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

11/2010



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

DATE STORE MEMBERS!

January 20-21 – Winter Education & Joint Meeting W/PA ASD
March 10 – West River Breakfast Meeting – 9 A.M. Marlin's Roadhouse Grill
March 18 – East River Breakfast Meeting – 9 A.M. Sioux Falls Roll'N Pin
June 16-17, 2011 – Fun Networking Event – Huron Brookings
July 11 thru 15 – ASFMRA Summer Education Week – Omaha
October 22 thru 28 – 82nd ASFMRA Annual Meeting – Scottsdale, AZ

PRESIDENT'S MESSAGE - As I read through the preliminary draft of this month's Newsletter from our illustrious editor, I was again pleased to witness the level of activity of our Chapter and Members. Just noting our calendar of upcoming Chapter activities gives you a immediate clue about the involvement of our Members.

Our Nomination Committee has been busy; several Members took time from busy schedules to work a booth at SDSU Career Day; Jim Dunlap took a major excursion to attend the National Annual Meeting; and locally, Members attended the East and West River Breakfasts just recently. Hat's Off to all those who participated. Best regards and Happy Thanksgiving!

BETHANKFUL (From November 2005 Prairie Beacon)

- Bethankful that you don't already have everything you desire. If you did, what would there be to look forward to?
- Bethankful when you don't know something, for it gives you the opportunity to learn.
- Bethankful for the difficult times. During those times you grow.
- Bethankful for your limitations, because they give you opportunities for improvement.
- Bethankful for each new challenge, because it will build your strength and character.
- Bethankful for your mistakes. They will teach you valuable lessons.
- Bethankful when you're retired and weary, because it means you've made a difference.
- It's easy to be thankful for the good things. A life of rich fulfillment comes to those who are also thankful for the setbacks.
- Gratitude can turn a negative into a positive. Find a way to be thankful for your troubles, and they can become your blessings.

CHAPTER CONTINUITY SDSU CAREER DAYS PRESENCE

SDSU Relationships Committee members were in attendance at the SDSU AG-Bio Career Days in Brookings on November 1st.

Committee goals for this event:

- Increase student awareness of the property economic professions of appraisal, farm management, and agricultural consulting.
- Increase student awareness of the ASFMRA and South Dakota Chapter.
- Increase student awareness and interest in the Chapter's Acorn Scholarship.

The ASFMRA office in Denver provided the committee a booth for the event and brochures promoting the professions and organizations.

Jay Knuppe and Don Kinker represented the chapter and attended the session. These members visited with students and provided additional information on how students could learn more about the scholarship and apply for the scholarship online at www.asfmra-sd.com.



Jay Knuppe stated, "This year's career day event went very well with many students showing interest in our professions and ASFMRA. We talked to quite a number of students explaining how the Chapter operates. Hopefully, some of these students will see the great benefits in joining ASFMRA in the future."

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Brian Gatzke had a 6ft wide table wrap designed that was used for the first time on this year's Career Days booth. It is now available for future chapter events. Brian will be keeping the table wrap and is the contact when wanted for future events.



Kalen Moodie was the winner drawn at the end of the night for the \$25 gift card to the SDSU bookstore. Jay Knuppe hooked up the names and Brian Gatzke picked the winner. Kalen works part-time for Brian! Don and Jay were the witnesses and

night for the \$25 gift card to the SDSU bookstore. Jay Knuppe hooked up the names and Brian Gatzke picked the winner. Kalen works part-time for Brian! Don and Jay were the witnesses and

JIM DUNLAP SHARES ORLANDO NATIONAL MEETING EXPERIENCES

The 81st annual meeting of ASFMRA was held at Disney World resort in Orlando the first week of November, and I was privileged to represent the South Dakota Chapter as their delegate. As a member of the national appraisal education committee, we met on Monday, and covered the progress of the re-writing of four core education courses to a modular format, taking them from the integrated format we have traditionally taught at ASFMRA.

This was found necessary, since many state licensing authorities would not give credit for taking ASFMRA integrated classes even though ASFMRA had provided a grid that broke down the hours of applicable credit under the new Appraisal Foundation education requirements. Re-writing of these courses is progressing pretty much on schedule except for a couple of hiccups.

Tuesday was the Pioneer Ag Tour of a large phosphate plant, the state experiment farm and a blueberry farm operation that was scheduled, but due to time spent at the other two locations, was not completed. The State of Florida had about 10 million acres of farmland in 2009, which is about a half million less than in 1999, with about 1.5 million acres in forestry.

The tour stop at the experiment farm revealed that 75 percent of the ground in this area of Florida is devoted to oranges. Of this, 90 percent is processed for juice, with the balance to the fresh market. This is because of the thinner skin found on Florida oranges can be less attractive versus oranges from California and other semi-arid environments that have a thicker skin. The thinner skin makes a juicy orange, but one that can show bruises and are they a mess to eat. This can be less attractive to office workers taking an orange to his/her work station for lunch or break.

The tour of the phosphate mine and plant featured a large, 7200 volt electric, walking dragline captured in this photo. You should see the "extension cord" used to power that baby!



The dragline has a 55 cubic yard bucket and is working the mixture of phosphate, sand and clay to the surface, depositing it into a receiving area where high pressure nozzles spray water into the material to start the separation process and begin to turn the remaining material into a slurry for transport to the plant via a high pressure steel pipe.

ing in excess of 20 feet below the surface, bringing it to the surface, depositing it into a receiving area where high pressure nozzles spray water into the material to start the separation process and begin to turn the remaining material into a slurry for transport to the plant via a high pressure steel pipe.

Continued

ORLANDO CONTINUED

The pumps necessary to transport this slurry are 15 about 35 percent solids, 45 miles to the plant of of slurry for each ton of phosphate, and yet they f product per car. That is a huge amount of materia out they have to reclaim the land much like done e year to totally reclaim the land at an average cos

00hp electric pumps and they send the slurry with inish making fertilizer. It is necessary to pump 4 ton ill 100 rail cars per day with 100 ton of finished l to process. After the phosphate has been mined re on gravel pits. However, they take about 18 to about \$14,000 per acre.

Another interesting fact is that the mining company somereclaimed areawhich was grassed and re-forest beautiful. After getting back from tour, the Flori Barlow, a member from Texas providing the entertain

hasseldom sold the reclaimed land. We toured ed that was about 15 years old and it was da Chapter hosted a welcome barbecue with Keith ment. Good eating and entertainment.

The galstour on Wednesday of the Tiffany Glass maki of not only how Tiffany Glass was made, but includ Tiffany produced, such as jewelry, church windows and used a special patented process discovered by T Winter Park, Florida, a upscale community on some This narrated tour provided a look at some of the state. A sample of the canal and one estate is p

ng Museum, provided a very interesting history ed many items that most people did not know nd art works. These items were all handcrafted iffany. After lunch, they took a boat tour of lake that are connected by old logging canals. a stand present important people to this area of th e rovided below.



Bruce Vincent, a logger from Idaho, provided a grea small presence in the US congress, has gone about they are to the economy. This was a humorous messa started about 20 years ago to create awareness of agriculture in general.

tmessage on how the logging industry, with a etting their message across to Congress how vital geth that included the “adopt a logger” program he industry to children, which has been adapted to

It provided all of us in a galotto think about, s voice in the legislative process, yet a very import representatives and senators hearing this voice fro when the farm bill is re-written.

ince just like the logging industry, we have a very small antrole in the overall economy. Without our m the general public, agriculture will potentially lose

Continued

ORLANDO CONTINUED

“AdoptaLogger” has turned into a program called agricultural industry to create awareness of their copy of the handout (attachment to newsletter - email) from Bruce, since it seems like a very good idea for agriculture, but one that requires a commitment of time on our part to get this message to the next generation.

The business meeting installed our new officers, an Statement/Balance Sheet for our association which leadership and their forward thinking. There were which were sent to the membership this fall that we

I hope that if we as members have a chance to present to the association we do so. These individuals take a and they need to be recognized for their contribution and willingness to serve in these leadership roles.

Annual meeting is always informative & a good time for the opportunity to represent South Dakota C

Respectfully submitted: Jim Dunlap, ARA, MRICS

“ProviderPals” that can be utilized in any industry to our urban people and children. I am including a copy of the handout (attachment to newsletter - email) from Bruce, since it seems like a very good idea for agriculture, but one that requires a commitment of time on our part to get this message to the next generation.

provided us with an Income and Expense Statement/Balance Sheet for our association which indicated we are on solid ground thanks to good leadership and their forward thinking. There were also some housekeeping changes to the By-Laws which were passed at the Board of Directors meeting.

I would like to thank our elected leaders for their service to the association. They have spent a tremendous amount of time from their “day jobs”, on the Society. I know I certainly appreciate their

to connect with others in our industry. Thank you for the opportunity to represent South Dakota Chapter as your Delegate.

WEST RIVER BREAKFAST MEETING

Submitted by Ryon Rypkema

Guests Jay Widdoss and Tom Young joined members David Baker, Perry Beguin, Mark Elder, and Ryon Rypkema at the November meeting in

Shannon Rittberger, and Gordon Wendell, from the Pennington County Director of Equalization gave a presentation on the new taxation module for the state. Gordon had handouts and flowcharts of this module as well as giving a great presentation of the methodology of the new system.

John Kerstien of Farmers Union also attended the meeting. John gave a little background of Farmers Union as well as discussed ways that Farmers Union and the ASFMRA could possibly build an alliance to help get some of the appraisers issues changed requiring Article 1619 of the 2008 Farm Bill.

The things that were mostly discussed would be what information that the appraisers would like to get released, as well as some possible ways that we could get the information released. John stated if there were any further questions or suggestions to be made for the proposed changes, that they could be contacted at 605-892-5257.



EDUCATION COMMITTEE REPORT

by Education Committee Chair Jim Hollenbeck

January Education in Chamberlain:

The mailer for the January 20-21, 2011 education offerings in Chamberlain has been sent and members have received or should receive them shortly. The offerings can also be viewed online at the [PAASD website](#). Registration is online at the [PAASD website](#). The online registration link is also being added to the information currently posted on the ASFMRA National website.

The SDASFMRA Chapter is offering an 8 CE seminar titled "Current Environmental Issues" on Friday, January 21, 2011. This seminar will be instructed by Bernie Gehris. This one-day seminar is designed to guide rural appraisers and farm manager sin completing environmental "screens" or reports based on observation of a property. Many lenders, property owners or buyers and other management and appraisal clients are now demanding a level of environmental review on rural and agricultural property.

Transactions screening (or environmental due diligence) is intended to be completed by persons who are not environmental professionals, but who are knowledgeable about property... farm managers and rural appraisers may qualify to do this work. This seminar explores the responsibility of appraisers to report what is observed (with no opinion of impact unless the appraiser is also a qualified environmental expert) and the duty of manager to protect the landowner, under their fiduciary responsibility, by completing environmental due diligence steps and any follow-on requirements. Our intent is to alert managers and appraisers to their charges, not train environmental experts.

PAASD is also offering two 7 CE Hr Appraisal Institutes seminar on Thursday, January 20, 2011,

"The Lending World in Crisis - What Clients Need Their Appraisers to Know Today"

"Appraising Residential Properties in SD - Those Textbook Examples Don't Work What Does?"

and one additional 7 CE Hr Residential seminar on Friday, January 21, 2011,

"Thinking Outside the Form: Tools, Techniques, and Opportunities for Residential Appraisers"

Planning continues for the Special SD Chapter Event in June of 2011:

Planning for the Special SD Chapter Event in June of 2011 is well underway with many of the details being worked out. Specific event information will be shared with the chapter at the chapter meeting in Chamberlain on Thursday, January 20, 2011. Stay Tuned!

CHAPTER CONTINUE EFFORTS TO RAISE SDS SCHOLARSHIP FUND

When the first \$10,000 was raised in 2004/early 2005, the longerrange goal was to raise the fund to \$20,000 by July 1, 2010. Strong chapter efforts at the 2009 annual meetings succeeded in meeting the \$20,000 goal by early 2009.

Account Balance Information:

Endowment principal balance as of 09/30/10	\$ 20,961.47
Endowment market value as of 09/30/10	\$ 16,349.68

Scholarship Recipient Info:

School Year	Recipient	Amount	Hometown	Major
2005-2006	Seth Zilverberg	\$500.00	Holabird, SD	Animal Science
2006-2007	Becky Lambert	\$600.00	Frankfort, SD	Pre-Economics
2007-2008	Emily Hansen	\$700.00	Marshall, MN	Agricultural Business
2008-2009	Jim Jansen	\$1,000.00	Fordyce, NE	Economics
2009-2010	Kent Buchholz	\$1,000.00	Philip, SD	Agricultural Business
2010-2011	Maria Skoglund	\$1,000.00	Canova, SD	Ag Economics

When the \$20,000 goal was set, it was felt that a scholarship. However, adverse economic realities in the endowment principal and earnings of \$600 to \$750 in recent years have resulted in a market value below \$1,000 in recent years instead of \$1,000.

As a result, fundraising efforts for the scholarship will continue with a raffledrawing for a quilt made by Nancy Reisch and donated by Paul and Nancy.

Tickets are 10 for \$40, 5 for \$20, and 1 for \$5.

Sales will occur at the January winter education and networking event and the June 2011 Fun

Drawing will occur at Fun Networking Event June 17 Brookings breakfast meeting.

Chapter members are also encouraged to consider a scholarship donation. **Now is the time for 2010 tax deductions!** Make checks payable to SDSU Foundation. **Please write "SDASFMRA Scholarship" in the memorandum section of the check.** Mail check to: SDSU Foundation, 815 Medary Ave, Box 525 Brookings, SD 57007

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 is 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, Past 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.