

Officers:
President
Thomas Jass, AFM

President-Elect
Allan Husby, ARA

Secretary
Geoff Oliver, ARA

Treasurer
Brian Gatzke

Past President
Ron Rucker

Directors:
David Baker (2012)

Ron Ensz, ARA (2013)

Terry Leibel (2011)

Paul T. Sickler, AFM (2013)

Committee Chairs:
Membership
Ted Risty

East River Breakfast
Scott Heimes

West River Breakfast
Perry Beguin

SDSU Relationships
Paul T. Reisch, ARA

Assessors Conference
Charles Doom

Education Foundation
Geoff Oliver, ARA

Government Relations
Ron Rucker

Technology
Allan Husby, ARA

Education
Jim Hollenbeck

Mentor
Ron Ensz, ARA

Social
Craig Sommers

Appraisal Review & Ethics
Jerald A. Hulm, ARA

Scholarship Fundraising
Brian Gatzke

Newsletter Editor:
Paul Reisch, ARA

www.asfmra-sd.com

SOUTH DAKOTA CHAPTER
AMERICAN SOCIETY OF FARM MANAGERS & RURAL APPRAISERS
THE MOST TRUSTED RURAL PROPERTY PROFESSIONALS

5/10

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



DATE TO REMEMBER!

May 27 - State Assessors Conference Banquet - Mitchell
June 6-9 - SD Ag Lenders Range School - Newell - Mud Butte Area
June 23-24 - Quad States Summer Event - Sioux City, IA
July 8 - West River Breakfast Meeting - 9 A.M. Rapid City Marlin's Roadhouse Grill
July 12 thru 16 - ASFMRA Summer Education Week - St. Louis
July 16 - East River Breakfast Meeting - 9 A.M. Sioux Falls Roll 'N Pin
September 22 - SDSU Scholarship Banquet - Brookings
October 7 - Chapter Board Meeting - OST Office - Rapid City
November 1 - SDSU Careers Day - Brookings
November 1 thru 4 - 81st ASFMRA Annual Meeting - Orlando, FL
January 20-21 - Winter Education & Joint Meeting W/PA ASD
June 16-17, 2011 - Special Chapter Event - Huron / Brookings

PRESIDENT'S MESSAGE

I want to report to you, the members, that at least in my opinion we had a very successful and productive 2010 Spring Board Meeting. We met on May 6th in Brookings at the Day's Inn.

Board members present were Allen Husby, Brian Gatzke, Paul Sickler, Ron Rucker, Terry Leibel and myself. By-laws require 50% for a quorum and we met that requirement. Ron Ensz, Dave Baker and Geoff Oliver were not able to attend. Ryan Rypkem very willingly filled in as Secretary for Geoff, and I thank Ryan for his volunteering attitude.



Continued

PRESIDENT'S MESSAGE CONTINUED

This month and next month I want to use my President highlights with you. This month I'll focus on a new Member Scholarship Program.

t's message to share some of the board meeting very exciting item, Board Action on the Kjerstad

First I want to share a bit of background/history. information both past and present regarding our social Program. Their input was very helpful to the Board decisions at this time.

To begin, I want to thank a few members who shared their story and the Kjerstad Member Scholarship Program in making what I think are quality and appropriate

I think in recent years there's gotta be some confusion in our chapter. I'm guessing that several of us used the word "scholarship" and at other times it meant Kjerstad and at other times it meant SDSU. Perhaps member seven donated or supported in some way, thinking they were donating to one scholarship and the donation may have gone to the other.

ion regarding the word "scholarship" within our conversational way, the words scholarship and meant SDSU. Perhaps member seven donated or to one scholarship and the donation may have

At this point I hope that everyone can accept that **fully** funded. I hope that if a few bucks of your money that with the knowledge that your chapter has two

what is now is OK. Both scholarship programs are going to be in the wrong scholarship you can accept both scholarship programs and both are fully funded.

The Board is suggesting that we be more careful in our programs: SDSU Student Scholarship and Kjerstad Member Scholarship were not always separate and distinct, about either.

the future and used distinct names for the two Member Scholarship. Not that the two but we need to be clear when writing and talking

As you already know, due to excellent recent education those programs, our chapter finances are in a new motion to transfer \$25,000 of excess chapter funds to a separate scholarship fund. It is the Board's intent to use these funds to be used only to support of the K

ion programs and excellent member support of time highly positive position. The Board passed a into a separate and distinct Kjerstad Member scholarship program. These funds for chapter operating or other uses. Kjerstad Member Scholarship Program.

The Board also passed a motion to create a new permanent committee will be called the Kjerstad Member Scholarship Committee. The committee will be made up of the President, Past President, President Elect, and the President. The member would be appointed at the same time he is appointing all of the other chapter

ment committee to administer this program. The Scholarship Committee. The committee will be made up of the President, Past President, President Elect, Treasurer and one at large Member appointed by the beginning of each president's new term, at the committees.

The Board also wants to promote and encourage use of original author of the Kjerstad Member Scholarship Program. Since the program is now fully funded there is no longer a need for the phase 1 and 2 language etc. I'm sure there-written program page will appear later in this program according to our mission statement:

ft his program to our members. Paul Reisch, the Program, has been asked to do a re-write. Since a need for the phase 1 and 2 language etc. I'm sure this is in newsletter. Please review, familiarize, and utilize

Enhancing our members' ability to succeed in their rural and agriculturally related professions!

JUNE 23-24 QUAD STATE SUMMER EVENT IN SIOUX CITY, IA

The agenda and plans are in place for the June educational and networking opportunity with the Iowa, Minnesota, Nebraska, and South Dakota chapters.

Day 1 Education (Wednesday, June 23rd) – Registration will begin at 9:30 a.m. at the Marina Inn with the morning session beginning at 10:00 a.m. Morning Sessions:

- Economic Development in the Siouxland Area – Deb Durham, Sioux City Chamber
- Wind Power Update – Implications to Farm Managers & Appraisers – Terry Argotsinger, AFM, ARA, Stalcup Ag. Service, Storm Lake

After lunch, afternoon sessions will include:

- National Legislative Update – Stephen Frerichs, Lobbyist, ASFMRA, Washington, DC
- Weather Update – 2010 Crop Season – Dennis Today, State Climatologist from South Dakota State University
- Grain Price Outlook and Marketing Strategies – Dari Newsom, DTN Senior Analyst, Markets & Commodities
- Missouri River Transportation Issues – Paul Boyd, Civil Engineer, US Army Corp of Engineers, Omaha
- Global Positioning Systems, What's New? – Tom Niewohner, Agri-Tech Solutions, Onawa, IA

The educational part of the day will adjourn at 4:30 p.m. followed by a 5:30 p.m. cookout by Woodbury County Cattlemen and then a Sioux City Explorers Baseball game at 7:05 p.m.

Day 2 Tours (Thursday, June 24th) – The day will begin with a 7 a.m. breakfast buffet at Marina Inn. There will be morning tours at Jolly Time Popcorn www.jollytime.com, and Smith Co. www.sidedump.com. After lunch, the event will end with a tour of Trans Ova www.transova.com with meeting adjournment at 3:30 p.m. Registration (\$75 per person) deadline is June 11th.

MONSANTO SPONSORED SDSU NETWORK EVENT BUILDS RELATIONSHIPS

Thirty-four individuals gathered on May 7th on the SDSU campus in Brookings for the purpose of fellowship, networking, and building relationships between the SD Chapter and South Dakota State University.



Continued

SDSUNETWORKEVENTCONTINUED

Those attending from SDSU included:

- College of AgBio–Associate Dean Don Marshall
- Animal & Range Sciences–Clint Rusk
- Economics–Evert Vandersluis, Scott Fausti, Larry Janssen, Burton Pfeleger, Jerry Warmann
- Extension–Jack Davis
- Plant Science–Gary Lemme
- Wildlife & Fisheries–David Willis

Members Attending:

- Academic Members–Jack Davis, Larry Janssen, Jerry Warmann
- Student Member & 2009-2010 SDASFMRA Chapter Scholarship Recipient–Kent Buchholz
- Farm Managers–Mike Cooper, Tom Jass, Paul Sickler
- FCS America Appraisal Staff–Jeff Barker, Scott Himes, Jim Hollenbeck, Jay Knuppe, John McMahon, Adam Nelson, Paul Reisch, Ron Rucker, Craig Sommers
- Fee Appraisers–Michael Braun, Jim Dunlap, Brian Gatzke, Allan Husby, Ryon Rypkema

Chapter Guests

- Monsanto Area Business Manager Joe Schefers
- 2010-2011 SDASFMRA Chapter Scholarship Recipient Maria Skoglund
- Brookings County Equalization Director Joyce Dragseth & Staff Appraiser Chris Lilla
- RE Agents Jackson & Megan Hegerfeld

After a time of visiting with others as participants were arriving, President Tom Jass welcomed and thanked those in attendance for coming as well as recognizing Monsanto for their sponsorship.

SDSU representatives then conveyed short updates of activities and happenings.

- College of AgBio Associate Dean Don Marshall reported that SDSU exceeded 12,000 enrollment this past year for the first time. The College of AgBio also had a record enrollment of over 2,000. A new Seed Plant is under construction and a new University farm was purchased located northwest of Volga.
- Extension representative Jerry Warmann highlighted a new program of community, leadership, and economic development called Horizons. Horizons is focused to communities of 5,000 or less and attempt to address resource scarcities in housing, healthcare,



resources scarcities in housing, healthcare,

Continued

SDSUNETWORKEVENTCONTINUED

- Plant Science representative Gary Lemme stated the improved diverse cropping systems of SD, aid in finding genomics solutions, and sustainability of agriculture. He encouraged participation in the Extension Virtual Coffee Shop (<http://plantsci.sdstate.edu/>) weekly web conferences. May topics included climate projections, determining planting accuracy, and grasshopper outlook. Past topics recorded and available include managing prayer drift/calibration, anthrax/other vaccines for supper pasture, dealing with Mycotoxin contaminated feeds, seed treatment fungicides, soil compaction prevention, considering tile drainage, plant nutrient considerations in a wet spring, beef cattle in mud/wet conditions, and managing spring stored grain.

- Animal & Range Science Department Head Clint Ruskh has been in his position since August 2009. At last Friday's banquet, the department was able to provide \$90,000 in scholarship funding to students. The department has been successful in growing grants with \$1.6 million secured so far in 2010. Animal welfare is an issue on the horizon that will be a future focus of the department.

- Wildlife & Fisheries Department Head David Willise expressed his appreciation for the invitation as he had already gained knowledge in visits prior to the meeting's start regarding the farm management profession. In recent years, the department has grown to be one of the larger in the country with 265 students this past year.

Other universities have moved away from some of the more traditional programs creating a greater demand for SDSU students. Students with masters and PHD degrees haven't had as much problem with placement (state agencies and universities most frequent). Opportunities at the bachelor level are more challenging but recent years have seen significant placement as conservation officers in the western states.

- Economics Department Head Evert Vandersluis reported there were close to 600 students in the department this past year. About 1/3 have the emphasis and in the College of Ag Biowith the other two thirds having the business emphasis is and in the College of Arts & Sciences. There are about 25 students in the masters program. The department has staff active in teaching, research, and extension activities.

As the department assesses curriculum changes, they want such changes to be based upon the strengths already present. An outline for a proposal in real estate and appraisal has been developed and department staff will be visiting with SDSU Relationships Committee members to get their input.

SDSU Relationships Committee Chair Paul Reisch introduced the chapter's 2009-2010 (Kent Buchholz) and 2010-2011 (Maria Skoglund) scholarship winners. He reported that committee members had made presentations about the appraisal/farm management professions, ASF MRA, and the chapter SDSU Student Member Scholarship to the farm management classes for the first time this past year. He expressed appreciation for the perspective and dimension our academic members bring to our chapter and encouraged other SDSU representatives to consider membership.

Education Chair Jim Hollenbeck communicated plans regarding the 2011 Special Chapter Event (see separate article for details). SDSU representatives responded positively regarding interest in attending.

Continued

SDSUNETWORKEVENTCONTINUED



Burton Pflueger then led a lively and informative discussion on the productivity value assessed valuation for agricultural properties implemented in SD for the 2010 assessments.

Commodity and rent information used in the process comes from USDA Ag Statistics data. The most recent farm bill has caused some problems in accessing data once available. This has resulted in the source of information for data changing to some degree from 2008 to 2009 and again to 2010.

Particular items that surfaced in the discussion included:

- Pasture land values are currently based upon cash rent, but there may be an alternative method offered in the 2011 Legislative Session.
- Productivity is measured based upon a rolling past 8 years, dropping the high and the low. The goal of this is to provide stability to the process regarding production.
- Productivity is measured by county presently, but they are looking at capabilities to focus by township.
- The 6.6% cap rate is mandated and was backed into based upon keeping the program revenue neutral to previous process.
- Management is not to affect the assessment process. This is the basis for using highest and best use of the land and not actual use. The program allows for some exceptions/adjustments such as reanalyzing Class III land that has been under water for more than three years. This also comes into play relative to irrigation, CRP, etc. Burton gave the example of having to develop a dry land base for Butte County even though 90% of the cropland in the county is irrigated.

Jerry Warmann then shared some thoughts regarding the July 19-24 International Farm Management Congress that both he and Burton Pflueger attended last summer in Bloomington, IL.

The Congress, usually held every two years, began in 1971. Jerry also attended the 1986 session in St. Paul, MN. The Congress is held all over the world. Countries holding the event have included United Kingdom, Kenya, New Zealand, Hungary, Brazil, Ireland, and Australia.

The objectives of IFMA congresses are:

- To provide a forum for exchanging ideas, experience and knowledge through presentations and demonstration;
- To learn about the agriculture of the organizing country, including its structure and marketing;
- To stimulate contacts between farmers, teachers, advisors, researchers, policy-makers and agribusiness at national and international levels.



Continued

SDSUNETWORKEVENTCONTINUED

The Congress has had the theme since 1988. Recent themes have included:

- 2002 The Netherlands – “Feed the World – Please the Consumer – Maintain the Environment”
- 2003 Western Australia – “Farming at the Edge”
- 2005 Brazil – “Developing Entrepreneurship Ability to Feed the World a Sustainable Way”
- 2007 Ireland – “A Vibrant World Economy – The Challenge for Balance”

The 2009 theme was “Agriculture: Food, Fiber and Energy for the Future”.

Each congress lasts 6 days and normally attracts between 250 and 400 participants from all continents. The scientific program is run on 3 days of the congress and includes a mixture of plenary papers with invited speakers, panel sessions and concurrent contributed papers and posters.

One of the main features of each congress is that on two days of the congress delegates have a wide ranging choice of field trips to livestock, arable and horticultural farms, as well as to research, agribusiness and educational facilities in the local area.

Pre- and post-Congress tours, usually of a week's duration, are organized to give participants the opportunity to see much more of the host country's agriculture and heritage than is possible during the 2 days of field trips organized during the Congress.

A comprehensive and diverse partners' program is offered, and a varied and enjoyable social program is also included in each congress.

Specific experiences shared by Jerry and Burton:

- The event has a pomp atmosphere with an opening procession of flag presentations by the countries represented.
- One tour included an Australian man and his 9 year old daughter as participants.
- Visitors from other countries were struck by the tour of an operation where two unrelated families were participating in a joint venture.
- Visitors were also amazed at the distance involved, the size of equipment, and wondered where the livestock are?

The Eighteen Congress (“Thriving in a Global World – Innovation, Co-operation and Leadership”) is currently being planned to be held in Christchurch, New Zealand in March 2011, and the nineteenth in Poland in July 2013.

Many more details including the full text of presentations made at the Congresses can be found at <http://ifmaonline.org>

The event wrapped up with lunch and fellowship. Wet and cold weather prevented the golfers from enjoying the links at Meadow Creek GC in Volgasot that part of the event was cancelled.

2010 AGLENDER'S RANGE CAMP IN NEWELL-MUD BUTTE AREA

The 2010 AgLender's Range Camp is set for June 6-9, 2010 with camp headquarters midway between Newell and Mud Butte. The SD chapter of ASFMRA is a sponsor of the event.

The "base camp" is located at a former command center for the Minute Man Missile system common in Western South Dakota. It has been converted to a guest lodge and has sleeping rooms, rec. room, kitchen, bar (self service), showers, etc.

AgLender's Range Camp offers opportunities for you to:

- Learn techniques to better evaluate the range resource.
- Learn how to integrate new technologies for ranching:
 - ArcView
 - Drought Management
- Gain "hands-on" experience:
 - plant identification
 - range site condition
 - stocking rates
 - range management practices!
- Tour working ranches while seeing and hearing about their management practices.
- Network with professionals in the areas of lending, appraisal, and range management from across South Dakota.
- Hear up-to-date economic information on managing grasslands.
- Discover management strategies that optimize ranching operations and maintain productivity of the resources.
- Receive Continuing Education Credits

Camp Schedule :

Sunday: 3:30 p.m. - (Mountain Daylight Time) traditional camp setup and registration, welcome and evening program.

Monday: Soil Quality Demo by Tom Quinn, Plant ID, Range Health, Animal & Eco Site Overview, Roger Gates and Dr. Mike Catangui - Grasshopper Part I, Jeff Smeenk - Range Tour - Meet at Center of the Nation, and Grasshopper - Part II

Tuesday: Five F Feedlot - Jim Clarkson and/or Lyle Sprague, Vallery Game Farm - Randy Vallery, Clint Pitts - BF Irrigation District (3 Sites), Lyndon Bucher - American Colloid Reclamation PowerPoint & Field Site, Land Value Trends - Jim Hollenbeck, and Issues Effecting Ranch/Farm Appraisal - Loy Matthes

Wednesday: 7:30 a.m. - Plant Identification Contest. (lots of fun)

Registration is \$130 per person before May 15; \$150 onsite. Add \$20 for continuing education credits. Included are all workshop materials, handbooks, transportation between ranches, etc. and all meals, necessary utensils and cooking facilities. Participants are expected to assist with the outdoor meal preparation. Please make check payable to AgLender's Range Camp. Mail to: First National Bank in Philip Attn: Boyd Waara, PO Box 910, Philip SD 57567.

For more information, contact Boyd Waara at (605) 859-2525 Ext. 3. There are accommodations at the Camp Site, cost will be \$50/night. Contact information to rent a room onsite... 605-748-2449 Jim & Jean Smeenk.

SPECIAL 2011 CHAPTER EVENT PLANS CONTINUE

This special event involves participation and involvement of Education, Social, and SDSU Relationships Committee members.

Objectives:

- Use good chapter financial position to give back to members with a special social and networking event
- Enhance networking opportunities among members and SDSU representatives.
- Increase West River membership participation in the SDSU Network Event.
- Enhance spousal relationships with other chapter members and their spouses.

What: Noon to noon gathering of chapter members, spouses, prospective members, and SDSU representatives.

June 16, 2011:

- Bus leaves from Rapid City early morning for West River members
- Bus leaves from Brookings late morning for SDSU representatives and East River members
- Afternoon tours in Huron area
 - Dakota Provisions Turkey Processing Plant – This is the first full-line turkey facility constructed from the ground up since the late 80's. Early in 2006, Dakota Provisions began manufacturing and producing pre-sliced ready-to-eat meats, poultry, and protein products.
 - Riverside Hutterite Colony – Learn about the Hutterite culture and modern agricultural farming practices. Riverside is involved with the Spring Point Project. Spring Point Project is a 501(c)3 nonprofit organization partnered with the Schulze Diabetes Institute at the University of Minnesota. Spring Point Project is producing a sufficient supply of pigstoserverasis ledonorsfordiabeti c patients ultimately leading to a cure for diabetes.
- Chilean Barbeque Social hosted by Jorge Vicuna and Social Committee.
- Buses return to Brookings after BBQ
- Lodging at hotel in Brookings for traveling members

June 17, 2011:

- Breakfast session with keynote speaker and SDSU department updates
- Tours at SDSU – tentatively NARCL (North Central Agricultural Research Laboratory - bug lab) and new Seed Lab
- Optional spouse tours if interest
- Adjourn and box lunch at noon
- Bus departs for return trip to Rapid City

The event will be offered to chapter members at no or minimal cost except for lodging expense. Exact registration details for chapter members, SDSU representatives, and spouses will be communicated after additional planning details are developed.

Put the dates on your calendar. Plan to attend this Special Event!!

SD CHAPTER-KJERSTAD MEMBERSHIP SCHOLARSHIP

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 ASFMR A 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 member networking opportunities and develop future leadership for the chapter.
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 pay for the scholarships.

Scholarship opportunities for members under this program include:

- **\$500 scholarship for Leadership Institute attendance** - Priority for the scholarship - Chapter President, board member, member who has never attended, member who has attended. Interest to be communicated to Chapter President by August 1st.
- **Pay member registration fee for first time national meeting attendance** - The member planning to attend their first national meeting would inform President and Treasurer.
- **\$500 scholarship for first education course that is apart of accreditation track after becoming a new member.** - Member would inform President and Treasurer of intent to attend. Scholarship paid to member upon confirmation of course enrollment and adequate funds. If inadequate funding, will be reimbursed in future when adequate funding secured.
- **\$500 scholarship for accreditation education for those committed to achieving accreditation.** - Any current member can provide written intent for the upcoming calendar year by December 1st to Chapter President. The written intent will convey the member's status regarding educational requirements and his/her personal timeline to achieve completion of educational requirements, demonstrate report, and sitting for the exam. Scholarship approval will be communicated to a member by March 31 of the calendar fiscal year. The member can be paid \$500 toward the cost of a class still needed within 3 years of scholarship approval.
- **Pay for cost of the accrediting exam** - Payable upon application as communicated by member to President and Treasurer. The cost of exam would be paid on a one time only basis.
- **Pay member registration fee when receiving accreditation at national meeting.** The member planning to attend would inform President and Treasurer.

Scholarships related to accreditation address only accreditation per member. I.E. - Would not cover ARA, AFM, RPRA and/or AACall for one member over time. The Kjerstad Member Scholarship Committee will administer the scholarship. Committee members are President, President-Elect, Treasurer, and one at large member appointed by the President. The at large member is appointed at the beginning of each president's new term.