm ideas of how chapter relationships with SDSU representatives could be enhanced. Participants:

- Education Committee–Paul Reisch, Don Threadgold
- Chapter Officers–Fred Littau, Jim Dunlap
- Economics Dept.–Larry Janssen, Burton Pflueger, Doug Franklin
- Extension Service–Larry Tiedeman, Kim Cassel
- Plant Science–Doug Malo



It was felt that more could be done in this area in line with the chapter mission of *enhancing our members' ability to succeed in their rural and agricultural professions!* SDSU representatives improve ability to provide quality education and access to resources that can help members in their daily work. An increased knowledge of the chapter and profession among the students will enhance the potential for future entrants into the profession.

Paul then reviewed what has occurred over the past 10 years:

ASFMRA Education & Relationship to SDSU

- Summer 2000 Chapter Tour–Brookings
- Summer 2002 MN/SD Chapter Tour Brookings
- SDSU Lecture Seminars Part of Continuing Education –2003, 2005
- 2004 Joint Meeting With Professional Soil Science Association of South Dakota
- June Minnesota Summer Tour–June 25-26
- 2009–Bloomington, IL–International Farm Management Conference in July (14-18)
- 2010 January 20-22 Seminar in Chamberlain
- Seek input/ideas for future course offerings using SDSU resources.

SDSU Scholarship

- 2004 start–Acorn Funding
- 2005 first \$500 scholarship
- 2009–over \$20,000 and fully funded
- Past two winners (Emily Hansen, Jim Jansen) became student members, currently three student members
- Now \$1,000 scholarship with on-line application at chapter website www.asfmra-sd.com and interviews on campus
- This year–nine applications, interviewed four excellent candidates; Kent Buchholz, 2009-10 winner, was in attendance at the breakfast meeting.

Continued

BREAKFAST MEETING CONTINUED

SDSUBreakfastMeeting

- Started in 2003 with 22 in attendance
- Added featured speaker in 2005 and spring board meeting in 2005 with 25 in attendance
- 2009–60 invited from SDSU, 26 of these invitees have attended the breakfast at some time.

SDSUCareerDays

- 2007 first time
- October, 2009–third year

Newsletter–now distributed to all on SDSU invitation list

ASFMRA Academic Membership–now have three academic members

Appraisal Class

- 42 students in 2009 spring class
- Brian Gatzkes support–fieldwork; comparable sales
- Paul Reisch/Jim Hollenbeck presentation on April 29th

Appraisal Education Development

- 2006–began discussions regarding additional curriculum; also farm management.
- 2008–several meetings and discussions
- April 17 meeting
 - Brian Gatzke/Paul Reisch
 - Realtor John Gustafson
 - Economics Department–Evert Van Der Sluis, John Sondeney, Larry Janssen, Jerry Warmann
 - Continuing Education–Gail Tidemann, John Howard
 - National ASFMRA work with the University of Missouri regarding on-line learning through GPIDEA (Great Plains Learning Distance Learning Alliance)-opportunity for pertinent curriculum
 - Real estate/appraisal minor outline in process–four distance learning courses at core surrounded by current SDSU course offerings.

SDSU Relationships Committee member Brian Gatzke then introduced guest speaker Denny Everson. Denny is the Executive Director of the South Dakota Agriculture and Rural Leadership program. Denny began by giving an overview and history of the program.

South Dakota Agriculture and Rural Leadership, Inc. (SDARL), is a private, not-for-profit organization, dedicated to identifying and developing leadership for agriculture and rural communities in order to enhance the quality of life for all South Dakotans. To ensure that the South Dakota rural and agricultural community can keep pace with the rate of change, it is imperative we supply informed, decisive, communicative spokespeople to represent our industry and communities, keeping the public factually informed, as policies are reformed and decisions are made. To address these needs, SDARL provides an intensive study and training experience for future agricultural leaders of South Dakota.

Continued

BREAKFAST MEETING CONTINUED

Each SDARL class is composed of approximately 30 individuals who are actively involved in production agriculture or agribusiness. Class members are required to:

- attend all seminars
- complete pre-seminar assignments
- participate in informal question and answer periods
- evaluate seminars and report highlights to the media, civic groups, and/or community organizations.

The SDARL program consists of 11 seminars over an 18-month period. Nine of these seminars are 3-4 day in-state seminars held at various locations throughout South Dakota. The National Seminar is a 6-day study/travel seminar to Washington, DC in February of the first year.

The International travel seminar is a 10-12 day study. Class I visited New Zealand/Australia. Class II visited Brazil and Argentina, Class IV traveled to Africa in February 2010.

The cost of the SDARL program now exceeds \$400,000/class. Visset at \$3,750 per individual payable in three installments. This represents only a small portion of the actual cost that is incurred by SDARL. Corporate and individual contributions are utilized to provide the balance of funding for the students.

Denny noted there were class alumni in the audience and encouraged those in attendance to consider participation in the program. More information can be found at www.sdarl.sdstate.org.

Denny then presented a powerpoint highlighting the Class IV trip to China. It was a 12 day train tour from Beijing to Hong Kong.

China is as similar in geographic size as the United States compared to about 700 million in the United States. striking statistics:

- China is the #1 English speaking nation in the world third through eighth grades. China has 91% literacy rate.
- China is one of the lowest countries in percent of arable land but #1 in the world in farm output.
- China is number 1 in pork production and #1 in chicken, mostly in small herds.

Denny indicated that up until 2009, China had 9% economic growth annually since the 1980's. The reality has been "communism by name, capitalism by game". This has resulted in explosive construction development that Denny highlighted with high-rise apartments in Shanghai, 30 million population. Denny mentioned that at the time of the trip Kentucky Fried Chicken was opening a new store every 18 hours.

individuals who are actively involved in production agriculture or agribusiness. Class members are required to:



Class I visited the Netherlands, Belgium and UK., Class III visited China and Hong Kong, and Class V will travel to

Class IV trip to China. It was a 12 day train tour from Beijing to Hong Kong.

China is as similar in geographic size as the United States. However, it has over 1.3 billion people. The sheer number results in some interesting and

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Continued

BREAKFAST MEETING CONTINUED

One negative of the growth has been air and water quality. 16 of the 20 worst cities in the world for air quality.



quality problems. The water is not drinkable. China quality and 2/3 of the cities have substandard air

A future problem is the One Child Policy that has resulted in 119 males for every 100 females. Denny mentioned that 25 years in the future China won't have enough people for needed jobs.

Despite the growth that has occurred, one billion people, mostly in the rural areas, still live in extreme poverty.

A big push in the country right now is the "Grown in China" business model. The class toured a 2,000 cow dairy that they want to be 30,000 cows in two years.

Denny mentioned that the wholesale market in agriculture. The highlight of the China wholesale market is eat that same day. The country has now

is a great way to learn the country's culture and market is that everything sold in a given day at the market to keep perishables.

Denny closed by emphasizing that China will have a because the high number of people and the increased

significant impact on future global economics wealth of the country.

The event was successful in improving public relations and academic personnel can interact with achieving our chapter mission through education and

and sharing knowledge on how various SDSU members and contribute in the future to our networking.

WEST RIVER BREAKFAST MEETING NOTES

Those in attendance were Perry Beguin, Ryon Rypkema, Steinley & Bev Luke with PAASD.

, Loy Matthes, Geoff Oliver, and Craig

Loy filled the group in on the fall educational offerings and becoming together well. The initial responses indicated

in Deadwood and reported that things appear to be good. He indicated there should be a good turnout for the class.

Geoff and Perry reported on the happenings at the breakfast meeting with the SDSU Ag the South Dakota Agricultural & Rural Leadership's

board meeting last week in Brookings. Perry also Faculty with Denny Everson's presentation on trip to China last year being a real highlight.

The next West River Breakfast meeting will be 9:00 AM, July 9, 2009 at the same place Marlin's Road House Grill in Rapid City.

AM, July 9, 2009 at the same place Marlin's Road

"A good listener is not only popular everywhere, but

after a while he knows something."

-Wilson Mizner

BANKER EXPRESS APPRAISAL CONCERNS AT DISCUSSION FORUM

Observations/editorial comments by Paul Reich

After the SDSU Breakfast Meeting program on May 8th, chapter members visited with Denny Everson, President of First Dakota's Agri-Business Division, First National Bank Philip, regarding agricultural participation was low with only two fee appraisers

th, chapter members visited with Denny Everson, and Boyd Waara, chapter member and ag banker at banker appraiser concerns. Fee appraiser out of twelve appraisers in attendance.

Denny and Boyd mentioned that timeliness of appraisals is a great concern because there are ever few good agricultural appraisers to call upon to do work for the banks. Denny mentioned this is becoming an increasing concern in the commercial sector as well.

y



Boyd Waara emphasized the bankers would like to resolve the issue by working with the appraisal profession versus working to change regulations in legislative arena. Both Boyd and Denny expressed concerns whether there was still time to do so.

Denny feels the issue is reaching a crisis level. If Farm Credit's game with the option of banks no longer more critical is the commercial world, where it may impact on overall commerce in the state of South Da

the agricultural arena, no changes may mean it is an opportunity for farmers and ranchers. Even if no credit is available. This could have major impact on South Dakota.

Appraisal regulation changes at both the national and increased standards related to education and experience the profession.

and state level are making the problem worse. The changes make it very difficult for new people to enter

First Dakota has a registered appraiser on staff, a supervisor of this individual. Denny was very complimentary stepping forward to give back to the profession by

and had a very difficult time finding someone to supervise. A chapter member Michael Braun for agreeing to supervise this person.

However, now the new standards of 25 inspections because of the distance involved between Langford and Risty is very experienced in appraisal inspections, greater hurdles are of benefit.

create additional challenges for this arrangement and Yankton. In this case, registered appraiser Ted and Denny have trouble understanding how these

There are concerns with the high numbers (25 non-residential and 50 residential) required for a supervising appraiser to inspect with the registered appraiser. The numbers seem high to provide the needed background and expertise for property identification, especially since appraisal quality is a concern rather than the property identification.

residential and 50 residential) required for a supervising appraiser. The numbers seem high to provide the needed background and expertise for property identification, especially since appraisal quality is a concern rather than the property identification.

Also, new technology allows many valuations in agriculture without an inspection. Farm Credit Services of America's current process has staff new to the profession gaining considerable experience in appraisal valuation, but not making physical inspections. Can such experience count when it occurs prior to inspection?

cultural lending to be completed satisfactorily. Can such experience count when it occurs prior to inspection? The current process has staff new to the profession gaining considerable experience in appraisal valuation, but not making physical inspections. Can such experience count when it occurs prior to inspection?

Perhaps the Advisory Council should revisit the inspection standard in light of the above concerns.

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SD CHAPTER PROVIDES GIFTS TO ASSESSORS

Allan Husby and Paul Reisch represented the chapter at the South Dakota Association of Assessors Organization Conference banquet that was held on May 21st in Watertown. Allan and Paul filled in for Committee Chair Chuck Doom, who is recovering from surgery.

The chapter donated two Black Hills Gold watches secured by Assessor's Conference Board Liaison Geoff Oliver. The watches were presented on behalf of the South Dakota ASMFRA in appreciation of the help that the offices of the Directors of Equalization give us as appraisers with gathering data.

Russ Ronke, President of SDAAO, introduced Allan and drew the names of Jennifer Snaby of Butte County, w



d Paul at the Banquet on Thursday night to receive the women's watch, and Kathy watch.

Goetsch of Davison County, who received the men's

Directors of Equalization and their staff for taxation purposes.



The main goals of the SDAAO are to provide education to its members, add to the knowledge and progress of the science of appraising, and to assist the public and state lawmakers in understanding the process of property taxation.

This public relations investment as a thank you to the assessors for their support of chapter members was well received.

Future Assessor Conference Dates & Locations:
2010 - May 25-28 - Mitchell
2011 - May 24-27 - Oacama
2012 - May 15-18 - Sioux Falls

LUNCH STORY

Two robins were sitting in a tree. "I'm really hung lunch." They flew down to the ground and found a worm. They ate and ate and ate till they could eat into the tree," said the first one. "Let's just lay "OK," said the first. So they plopped down, basking

ry," said the first one. "Let's fly down and find some cept lot of newly plowed ground that was full of nomore." I'm so full, I don't think I can fly back here and bask in the warm sun," said the second. "Let's just lay back here and bask in the warm sun," said the second. "OK," said the first. So they plopped down, basking in the sun.

No sooner than they had fallen asleep, when a bigf washing his face after his meal, he thought... "IJU

attomcat up and gobbled them up. As the cats sat ST LOVE BASKIN' ROBINS."

CHAPTER PROCEDURES FOR CONFERENCE CALLING ARE UP DATED

At the May 2009 board meeting, the board approved issuance of new cards to board members only.

Continuing with Moreson conferencing and

Our chapter has had an arrangement with Moreson conferencing and the board. The chapter had original conferencing due to this being the same conferencing America was using, so there was some familiarity with the company. We no longer use this company.

Conferencing for conference calls made by us to set up a working relationship with Moreson company which Farm Credit Services of America is part of the company. Farm Credit Services of America

At the May board meeting, the board discussed which direction we should take for conference calls, the distribution of cards, and whether to continue with the same company. The board concluded to issue new cards to board members only. Board members, as committee liaisons, could then pass the phone numbers and pass codes to the participants for a conference call.

direction we should take for conference calls, with the same company. The board concluded to issue new cards to board members only. Board members, as committee liaisons, could then pass the phone numbers and pass codes to the participants for a conference call.

I was also directed to do some investigation of Moreson conferencing services. I have done some checking of Moreson's costs. 18 per minute per person on a call costs 6x30x.18=\$32.40.

Moreson conferencing costs as compared to other cost comparison, but not extensively. If there are 6 persons on a call for 30 minutes

There are some companies which have lower rates but which have slightly less per minute fees. For now, conferencing as our use has been minimal.

also have monthly fees. There are also some we have concluded to continue with Moreson

We encourage committee to use conference call so can be contacted for the number and pass code. In a number to start conference calls. All board members card, please destroy it as it has the wrong information.

communicate with members. The board liaison in addition, Moreson conferencing now has a new 800 have been issued new cards, so if you have an old tion.

Allan Husby, ARA

MEMBERSHIP MILESTONES

The following South Dakota chapter members received newsletter.

recognition in national's ASFMRA Insider

Kent Rasmussen—30 years

James Dunlap—20 years

Terry Hobson—20 years

Paul Reisch—20 years

Ordean Eddy—10 years

James Hollenbeck—10 years

John McMahan—10 years

Ron Rucker—10 years

Craig Sommers—10 years

James Vietor—10 years

Thank you to these members for their commitment and

service to our chapter.