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SOUTHDAKOTACHAPTER
AMERICANSOCIETYFARM MANAGERS&RURALAPPRAISERS

9/09



DATESTOREMEMBER!

October6-ChapterBoardMeeting–RapidCity
October7-9–SouthDakota-WyomingEducationalOffice–Deadwood
October21–SDSUFarmManagementClassPresentation–Brookings
October21–SDSUCareersDay-Brookings
October26-31–ASFMRANationalMeeting-Denver
November12-WestRiverBreakfastMeeting-9A.M.
RapidCityMarlin'sRoadhouseGrill
November20-EastRiverBreakfastMeeting-9A.M.
SiouxFallsRoll'N Pin

2010

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

PRESIDENT'SMESSAGE

HappyFalltoyouall!Fallisoneofmyfavorite timesofyearwithitscooler temperaturesandalwaysseemssoscenic.I'm lookingforwardto beingintheHillsareanextweekfortheBoardmeetingandhopeIgetto spendalittletimeoutdoorswhileI'mthere.

IwillbearoundpartofWednesdaymorningatourDeadwoodevent.Ihope toseemanyofyouthere.IguessI'llbesayingafewwordsofintroduction sol'msureyouareallina“can'twait”modethat.AtlastreportIheard forwehad35registered,soitshouldbeagoodevent forall.

Hereinmyareaharvestisfastapproaching.Ihad acoupleofoperator'scall whotriedcombiningsomesoybeansyesterday.These werejustsmall isolatedfieldsthatwerereadybutitwillcertainlystiruptheneighborsand getsomeadrenalineflowing.Inaweekorsocombinestneswillrunonamore fullsteam aheadbasis.

PleasehaveagreatFallandenjoyeveryday!

“Thebestthingtogivetoourenemyisforgiveness ;toanopponent, tolerance;toafriend,yourheart;toyourchild, agoodeexample.....to yourself,respect;toall,charity.” -FrancisM.Balfour

EAST RIVER BREAKFAST HAPPENINGS

By Paul Reisch

Chapter members Jeff Barker, Jim Dunlap, Brian Gatzke, Scott Heimes, Alan Husby, Tom Jass, Paul Reisch, Paul Sickler, and Jerry Warmann were joined by Larry Hill, Iowa Chapter member with Farmers National and Adam Nelson, FCS America Sales Specialist in attendance at the East River Breakfast meeting.

Jim Dunlap shared some of his experiences with the appraisal assignment he completed this spring / summer on property in Chile. When the assignment was first proposed to him, he told the person that there was only one way he would even consider accepting.

That was if chapter member and Chile native Jorge V assignment to help with communication and finding agreed and the experience began.

Some challenges that were not anticipated by Jim:

- Land descriptions in Chile have no georeferencing based location to neighbors in the 1980's, whomay
- 70 page deed descriptions, all written in Spanish.
- Metrics system and currency conversion to dollars.
- Awareness of national holidays; i.e. - two weeks in holiday, effectively cutting two days off of the ti
- In Jim's words, the "tail" after the return home wa



icuna would agree to work with Jim on the is way around the Chile countryside. Jorge

or compass settings. Property is described or may not still be around.

Chile and last Thursday was a national meal allocated to accomplish the fieldwork. smuch longer than the time he had allocated!



Brian Gatzke shared his experience and observations regarding Leadership Institute that he attended the week before. See article pages 6-8 for these details.

Paul Reisch and Tom Jass shared that SDSU Relationships Committee members will have the opportunity to visit with Nicole Klein's Farm Management Class on October 21st. We will be able to educate 80 students (sophomores, juniors, seniors) with majors from throughout the College of Ag Bio regarding farm management/appraisal careers, ASFMRA, and our scholarship.

CHAPTER SCHOLARSHIP PRESENTED AT SDSU

Members Tom Jass and Paul Reich represented the chapter at the September 23rd Ag-Bio Scholarship Banquet at the Student Union Volstorff Ballroom.

Kent Buchholz was announced as the recipient of the chapter's \$1,000 scholarship for the 2009-10 academic year. Kent was chosen from those who submitted application/essays for the scholarship. He is a Philip, SD native.

Kent is an Agricultural Business and Agriculture Resource in Economics major with Agricultural Marketing minor. Kent worked this past summer as an intern with Farm Credit Services of America in their Pierre retail office.



Kent's career plans are to enter into the financial and appraisal industry after completion of his bachelor degrees. Kent has his student member application in process and is tentatively planning to attend the East River Breakfast meeting in November.

This scholarship was created 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 Appraisers (ASFMR A) chapter members.

Upper level undergraduate students enrolled in the College of Agriculture and Biological Sciences are eligible for the scholarship. A cumulative GPA of 2.5 minimum, or upper half of class ranking, is required—along with a stated interest in considering rural appraisal, farm management, or agricultural consulting as a career. The following preferences are also considered:

- Community service achievements and demonstrated leadership qualities,
- Completion of or current enrollment in the Rural Estate Appraisal course (Econ 373/Plant Science 373) and/or Farm and Ranch Management course (AgEd 271).
- South Dakota resident,
- Financial need.

The establishment of the scholarship continues to contribute to a strengthened chapter relationship with SDSU personnel and students.

ANATOMY OF COMMUNICATION

God gave us two ears but only one mouth. Some people say that's because he wanted us to spend twice as much time listening as talking. Others claim it's because he knew listening was twice as hard as talking. (From The October 2005 Prairie Beacon)

SOUTH DAKOTA/WYOMING EDUCATIONAL OFFERING IS NEAR !

Register now to be in Deadwood October 7, 8, & 9th for the Valuation of Conservation Easements and other Partial Interests (VCEPI) class. This educational offering will be here in less than two weeks.

Detailed class information and registration is available on the ASFMRA website at www.asfmra.org. Take advantage of this new class offered at an economical rate and receive 22 (+2 optional test) hours of continuing education. This class received very good reviews from the initial offering in Iowa this past June. Class enrollment includes noon buffet meals. Lead Instructor is John Widdoss, ARA with Co-Instructor Paul Bierschwale, ARA.

The Deadwood Gulch Gaming Resort and Convention Center is the class location site. Make reservations and receive information at www.deadwoodgulch.com. Continental breakfast included.

Social Events: On Thursday evening, October 7th, a nopenbar is planned immediately following the class and then free time for downtown Deadwood. Deadwood Trolley services available. On Wednesday evening, October 8th, a scenic bus trip to Spearfish Canyon Lodge for an evening meal is planned.

The Wyoming Chapter and Dakota Mac-First Dakota National Bank are each providing a \$300 sponsorship. Monsanto is a \$1,000 sponsor. Contact Loy Matthes ARA, if you know of an individual or group whom maybe interested to be a sponsor. Booth spaces available.

Thanksto John Widdoss, ARA and Paul Bierschwale, ARA---Instructors; Geoff Oliver, ARA and Ron Rossknecht, MSA---Social Committee; Jim Hollenbeck, FCS Chief Appraiser and Ron Enszt, ARA---Marketing and Promotion; Mike Hastings, ARA and Steve Gleason, ARA---Wyoming Chapter of the ASFMRA, and Mark Elder, AgWare for website linking .

Loy Matthes, ARA
Chairman for SD/WY 2009 Joint Educational Offering

WORD LOVER'S DELIGHT

1. A chicken crossing the road is poultry in motion.
2. If you don't pay you're exorcist, you get repossessed.
3. With her marriage she got a new name and address.
4. Show me a pianofalling down a mineshaft and I'll show you a flat minor.
5. When a clock is hungry, it goes back four seconds.
6. The man who fell into an upholstery machine is fully recovered.
7. A grenade thrown into a kitchen in France would result in Linoleum Blown apart.
8. You feel stuck with your debt if you can't budget.

FALLINTHEBLACKHILLSISGREAT!!

CourtesyofNormEdwards,ARA

SpearfishCanyon2009



MOTVATIONALMOMENTSONLISTENING(FROMTHE10/05PR AIRIEBEACON)

“Thereasonwhysofewpeopleareagreeableinconv
heintendstosaythanaboutwhatothersaresaying ersationisthateachisthinkingmoreaboutwhat
,andweneverlistenwhenweareeagertospeak.”
-FrancoisLaRochefoucauld

“Wisdomistherewardyougetforalifetimeoflis teningwhenyou’ dpreferredtotalk.”
- DougLarson

“EverypersonIworkwithknowssomethingbetterth anme.Myjobistolistenlongenoughtofindit
anduseit.”
-JackNichols

“Ifyouspendmoretimeaskingappropriatequestion sratherthangivinganswersoropinions,your
listeningskillswillincrease.”
-BrianKoslow

LEADERSHIP INSTITUTE EXPERIENCE

**American Society of Farm Managers and Rural Appraisers Leadership Institute
September 12-16, 2009 Washington D.C. by Brian Gatz**

This year's sponsor was DuPont/Pioneer and we extend a great thank you to them. Without their support, the costs for ASFMR would have been high and probably cost prohibitive.

Another year visit to Washington DC, led to an emotional change that has taken place in one year. Myself being conservative, I could hardly contain myself with the things I saw, heard, and experienced. First of all I had the pleasure to join in the closing of the Tea Party on Saturday night, then on Sunday the Holocaust Museum and that was emotional, dinner with the appraisal group, appraisal event on Monday, legislative issues Tuesday and Wednesday, and we had the opportunity to meet with the current administration agriculture overseer person on the administration cabinet.

Last year some of you may recall our country elect a President that stated a platform of "change" and comments about "redistribution of wealth" and more real plants to speak of but we knew the word change felt good with war and fuzziness. Change in the wind with records spending of over a trillion dollars in debt. Has anyone ever contemplated what a trillion dollars is?

I have made 3 trips to Washington DC with ASFMR along with 2 other trips with other groups over the past six years and this year was totally different than any other. In years past, agriculture was always on the front burner and agriculture was consistent and safe.

Well, the winds are "changing", because after all it is a change that voted for "change" had no idea what the "change" was, but it sounded like a good thing to do. Well, God Bless America and "change"....oops, I guess the audit police may take the "God" word away from us also. Anyway, a slight digression of events lead on to have a less than positive feeling of our current administration and the direction of agriculture policy at the end of this trip.

The event was well planned and well attended by Farm Managers, and you will have to read the national ASFMR to find out more details about the Farm Management side. DuPont/Pioneer very graciously sponsored ASFMR. As one of the DuPont/Pioneer delegates indicated to our appraisal group leader, how many bags of seed corn do you buy? Well good point, but I do buy a few. Maybe someday I can join the farm managers on the tour and dinners, sounds like they have a blast.

Sunday night the appraisers had dinner at a local eatery and it was good to see some familiar faces and meet new faces. We were 6 people strong representing all ASFMR Rural Appraisers on the Hill. David GaNund did an outstanding job of setting up events and coordinating activities for those few days.

Monday morning the appraisers visited with the chief appraisers for US Forest Service, and Department of Interior (ASD). Rest is assured they like the truth of fusing Yellow Book and the integrity of fair value for the taxpayers. Even John Widdoss was quoted on the DOI-ASD slide as follows: "The Appraiser-Frequently Wrong, Seldom in Doubt". Yup I was tagged as the lone South Dakota appraiser and he asked if I knew John Isaacs. I did with a smile, yup you betcha, Isure do. Can you believe they felt sorry for me? Amazing, what is wrong with them?

Continued

LEADERSHIP INSTITUTE EXPERIENCE CONTINUED

Next it was off to The Appraisal Foundation, The Appraisal Subcommittees, and The Appraisal Qualifications Board. Well actually, all one conference room and really 3 people, but it sounded good. New USPAP is out in a week and exams for the 7 hour USPAP will be online to save us some dollars. The 15 hour USPAP to be online in the next year or so.

David Bunton, Executive Administrator with the Appraisal Foundation wanted to make sure everyone knows and in USPAP 2012-13 comments as they are now working on the 2012-13 edition. ASFMRA's own Scott Sealy, ARA is on the Appraisal Qualification Board and they are working on an AQB National Exam and uniformity of exam policy. It is very important to the ASFMRA that an appraiser remain on some or all of these boards, otherwise, other organizations will lead the charge and the "Aggies" will not have input.

Texas A&M and University of Denver have graduate level Masters of Real Estate Appraisal degree programs in place and have been working with the Appraisal Institute and the Appraisal Qualifications Board and expect University of St. Thomas to have a similar program if all goes well. Our own South Dakota State University undergraduate program will have to remain in the "works" as they said, but it is possible we may see it in my lifetime or career.

Interesting note, only 30-35% of appraisers nationwide are members of some professionally recognized association. We have a great opportunity as ASMFRA to build membership and improve the quality of the appraiser profession.

Monday afternoon we met with the Federal Highway Administration Real Estate Division Appraiser administrator. Interesting change, they do not follow a strict interpretation of the Uniform Appraisal Standards for Federal Land Acquisitions (aka Yellow Book), but they have their own set of guidelines based upon the value before and the value after scenario following FIRREA requirements. See the Federal Register, document 49 CFR Part 24, page 618-619.

Overall, the FHWA let the states do what they want and the feds will review if federal funds are used. We reviewed guidelines and procedures and website link to the "appraisal manual" and "FHWA Approved Right of Way valuation book". It was very informative and if you are involved with land valuations for FHWA, following Yellow book will not get a person in trouble, but it must follow the supplemental standards of the FHWA and the larger parcel must be verified.

Monday evening, we joined the Farm Managers for Pioneer and a great presentation by DuPont/aland regulatory controls for any future agricultural sciences. That combined with more regulatory requirements of any animal operation. Global warming seemed to be the catch phrase this year and into the future with this administration.

Tuesday and Wednesday events were mixed between Administration, legislative visits, commodity group discussions, USDA, and congressional leadership of agriculture committees. Do not expect any new changes for Section 1619 of the 2008 farm bill. It was confirmed the Direct Yield and Counter Cyclicals programs are being phased out and that data will no longer be used in the next farm bill. ACRES program is here to stay and expects some modifications of the program. USDA expected a 70% ACRES sign up and as of August 15, they only had 5% sign up, so it was extended and numbers are not available at this time. Perhaps that should raise some??.

Continued

LEADERSHIP INSTITUTE EXPERIENCE CONTINUED

WeweretoldbypeopleintheknowthatthisAdmini- stationisnot“AgFriendly”asinthepastbut theyare“RegulatoryandScience/ConservationFri- endly”.

TheadministrationleaderforAgricultureisalady namedSally.Sallyisthe“SpecialtyDirectorof Energy,Resources,andScience”.SheoverseesNSF, Energy,EPA,DOI,andtheUSDAbutnotthe food&nutritionprogram..ShcomesfromanEPA/ EnergybackgroundandagraduateofUniversity ofIllinoisbackinthe60’s/70’s.Thefocusis“c- hange”andpromotionofsciencebaseddecisionsand costbenefitrationanalysisbaseduponeconomicmod- els.

SheisfromIllinoisandworksverycloseonsubsid- yprograms.Shesaidthingsarechanging.The majorfocusthisyearisHealthCare.Tocapofft heevent,capandtradewasdiscussed.Itisan administrationissuesthatwillmoveforward.Addit- ionalitemsincludedhealthcare,Medicare,social security,welfare,foodstamps,change,regulatory enforcement,energy,environment,nature conservation,gascapturedevicesforthelivestock industrytoconverttoenergy,andsciences.The administrationexpectsalotoffundsandgrantsav- ailableforsciencebasedresearchandeconomic modeling.Noagendaissetforagricultureandall thefocusisonmedicalcare.

WednesdaymorningourUSDAMEETINGincludedvisits withNRCSandFSA.FarmServiceAgency remindedustheACRESprogramhasapoorstignupalo- ngwiththeCSPprogram.Theywanttoknow whatcanbedonetogetmoresignupandactivity. ThefarmmangershadgreatdiscussionandItruly believetheCSPprogramwillseesomechangesatth- eFarmManagerssuggestions.

TheNRCSadministrationchiefisRoss,whomtoldus thevalueofthewetlandeasementisthevalue afteritistakenoffandthatisthwhytheydonotu- seYellowBook.However,theydouseUSPAPastthey wanttopaythevalueofthelandifitwassoldwi- ththeeasementfeesimple.Severalappraisersas- ked aboutthelargerparcelvalue,beforeandafterval- ue,anditisapparenttheNRCSleaderonvaluation doesnotunderstandtheissue.

IfeelforChrisGreenwalt,ARA,inhiseffortsto educatebureaucratsatNRCS.Thefarmbill2008 specificallyremovesYellowbookandhasdifferent setofguidelinesforvaluationofeasements.In essenceiftheprogramisbaseduponalandmarket surveyandtheypayabovetheaverageoftheland, thentheyareconsistentlypayingoverthemarket- verage.Theyarenotpayingtheremaindervalue anddamagevalueortakingintoaccountagaininv- alueofthelargerparcel.Astheysay“tobe- continued”...WeclosedwithexcellntfoodfromtheUSDAfood servicecenter.Overall,agriculture isnotapriorityandsocialdevelopmentprograms- rewithsmallgardenfarmerstakingusbackinto smallerdiverseoperations.