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East River Breakfast
Scott Heimes

West River Breakfast
Perry Beguin

SDSU Relationships
Paul T. Reisch, ARA

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Jim Hollenbeck

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

6/10



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

DATES TO REMEMBER!

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/PAASD

June 16-17, 2011 – Special Chapter Event – Huron / Brookings

PRESIDENT'S MESSAGE

I want to use this month's article to fill you in on a few other happenings that were decided, discussed and worked through at our May 2010 Board Meeting.

As you may have noticed, since Brian Gatzke took over as Treasurer, the "look" of our reports and accounting has changed. Brian has used his CPA to handle much of our accounting and financial duties.

I admit it's been a little awkward for me to read these reports at times, probably most due to my inept abilities. However, these reports have been tweaked over time and now seem to be shaping into fine reports. We are trying to make all of the labels and headings such that the reports are clear and simple to read. (Simple being the key word for this Pres.) Brian has also reviewed our tax free status with IRS and secured a new Federal Tax ID number for our Chapter.

The board heard all committee reports and found the Chapter to be functioning well. Thanks to all those who serve on committees and especially to those who have been so willing to act as a Chair.

Our Education Committee has been very active and putting forth much effort. Reports were provided for our recent Ed programs income and expense which resulted in fine net incomes. They are also "On Top Of" the planning stages for our "Summer 2011 Special Event". Nice work gentlemen and Thanks much to all who are contributing in so many ways to this event!

PRESIDENT'S MESSAGE CONTINUED

We reviewed an invoice from Barry Wilfahrt for Lobby Services this past legislative session. The invoice was for \$1,500 lobby fee and \$30 Sec of State fee. The board approved paying 30% of this invoice based on PAASD and Chapter membership. This was paid direct to PAASD.

Lastly, we discussed creating a "Chapter Card". This concept came through Geoff Oliver, myself, and others from the idea to have a card available for many purposes. As we discussed, we also wondered if these might be used by members. The thought process continues to evolve. Could this be a member benefit (free cards to members upon request) or could it be a fundraiser (selling cards to members with income to Kjerstad Member Scholarship as an example). A copy of a draft card idea is shown below.



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The board would love to hear from membership with any and all reactions to this card idea. Please respond!

“Many people have a wrong idea of what constitutes true happiness. It is not attained through self-gratification but through fidelity to a worthy purpose.”

– Helen Keller

CHAPTER HAS PRESENCE AT 2010 AG LENDER'S RANGE CAMP

By Norm Edwards, ARA with supplemental info from Jim Hollenbeck

The South Dakota Ag Lenders put on a well attended Camp on Range Management and Production Agricultural Practices in the General Area from June 6-9, 2010 at a Hunting Lodge some 20 miles North East of Newell, SD. This event was hosted by *the Butte Conservation District with housing provided by Jim & Jean Smeenk family*, neighbors from surrounding ranches, and branding time friends in the area at their converted Headquarters Center, those old cold war missile command site from the 60's & 70's.

Attendees included personnel from Farm Service Agency, SD Department of Agriculture, Farm Credit Services, and SD ASFMRA members. This year there was also participation from several appraisers from the Wyoming State Land Department who added to the discussions and contributed to the success of the program.

The first afternoon and evening there was a social hour, hamburger cookout, and program on the historical background of the area by Tim Reich as well as Production Agriculture trends in the area by Ken Wetz. There was an overview of the goals and programs of the Belle Fourche Water District, which is a multi-state program on the Belle Fourche River Drainage to cover erosion, conservation needs, and programs in the common interest and general benefits of the communities.



Continued

RANGE CAMP CONTINUED

Monday morning's program opened with a demonstration of soil quality, limits and characteristics by Tom Quinn, who had a portable soils lab that demonstrated different ground cover and permeability soil characteristics.



Roger Gates of SDSU provided a detailed program on Plant Identification, Range Health, Eco site overview, and signs of site health and vigor.

Dr. Mike Catangui presented a program on potential grasshopper cycles. They have indications of a very vigorous potential in areas of South Dakota based upon surveys conducted by himself and teams around the state.

On Monday afternoon there was an extensive tour of the Jeff Smeenk property. The tour focused on the center of the nation properties, field inspections were made, the range history and trends were discussed, and plants identified that were significant indicators of the range trends and characteristics.

Mr. Smeenk along with USF&W, GF&P and SDSU, FHA and Farm Credit personnel showed water and recreational projects developed and planned for this property. This property has very desirable and unique bird watching potential and interest, due to the diversity present in this unique site, which is being exploited by the management plan.



The Tuesday program began with a tour of the Five F Feedlot, where Jim Clarkson and Lyle Sprague provided a tour of their feedlot including their waste disposal and feed preparation areas.

An interesting sidelight was the truck washing facility that they had for cleaning stock truck using their 140 degree high pressure water to clean trailers.....which is a big hit in the winter for cutting ice and snow when hauling cattle.

Continued

RANGE CAMP CONTINUED

The tour of the High Plains Game Ranch was next. Randy and Rhonda Vallery provided a thorough and interesting view of their High Plains Game Ranch and Upland Bird Hunting Facility located just south of the Belle Fourche River. We toured their facilities and Randy showed us how he operated the facility, explained his management decisions, and shared observations that he had learned since the starting of this operation on his family farm. He stocks this place with pheasants and grouse and has been enhancing the property to increase the hunting potential and to meet the expectations of the hunter they cater to, who are generally repeat customers.



After lunch, Clint Pitts of the Belle Fourche Water District conducted a tour of the water handling facilities. He also discussed management problems and solutions of the district related to different water demands during periods of varying water availability and needs.



Mr. Lyndon Bucher of American Colloid Corporation then met us at their facility west of Belle and showed us the Reclamation procedures and results on various projects in the area.

We were able to view the mining operations in progress, various stages of recovery, and the end result of the process along with the equipment used in this process.

Because American Colloid works in several states, Mr. Bucher went over the permitting procedures in SD, ND, Montana, and Wyoming as well as the procedures on various governmental and private held lands with various mineral interest and tenure.

Continued

RANGE CAMP CONTINUED

Tuesday evening, SD ASFMRA Education Chair Jim Hollenbeck presented a comprehensive, useful, and enjoyable program on the current land value trends in WY, SD, IA and NE through the eye of the Farm Credit System.

Jim had several very interesting maps and charts showing the land value trends and discussed possible short term and long range trends in the market. This included recent trends with buyer types, method of sale, cap rates, and rents. Ron Ensz supplemented the discussion with his local knowledge during the presentation.

Jim also lead an interesting discussion of current rural land issues including tax implications of the new laws in SD, education requirements for new appraisers, and demands for new appraisers to get into the profession.



The Wednesday morning program consisted of a plant identification tour and test conducted by Dr. Roger Gates. This was dominated by our guests for Wyoming, who made a great showing and knowledge of the different species represented in the test.

Dr. Gates made a valuable learning experience for the entire group who obtained a greater appreciation for the diversity in the area.

There was a meeting of the Ag lenders and interested people later to evaluate the camp and discuss plans for the next range camp. The feedback

included several participants sharing with Boyd Waara that they would like the SD ASFMRA presentation on the program every year. I personally enjoyed the warm association with lenders and other persons with common interests in an enjoyable and relaxing setting.

“Enthusiasm is one of the most powerful engines of success. When you do something, do it with all your might. Put your whole soul into it. Stamp it with your own personality. Be active, be energetic and faithful, and you will accomplish your objective. Nothing great was ever achieved without enthusiasm.”
- Ralph Waldo Emerson

SPEAKER HAS BEEN SECURED FOR SPECIAL 2011 CHAPTER EVENT

Lynn Tjeerdsma, Assistant Deputy Administrator of Farm Programs in Washington D.C., has been confirmed as the chapter speaker on Friday morning June 17 at the second day breakfast meeting in Brookings. Lynn should provide attendees with perspectives and insights on the 2012 Farm Bill, a timely topic in June 2011. Tentatively, we anticipate Lynn will be in attendance for the balance of the events as well. We thank Education Committee member John McMahon in securing Lynn to be our program speaker.

This special event involves participation and involvement of Education, Social, and SDSU Relationships Committee members. Committee chairs will be meeting in July to develop an outline of responsibilities of committee members and a timeline to complete needed tasks.

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 spouse relationships with other chapter members and their spouses.

What: Noon to noon gathering of chapter members, spouses, prospective members, and SDSU representatives. On June 16, 2011, there will be tours of the Dakota Provisions Turkey Processing Plant and Riverside Hutterite Colony followed by a Chilean Barbeque Social hosted by Jorge Vicuna and Social Committee.

Buses will return participants to Brookings after the BBQ that Thursday evening. On Friday June 17, 2011, there will be a breakfast session with keynote speaker Lynn Tjeerdsma as well as SDSU department updates. This will be followed the balance of the morning with tours at SDSU, tentatively NARCL (North Central Agricultural Research Laboratory - bug lab) and the new Seed Lab.

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

SANSKRIT PROVERB

Look to this day,
For it is life,
The very life of life.
In its brief course lies all
The realities and verities of existence,
The bliss of growth,
The splendor of action,
The glory of power---

For yesterday is but a dream
And tomorrow is only a vision.
But today, well lived,
Makes every yesterday
A dream of happiness and every tomorrow a vision of hope.

Look well, therefore, to this day.

LARRY JANSSEN MEMBER PROFILE

Describe your experience and education related to the property professional field (appraisal, farm management, consulting, academic relation).

My academic experience in Land Grant Universities and my Nebraska farm background are the main links to the interests and activities of the South Dakota chapter.

All of my undergraduate and graduate degrees (Master's and Ph.D.) are in Agricultural Economics from Oklahoma State University and from the University of Nebraska – Lincoln. I joined the SDSU Economics Dept. as a faculty member in July, 1978.



I taught the undergraduate course in Agricultural Finance from 1979 to 2007, Agricultural Policy from 1979 to 2000, and co-taught Rural Real Estate Appraisal from 1987 to present. I have also conducted several workshops on introduction to farm appraisal. During the past 10 - 12 years I have been involved in teaching courses in Economic Development, Global Food / Agricultural Systems, and an Economics graduate class in Research Methodology.

For the past 20 years, Dr. Burton Pflueger and I have jointly conducted the annual SDSU Farm Real Estate Market survey of agricultural land values and cash rental rates by region and agricultural land use in South Dakota. Most of my other research time has been involved in projects related to crop management, conservation programs and policy, or farm-level production and marketing. All projects are designed to provide graduate or undergraduate students opportunities to get involved in agricultural and/or economic research.

Describe what has led you to becoming a chapter member of the South Dakota ASFMRA and why you remain a member, if a member for a number of years.

My first involvement with ASFMRA was completing their summer (A-10) course in Rural Appraisal in the early 1980's. This introductory course for farm appraisal professionals led to developing an appraisal unit in our undergraduate Agricultural Finance course and later a separate course in Rural Real Estate Appraisal at South Dakota State University. I have also co-authored and published a few articles in the ASFMRA Journal and was co-recipient of the Golden Quill Award in 2004. Several times I have been a guest speaker at the chapter annual meetings or the East River meetings.

Paul Reisch and Brian Gatzke were instrumental in recruiting me as a member of the South Dakota chapter. Paul has been a guest speaker in my Appraisal classes for many years and Brian has often provided ideas and assistance with the farm appraisal projects completed by our students. Over time, I realized that many current members of the South Dakota chapter were former students in my classes and many of my advisees have been its scholarship recipients.

Describe personal background items that would be of interest to fellow chapter members (e.g. family, ethnic heritage, other communities lived, other jobs / careers, main hobbies or interests).

Continued

MEMBER PROFILE CONTINUED

I was raised on a general crop-livestock farm in southeast Nebraska, participated in 4-H and FFA, and worked summers on our own or neighbor's farms. I was in the last generation of rural youth from my home county that completed all of their elementary schooling (K-8) in a one-room country school! Small class size, a great teacher, and strong parental guidance compensated for most deficiencies in class content.

During my undergraduate years, I worked as a student trainee for the Nebraska Crop & Livestock Reporting Service or as a student worker on farm management records project in the UNL Ag Econ Dept. This background was important in developing my interests in survey data collection.

I have lived almost all of my life in either Nebraska or South Dakota, with two years spent at Oklahoma State University. My wife, Marcia, and I have been married for 36 years and we have three adult children. My oldest daughter is now a Lutheran pastor in Rialto, California – a good location for winter trips!

My hobbies include gardening, biking, cross country skiing and several other outdoor activities. Our family likes to travel, especially to national and state parks in the Plains and Western states.

Describe a few memorable or unique experiences in your life.

During Spring semester 2000, I was the SDSU faculty exchange professor to Chungnam National University in Daejon, South Korea. My main assignments were teaching a course in agricultural finance and providing numerous guest lectures and presentations to various classes and professional organizations. Imagine living in a nation of 48 million people in a land area one-half the size of South Dakota with only 20% arable land and 75% forests and mountains! My wife, youngest daughter, and I thoroughly enjoyed our time in South Korea, but the wide open spaces of South Dakota were a most welcome sight!

SD CHAPTER PROVIDES GIFTS TO ASSESSORS

Ordean Eddy, filling in for Committee Chair Chuck Doom represented the chapter at the South Dakota Association of Assessors Organization Conference banquet that was held on May 27th in Mitchell.

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.

Ordean thanked the banquet group for their assistance to our members throughout the year, and invited them to call our members if they thought we could be of assistance in their work.

Ordean drew the names of Jacki Harrison from Lincoln Co (Canton) and Dave Paulson from Clark Co (Clark). Ordean indicated the assessors were very appreciative of our Chapter sponsored gifts of 2 BH gold watches for their raffle/drawing.

Future Assessor Conference Dates & Locations:

2011 – May 24-27 – Oacama

2012 – May 15-18 – Sioux Falls

2013 – May 21-24 - Deadwood

2009 ENDOWMENT REPORT FOR SD ASFMRA SDSU STUDENT SCHOLARSHIP

Historical Gift Value as of 12-31-2009: \$20,861

	Endowed Funds	Available For Distribution
Beginning Market 1-1-2009	\$11,619	\$ 992
2009 Contributions	\$ 3,110	\$ 385
Investment Income (net of fees)	\$ 3,405	\$ 0
Administrative Fees	(\$ 260)	\$ 0
Program Disbursements	\$ 0	(\$1,000)
Net Transfers	\$ 0	\$ 0
Program Support Appropriation*	(\$ 764)	\$ 764
Ending Market 12-31-2009	\$17,110	\$1,141

The \$1,141 figure included the \$500 that was awarded to our student this spring. When the \$500 is subtracted, there is \$641 left to award for this coming academic year. This means the chapter will need to supplement the \$1,000 scholarship for the 2010-11 academic year with \$359.

DISTRICT UPDATE CALL HIGHLIGHTS

Friday, June 18, 2010

District Update Calls afford Districts and Chapters the opportunity to get together with Executive Council and ASFMRA Staff for an open / interactive forum to exchange ideas, listen to concerns, and provide information. Chapter members and leadership in particular are encouraged to participate in these calls.

President Dick Edmunds, ARA, AAC welcomed everyone to the call and took the roll call via Districts. The purpose of these calls is to:

- Inform everyone what is happening at the National level, challenges being faced
- For Chapters to exchange ideas, discuss what challenges are being faced, and
- For communication between National and Chapters. This call had an additional purpose which was to introduce all those on the call to the new AgProLink and to demonstrate some of the possibilities that are now available to the ASFMRA members through AgProLink.

SUMMER EDUCATION WEEK SUMMARY

Summer Education Week will be held from July 12 – 16, 2010 in St. Louis, Missouri. Some of the Appraisal courses that will be offered include: the new Cost Approach for General Appraisers, Appraising Agricultural Lands in Transition, and Expert Testimony.

Some of the Management/Consulting courses that will be offered include: Ag Land Management Parts 1 and 2 and Tax Implications of Real Estate which is a RLI course. Monsanto will have a tour of their facilities.

There will be a Cardinals ball game sponsored by Pioneer. The Illinois Chapter will have a Chapter Meeting on Friday. The early registration deadline date will be extended to Friday, June 25, 2010. Please contact Mark Grace to find out how you can help promote Summer Education Week.

Continued

DISTRICT UPDATE CALL HIGHLIGHTS

AGPROLINK

Cheryl Cooley provided an on-line demonstration of the new AgProLink. A brief introduction to the presentation is below. You can read the complete presentation by:

Go to: www.agprolink.org

Login: Your user name is your first and last name altogether, no spaces and your password is you member ID# (this is the same as for the ASFMRA Web site).

Go to:

- Resources
- Select Resource Library from drop down
- Select Chapter Officers Library
- Click on: Presentation on AgProLink to Chapter Officers
- Select: AgProLink Introduction

AgProLink is ASFMRA's entry into the world of Social Networking...or more correctly stated, a business networking tool that is dedicated to ASFMRA member communication and networking.

Through AgProLink you can:

- **Interact with ASFMRA members** around the country.
- **Communicate with other members through Discussion Lists.** You decide how to receive postings and what email address you want to use. You also chose to belong to the Discussion groups of most interest to you...or create your own.
- **Get your technical and business questions** answered in the Ag Open Forum as well as other forums.
- **Start discussions of your own** – for Chapter use, for business purposes, as well as for fun. While this is a business network, you can also use it to find those with similar likes, interests, and experiences.
- **Learn more about the friends** you already know by making them “contacts.” (Kind of like friends on Facebook.)
- **Find old friends or people with similar backgrounds/interests** – search by college, city, job setting, or name. A robust search feature lets you keep in touch. – I've already found someone through AgProLink who attended the same Jr. College as I did.
- **Conduct Chapter business quickly and easily with all Chapter members** in a safe & secure environment. A community is already created for each Chapter and includes all the Chapter members.

You control it all. You control how much information others see about you, how you want your communications delivered and how often and which communities you want to belong to.

You are encouraged to go to AgProLink and read the complete presentation. This document contains very useful information that you will be able to refer back to.

“Do the one thing you think you cannot do. Fail at it. Try again. Do better the second time. The only people who never tumble are those who never mount the high wire. This is your moment. Own it.”
- Oprah Winfrey