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Ron Ens, ARA (2013)

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Paul T. Sickler, AFM (2013)

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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  
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Technology  
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Ron Ens, ARA

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Craig Sommers

Appraisal Review & Ethics  
Jerald A. Hulm, ARA

Scholarship Fundraising  
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**Newsletter Editor:**  
Paul Reisch, ARA

[www.asfmra-sd.com](http://www.asfmra-sd.com)

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

10/2010



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

**DATE STORE MEMEMBER!**

November 1 – SDSU Careers Day - Brookings  
November 1 thru 4 – 81<sup>st</sup> ASFMRA Annual Meeting – Orlando, FL  
November 18 - West River Breakfast Meeting - 9 A.M.  
Rapid City Marlin's Roadhouse Grill  
November 19 - East River Breakfast Meeting - 9 A.M.  
Sioux Falls Roll 'N Pin  
January 20-21 – Winter Education & Joint Meeting W/PA ASD  
June 16-17, 2011 – Fun Networking Event – Huron/Brookings  
July 11 thru 15 – ASFMRA Summer Education Week – Omaha  
October 22 thru 28 – 82<sup>nd</sup> ASFMRA Annual Meeting – Scottsdale, AZ

**PRESIDENT'S MESSAGE**

First off, I would like to compliment our Board of Directors. We just held our fall meeting at Geoff Oliver's office on October 7<sup>th</sup>. All Directors and Officers were present. They were very attentive, on task and committed to building a better Chapter for our members.

I realize we all get extremely busy doing business, and this is after a long and hard day. I realize we are all very helpful in maintaining a strong Chapter to have members who happily participate and yield their input for the betterment of the group.

On October 22<sup>nd</sup>, Paul Reisch and I were guest speakers at Professor Nicole Klein's Farm Management class at SDSU. We both spoke about our respective professions, trying to broaden the student perspectives and maybe stimulate some future interest. I thought the presentations went well and we had a few questions at the end and after class, at least indicating that some students were listening.

The interesting part to me however, happened before the class began. The story goes like this: Paul and I had planned to be on campus by 11:30 am to allow time to get a parking pass, find a parking spot, and walk to Nicole's office.

Continued

## PRESIDENT'S MESSAGE CONTINUED

While in route to Brookings on I-29N (on time by regarding grain sales and then in making sales for sign, "Brandt Exit 1 mile". Duh, I had driven about 11:29! I took the exit and started to breeze back dilemma. About the time I hit Medary Avenue, Paul my parking pass, and directed me to a parking place and had 5 minutes to spare before speaking time.

heway), I was busy on the phone with a client him. When I hung up from those calls I noted a road 20 miles past the Brookings exit and my clock said toward Brookings. I called Paul to alert him to my was waiting for me at the corner of Ag Hall, had less than one block away. We walked to Ag Hall *Hat's off to Paul Reisch!!*

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## SDS FMRA FALL BOARD MEETING REPORT

by Allan Husby, ARA

The Fall Board meeting was held October 7th in Rapid City at Geoff Oliver's office conference room. All 9 members were in attendance.

d City at Geoff Oliver's office conference room.



The meeting was generally routine business with some upcoming events as highlights of discussion.

Committee reports were made by the board liaisons. Highlights of the reports;

- Membership is holding steady at 54 members.
- East and West River Breakfasts are still being held on about a bimonthly basis with varying attendance. Members are encouraged to attend these breakfast meetings.
- SDSU Relationships - Scholarship winner was unable to attend banquet due to illness but chapter was represented. The committee is working on plans for June 2011 Fun Networking Event. Work is still going forward on appraisal and we are making progress.
- Ron Rucker reported on government relations that one item of far raised is the proposed AMC legislation. The State appraisal office is involved in proposing the legislation so not sure how much involvement will be needed beyond their support.

In business items, the June 2011 due to illness but on plans for June 2011 Fun Networking Event was discussed. There was some concern on numbers from West River supporting a bus, so discussed polling members on number that will be attending. The board acted to not put an exact limit on chapter support until final costs are firm. The Board would like to be able to completely support the event.

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**BOARD MEETING REPORT CONTINUED**

Kjerstad Member Scholarship was discussed. Those that use the funds. So far this year, just \$500 used.

at qualify for its use are encouraged to apply and

Gifts for The National Education Foundation were discussed and acted upon. Besides two items already purchased, a men's and women's Black Hills gold watch were approved for purchase for the 2010 National convention.



Jim Dunlap will be the Chapter Delegate at the Orlando national meeting.

Paul and Nancy Reisch have generously donated two quilts with a Pheasant theme. One will be used as a donation to the 2011 Convention for the auction.

It was decided the second quilt will be used as a fundraiser for the SDSU Scholarship. Brian Gatzke will be organizing a raffle to promote it at the Event.

and then be given away at the 2011 Fun Networking

Paul Sickler will be organizing a Super Bowl raffle primarily as a fundraiser at the winter meeting/e

ducation in Chamberlain.

The bylaws were reviewed and updates were approved references and some other small items.

to clear up language that included ASAC

Most of the Board was able to attend a social event worthwhile board meeting.

meal at the Fireside Inn that night. It was a good ,

**BLONDE JOKE**

Last year I replaced all the windows in my house with a kind. But this week I got a call from the contractor a whole year ago and I had yet to pay for them.

th that expensive double-pane energy efficient or complaining that this work had been completed

Boy oh boy, did we go around!

Just because I'm blonde doesn't mean that I am automatically stupid. So, I proceeded to tell him just ar..... that in one year the windows would pay for themselves.

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ASFMRA,

Thank you for allowing me to take time with your important organization and share a little bit of our recent annual Washington, D.C. fly-in experiences and meetings.

Each year National Farmers Union calls on their staff to affiliate to bring as many people as will come to Washington, D.C. in a grassroots lobbying effort, to truly relay the feelings of the producers in the countryside. Since our organization was formed over 100 years ago we have felt this is the best way to put our legislators in touch with the farmers and ranchers and the issues that affect their operations.

We had a broad scope of issues to lobby this year such as competition rules, the 2012 Farm Bill, the national dairy industry crisis, and responsible taxation. We also were able to keep our producers updated with the most current Congressional happenings via meetings with US Trade Representative South Dakota's Senators Johnson and Thune, Congressional meetings with Legislators from across the US.

During these face-to-face meetings, we are able to directly question our leaders where they stand, and why they voted a certain way, but more importantly, we are able to bring up issues that may not be on the national radar. One of these areas specifically was with an issue of importance to all landowners and appraisers alike, Article 1619.

We understand that while personal information needs to be guarded highly, especially this day in age, we also cannot limit the hands of those who help us receive a fair market price for our land. I believe working with our contacts in DC we can reach an agreement that will make less paperwork and lessen the burden for our parties involved while protecting their personal information.

Throughout the movement of the 2012 Farm Bill, SDF Farmers Union will be fully engaged in the negotiation proceedings to ensure the best opportunities for our future farming and ranching generations. We need to work today to build our infrastructure, solidify your market access, and increase profitability throughout our industry. Working together I know we can achieve all of the goals we have in place for the future of rural America.

Please visit our website [www.sdfu.org](http://www.sdfu.org) for all of our news and information and please feel free to contact me with any questions you may have.

Thank You for your time,

Sincerely,  
Doug Sombke  
President  
SDF Farmers Union

te affiliate to bring as many people as will come to truly relay the feelings of the producers in the



Senator Ron Kirk, Senate and House Ag committees, woman Herseth Sandlin and various Hill

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## NEW ASFMRA-PAASD MEMORANDUM OF UNDERSTANDING THRU 2012

\*USPAP course offered with joint sponsorship. Net income for the courses split by member attendance of the two organizations, joint members in attendance included in the count for both organizations.

\*Each organization contributes to the joint educational offering. Evaluate the courses offered and utilize the most economical source for the class. (Courses are being rewritten to meet new requirements for the membership.)

\*Continue joint winter class offerings-time, length, a nd location to be determined by both organizations at chapter officer level. Education events are to run for two to three days. When three days in duration, middle day to be the USPAP offering.

\* Work together to have the class course content in place 90 days prior to offering.

\* Course offerings that are specifically to the needs of the different chapters be 100 % cost and income to the sponsoring chapter.

\* An administrative fee payable to PAASD shall be deducted from any gross surplus produced by the joint educational offering before the resulting net surplus is divided between PAA SD and ASFMRA. The administrative fee is for the services provided in organizing, mailings, promotional material, and management at the educational offerings. It will be equal to twice the monthly fee charged by PAASD's executive secretary (currently \$ 1,219, two times \$ 609.50.)

\* PAASD executive secretary will be the lead in working with the host conference site. Communication provided by a committee of the Education Chair for ASFMRA.

\* Mailings for class offerings, mailed to each of the two organizations members. Brochure developed by PAASD Executive Secretary for review by the organizations education committees before distribution.

\* Education offerings by the two organizations, offered to each of the organizations at membership rates for all educational offerings.

\* When a three-day event, social events on separate nights open to each of the two organizations members. When a two-day event, joint social on first night to be funded equally by both organizations.

This agreement is in effect for a period beginning in January 2008, renewed June 2010, and running through June 2012. Continuation of the agreement with both entities agree in good faith to make any changes as agreed.

## DISTRICT UPDATE CALL – FRIDAY SEPTEMBER 24TH

### WHAT IS NEW IN EDUCATION – Good News for Chapters

ASFMRAs is increasing the number of new offerings and has been rewritten and was offered at Summer Education Chapters. The Environmental Issues Affecting Real Property Appraisal seminar will be available at the 2010 ASFMR Annual Meeting and then will be available to Chapters. The update was based on feedback received that are planned for managers include: Animal Agriculture offered at the Annual Meeting in Orlando and then

available to Chapters. The Ag Lands in Transition Week in St. Louis. This is now available to Chapters. Property Appraisal has also been rewritten. This Meeting and then will be available to Chapters. New seminars from members across the nation. New seminars in culture and Financial Management. Both will be available immediately for Chapters to offer.

ASFMRAs has offered the on-line registration system this service is the credit card processing fee and duplicate entry at the National level speed thing National office will generate the name badges and several Chapters reported that it has worked well. Chapter's Website that will take the member direc

to the Chapters. The only cost to the Chapter for ASFMRAs is charged. This can really help eliminate the reports as well. This is a great new service and a link for the registration form can be placed on the registration form.

Some Chapters had reported fairly high expenses in bringing in Instructors from out-of-state. To that end, ASFMRAs is working on ways to have more approved local Instructors all the while maintaining the Society's excellent level of qualified Instructors. Now the ASFMRAs is working on an Instructor Workshop to help develop Instructors for the local Chapter needs. Attendees or their Chapter would have to pay their travel expenses to get there. This is still in the development stages and still has to go to the Committees. Contact Mark Grace with any suggestions you have.

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### REASONS TO COME TO ORLANDO MEETING AND AUCTION

Past attendees report... Great food, great education for the ASFMR Annual Meeting in Orlando is open! **2010** and this is also the drop date for the room block

and networking and... great fun! The registration Early registration deadline date is **October 11**, at the Disney Coronado Springs Resort.

Beginning on Saturday, there are education offerings. Then on Sunday, Council meets. Monday, November 1<sup>st</sup> is the Chapter Officers Workshop in which there will be an Ag Pro Link demonstration. Committee Meetings will also be held on Monday. Later that evening will be the Florida Welcome BBQ. There are buses to take 200 people to this event. Pioneer Ag Tour will be on Tuesday. There will also be a Rapid Fire Case Studies Program Session. That evening is the Accreditation banquet. Wednesday will have different program sessions including Ag Innovations. End the evening with the Auction.

Then on Sunday, Council meets. Monday, November 1<sup>st</sup> is the Chapter Officers Workshop in which there will be an Ag Pro Link demonstration. Committee Meetings will also be held on Monday. Later that evening will be the Florida Welcome BBQ. There are buses to take 200 people to this event. Pioneer Ag Tour will be on Tuesday. There will also be a Rapid Fire Case Studies Program Session. That evening is the Accreditation banquet. Wednesday will have different program sessions including Ag Innovations. End the evening with the Auction.

There will also be a Kids Night Out. This will have a cost of \$25 and will be close to the Auction children are well taken care of. Bruce Vincent will be the Keynote Speaker on Thursday. Thursday morning is the Board of Directors Meeting. As Chapter Officers, you are asked to promote the Annual Meeting to your Chapter membership. ASFMRAs can send you material to use for promoting the Meeting.

equalized Day Care providers for children under 17 so parents can go to the Auction and know their children are well taken care of. Bruce Vincent will be the Keynote Speaker on Thursday. Thursday morning is the Board of Directors Meeting. As Chapter Officers, you are asked to promote the Annual Meeting to your Chapter membership. ASFMRAs can send you material to use for promoting the Meeting.

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## DISTRICT UPDATE CALL CONTINUED

The Auction and Program Committees worked very well together this year. Some changes that have been made in response to membership input/suggestions consist of the addition of the professional day care provider, opening doors a little earlier than night of the Auctions so families can socialize and enjoy the band, and added a live band The Landsharks—their Website is landsharksband.com. They have played with Jimmy Buffet and played for our troops. John Young worked to obtain this band for the ASFMRAs.

We have ten Auction items at this point. Need the members, Chapters, Companies, sponsors to make their donation to make this a success. Auction do nation form is on the ASFMRAs Website. Send in the forms so the item can be entered in the system, publicized in the E-News, in catalog, etc.

## SUMMER EDUCATION WEEK 2010 A SUCCESS!

The 2010 SEW was an excellent program with a lot of good education and events. This is the best education offering in the country so far. The Midwest-west meeting is value priced when compared to other Annual Meetings. The networking is good and there is plenty of time to network.

The next Summer Education Week will be held in Omaha, Nebraska *July 11-15, 2011* at the Embassy Suites. All Chapters are encouraged to promote the event. Some offerings include: Ag Lands Part 1 and Part 2 and currently we are considering offering Ag Lands Part 3. We will have the new Sales Comparison Module for Appraisers. Plans include a Council meeting, Instructor Workshop, the Education Committees will meet, and possibly have a Chapter Officers Workshop.

## LEADERSHIP INSTITUTE

The 2010 Leadership Institute was held this September and was rated “Excellent” by those in attendance. There were over 30 attendees this year and had a broad demographic and discipline representation. Kirk Weih, AFM reminded those in attendance that if 1619 is going to get changed, we need to be working with the Farm Bureau at the local level. All members were asked to bring this issue up at their local Farm Bureau meetings.

## COMMENTS

Fiscal Year is coming to an end. This will be a wrap up at the end of September. ASFMRAs will be finishing in the black this year. According to appraisal groups, they are indicating their membership is up and struggling with finances. The ASFMRAs’ membership is down; however, the finances are strong.

A lot of new ideas were offered for recruiting members. ASFMRAs membership has been declining for many years. However, according to responses received on the surveys, 94% say the ASFMRAs membership is a good investment.

Ontario—Appraisal Institute of Canada has developed a fast track program to obtain their designation which is similar to the ARA. Recruiting is then a challenge together too. They believe that there are opportunities for new members with the Universities.