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SOUTHDAKOTACHAPTER 9/2010
AMERICANSOCIETYFARM MANAGERS&RURALAPPRAISERS
THEMOSTTRUSTEDRURALPROPERTYPROFESSIONALS

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



DATESTOREMEMBER!

October7-ChapterBoardMeeting–OSTOffice–RapidCity
November1–SDSUCareersDay-Brookings
November1thru4–81stASFMRANAnnualMeeting–Orlando,FL
November11-WestRiverBreakfastMeeting-9A.M.
RapidCityMarlin'sRoadhouseGrill
November19-EastRiverBreakfastMeeting-9A.M.
SiouxFallsRoll'N Pin
January20-21–WinterEducation&JointMeetingW/PA ASD
June16-17,2011–FunNetworkingEvent–Huron/Brookings
July11thru15–ASFMRASummerEducationWeek–Omaha
October22thru28–82ndASFMRANAnnualMeeting–Scottsdale,AZ

PRESIDENT'SMESSAGE

I'lltrytokeepthisshortthismonthsinceIgot a littlewindyinmyarticle
abouttheLeadershipInstitute(LI).Ifyoucan't tell,I'mverysupportiveand
encouragingtowardattendanceatLI.Thisisanexcellenteducational
programandlearningopportunityforASFMRAmembers.DuPont/Pioneer
istheprimarysponsorandtheyspendaconsiderableamountonthefunding.

IfyouhaveinterestinLI,Iwouldencourageyoutoattendsoonerthanlater.
Whoknowswhenfundingcouldbereducedorgoaway?

Thelegislativeprocess,whetheronanational,state,countyorlocallevelis
wherewecanreallymakeadifference.ThisLIprogramisdesignedto
informandeducateASFMRAmembersaboutlegislativeprocessandofferus
anopportunitytotakepartwhileinWashingtonDC.

Iknowhowharditistotakethetimeawayfromwork,butinmycaseI
foundtheprogramworthmytime.OurChapterdoesofferapartialLI
scholarshipwithsomequalifications.Pleasereviewthisopportunityand
thinkaboutattendingin2011.

**"Goodfriendsarelikestars.....Youdon'talwaysseethem,
Butyouknowtheyarealways there."**

Anonymous(9/04)

WESTRIVERBREAKFASTMEETING

by Perry Beguin

The West River Breakfast Meeting was sparsely attended, but some good information was exchanged and Deidre Langeanewstaregistered appraiser from Center, ND was in attendance.

Those in attendance were Kent Rasmussen, Norm Edwards, Loy Matthes, Ryon Rypkema, Deidre Lange and Perry Beguin.

Ryongaveanupdateonthestate'suseof thenew "Income Valuation Module" used by county assessors for valuing agricultural land and the discussion that had transpired at the recent meeting in Pierre.



The bottom line appears to be that no one really knows how the module works, nor much about the input that goes into the system to generate an evaluation. However, there is considerable concern by the Stockgrowers and other producer organizations. Any manager's stand should be on this topic is encourage

one who has thought on what the appraisers and do to contact Ryon.

Norm Edwards asked for input from members on topics of concern relative to his trip to Washington DC for Leadership Institute.

or issues of concern relative to his trip to

CHAPTER SCHOLARSHIP PRESENTED AT SDSU

Members Tom Jass and Jay Knupp shown with Dr. Barry Dunn, Dean of the College of Agriculture and Biological Sciences, represented the chapter at the September 22nd Ag-Bio Scholarship Banquet at the Student Union Volstorff Ballroom.



Maria Skoglund was announced as the recipient of the chapter's \$1,000 scholarship for the 2010-11 academic year. Maria was chosen from those who submitted application/essays for the scholarship. She is a Canova, SD native. Maria is an Agriculture Resource & Economics major.

Unfortunately, Maria was ill and unable to attend the banquet.

Maria is a member of the Pride of Dakota marching band, an Admissions Ambassador, Little International Judging Coordinator, a committee member of Colleges Against Cancer, and participates in the basketball, volleyball, and softball intramural sports seasons.



The 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 (ASFMRA) 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.

WASHINGTONDC LEADERSHIP INSTITUTE EXPERIENCE

By Norm Edwards, ARA

The program started for the Appraisers on Noon at when Tom Schorr, ARA and I met with Mr. Dave GaNun guidance as to the general layout and points of interest in the Washington Area. We met with the members who had made it and because it was raining and to get acquainted with the metro system to the

the Hotel Lobby of the Westin Arlington Gateway and received a general orientation and are in the Washington Area. We met with the wemade a short trip to the Arlington Cemetery Capitol.



That evening we had a lunch at a local steakhouse on a positive note.

which was very good and started out our visit on a

Monday, September 13, 2010

We had breakfast on our own and met at the Farm Credit Council Building (FCC) located at 50 F Street NW which involved an introduction to the Metro rural oriented rural appraisers. We had a program consisting of various organizations and groups in Washington:

ing of a variety of legal experts and managers of

- Nancy Lee general attorney with the Internal Revenue Service presented a program on the need for accurate appraisals by the IRS in conjunction with Charitable Deductions and Inheritance Tax Obligations.
- The Appraisal Foundation (TAF) Subcommittee presented a program on their activities and work in the future.

After a short walk, we had a lunch at the Union Station, having a very scenic and enjoyable and a great break from the programs.

tion, having a very scenic and enjoyable and a great

The afternoon continued with a presentation by Rob Aldrich of the Land Trust Alliance explaining their role in acquiring properties.

d rich of the Land Trust Alliance explaining their

Continued

LEADERSHIP INSTITUTE CONTINUED

Mr. Bill Garber, who is a dynamic and personable representative with the Appraisal Institute, provided us with relevant information and insight into the workings of Congress in passing laws and instituting directives and rules.

presentative with the Appraisal Institute, provided us with relevant information and insight into the workings of Congress in passing laws and instituting directives and rules.

We had dinner as a group and a lively discussion on current problems and had a chance to talk with members of our group.

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Tuesday, September 14, 2010

Tuesday began with breakfast at the FCC building followed by an Introduction of Chief Appraisers of Various Federal Agencies:

followed by an Introduction of Chief Appraisers of Various Federal Agencies:

- Jon (Ted) Freeman of the USFS explained their history, work and structure around the Country.
- Sam Snyder of the FSAT talked about the size and scope of work in the USDA for appraisers and their role in the agency.
- Eric Alvarez explained the new reorganization of agencies morphed out of ASD.
- The representative for the Corp of Engineers talked about the mission of the Corp both domestically and worldwide.

Tuesday afternoon was used by Mr. Todd Harper (of Congressman Kanjorski's office) and Mr. Mark K. Scanian of the Independent Community Bankers. They presented and explained current topics in the Congress on policies and issues that are of interest to ASFMR and Production Agriculture currently. We made a quick trip to the American Bankers Association and had a history lesson in their organization by Mr. John Blachfield.

They presented and explained current topics in the Congress on policies and issues that are of interest to ASFMR and Production Agriculture currently. We made a quick trip to the American Bankers Association and had a history lesson in their organization by Mr. John Blachfield.

At this point the Managers and Appraisers met for a Social hour at the hotel and it was followed by Federal Legislative update by the DuPont Governmental Affairs official, Mr. Scott Shearer. We had a catered supper at the hotel followed by socializing and more economic and society business. Mr. Chris Taylor, an economist from Pioneer gave an interesting presentation on the current agricultural situation. We were introduced to the lobbyist and Survey results from the recent ASFMR Polls.

Survey results from the recent ASFMR Polls.

- Mr. Stephen Frerichs our Washington Lobbyist was very helpful in setting up the contacts and negotiating the hill in DC.
- Dennis Reyman explained and presented the recent polls presented by ASFMR.

Continued

LEADERSHIP INSTITUTE CONTINUED

Wednesday, September 15, 2010

Immediately after breakfast at FCC we had well prepared presentations from several knowledgeable people.

- Mary Kay Thatcher of the American Farm Bureau Federation offered an insightful view of the Farm Bureau's priorities in promoting legislation for the upcoming Farm Bill and in the current economic and political situation.
- Craig Jaegger, the chief economist for the house presented various base scenarios showing the effect of various interpretations and implementation strategies of current and projected plans.
- Stephanie Mercier and Christy Seyfert presented the outlooks for various crops and plans.

Lunch was at the FCC and we set out to meet with our round delegations on the hill: Tom Jass, Tom Schurr and I met with the South Dakota Delegation on the hill and presented our requests and thought to their aides or in the case of Stephanie Herseth Sandlin we had a meeting directly with the Congresswoman. We left information packages with each of these representatives.

- We had an appointment with Mr. Brendon Plack, who is a legislative assistant to Senator **John Thune**. He seemed aware of the current legislation proposing higher balance on the estate tax \$5.0M with a 55% rate. He said the GOP had some momentum but was not sure of the 1619 provision.
- Senator **Tim Johnson** was represented by his assistant Mr. Joshua Tonsager. He stated that Senator Johnson was working on retaining or increasing the ethanol blends and talked about supporting the new ethanol-cellulose conversion plant in Scotland coming in the near future. The aide was aware of the 1619 provision but doubted that anything could be done in this session.
- **Stephanie Herseth Sandlin** made time in her busy schedule (she was interrupted about 4 to 6 times in the half hour she gave us) while being assisted by her legislative assistant Erika Hoxeng who was taking notes and commenting to get clarification. You better have your facts and figures straight when you talk to her... she not only had her opinions and reasons in lines she had probing questions which indicated she was listening. She had a good idea of what she was talking about. She thought the tax reform bill would probably come back next session and that she thought it may get extended. She was aware of the 1619 provision of the 08 Farm Bill and said it would likely come up in next Farm Bill because of the expressed interest. She was looking for increasing the ethanol tax but wasn't sure it would beat the current levels.

Continued

LEADERSHIP INSTITUTE CONTINUED

Thursday, September 16, 2010

After a rush hour commute, we had breakfast at the FCC building. We had a group discussion with Stephen Frerich leading the discussion.

- Johnathon Coppess Administrator of the Farm Service Agency updated figures on the latest CRP bidding session which produced over three million acres of land for the next round of contracts. There is a priority on updating computers in the field offices to handle the increased load and take advantage of the increased technology. There is funding for Geo-Data, crop base and easement in the current Farm Bill.
- The NRCS went over the current policies and procedures with Chris Greenwall, Liz Crane and Duane Howard who explained current procedures and divergents in interpretation from different areas of the country.

We had lunch at the cafeteria at the congressional office building with the staff and aides and all the lobbyists.

Next we met with the Chairman of the Agriculture Committee for the House Colin Peterson (D-Minnesota) at his office and had a general discussion of the current Agricultural Legislation with the assistance from some of his aides. Some of the trends that Chairman Peterson saw were:

- Direct Payments were a problem. there appear to be a trend toward Crop Insurance payments.
- Maintaining the family farm for production agriculture is a priority of this administration.
- Section 1619 was taken care of by mapping services of the USDA and the USGS.
- Trying to coordinate the work of the NRCS and NRCI on their work and goals.

This session was then adjourned and the individual members were free to catch their planes or resume their activities on the hill or in the capital area.

My conclusion was that generally no significant action would take place this session due to the pending legislative election and political climate current not being conducive to compromise and developing comprehensive compromising positions.

WASHINGTON DC LEADERSHIP INSTITUTE EXPERIENCE

By Tom Jass, AFM

The managers mostly arrived right around noon on Sunday. We were met by the Pioneer personnel and boarded a bus for transport to Chesapeake Farms. The bus happened to be a Party Bus, but alas beverages were not part of the program.

Chesapeake Farms is owned by DuPont. It was purchased from Remington Firearms Company. The farm consists of 3,300 acres with 1,100 tillable, 600 in corn and soybeans and the balance of tillable in wildlife habitat. All non-tillable acres are also in wildlife habitat. Hunting revenue is the primary income source followed by conferences and a distant 3rd income source is grains sales. They do some plot work and seed testing here but our principal concern was our information regarding their management of the excellent hunting acres.

Continued

LEADERSHIP INSTITUTE CONTINUED

Sunday evening and Monday morning we toured and lea
Dorchester County Maryland. And we think we have r
management plan and of course there is not illage a
time on the highly trafficked roads is long.

For instance, driving a car 45 miles takes 1 hour a
travel as you can guess if even longer. It also se
blamed for much of the pollution to Chesapeake Bay.
The farmers who talked to us claimed 7% of the
Chesapeake pollution and stated that the 93% urban
pollution is ignored.

Monday afternoon was spent with speakers from
DuPont and Pioneer including the topics of Pioneer
Business Update, Crop Genetics Research and
Development, and a DuPont Crop Protection Update.

This was followed by a very nice dinner cruise ont
Potomac River with a night view of the monuments.

ned about 2 farming operations in
regulations! Every acre must have a nutrient
allowed. The fields are mostly very small and trave

nd 20 minutes under "normal" conditions. Tractor
emsthat Agriculture/Farms are a scapegoat, being



Tuesday, the managers spend the day in Advocacy and
Communications Training. This turned out to be an
worthwhile day for me (in other words I needed the
enjoyable and
training).

The primary objective of this training was to prepa
personal visits to Capitol Hill and talking withou
r Legislators. We
were informed that these Legislator meetings would
last a
maximum of 20 minutes and that our thoughts and tal
king points
had better be succinct and to the point.

We developed a main bottom line objective and organ
ized that into
logical format for presentation. We did mock int
erviews/
presentations on tape and had them played back and
critiqued.
Needless to say some of this was intimidating. The
good news was
that the actual Legislator visits were easy, follow
ing this good
training.

Tuesday evening the ASFMR took there in of the LI
balance of four stay. Wednesday morning was spent
process from the following: Mary Kay Thatcher, Amer
House Agriculture Chief Economist, Stephanie Mercie
Lincoln's staff) and Christy Seyfert, Agriculture C

ommittee (Sen. Chambliss staff).
programming and carried on through the
listening and learning about our Government
American Farm Bureau Federation, Craig Jaegger,
r, Economist Senate Ag Committee (Sen.
ommittee (Sen. Chambliss staff).

Continued

LEADERSHIP INSTITUTE CONTINUED

In the afternoon I had appointments with Brendon Pl Tonsager, assistant to Senator Tim Johnson and Cong talking points were extending the Bush Estate Tax c industry, and explaining the importance of non-farm and agriculture. Section 1619 of the 2008 farm bil industry.

ack, Ag Aid to Senator John Thune, Joshua resswoman Stephanie Herseth Sandlin. My main uts, encouraging continued support for the ethanol ing landowner to the future of our rural states l was also discussed as a need for the appraisal



So..... what did I learn? Congress has already spent “offset” by taking money away from a previously fun Washington DC is all a buzz about the upcoming elec quite concerned about re-election or lack thereof. recess, most likely not too much is going to be dis after the election. The work that happens post tele up In the air about what will happen during this la

all of the available money, so unless they can ded program, there is no money to spend. tion. Many of those on the election ballots are With only a couple of weeks until the election cussed, decided, brought forward or voted on until ction will be “lame duck” and it seems to be kind of meduck session.

Our SD Legislators all seemed to be pretty commons were supportive of not letting the current state t holding down taxes when the national debt is so hug with a 25-45% tax rate may have some chance of pass

ense about my talking points. In general they ax reduction expire on December 31, 2010. However, eis a complex issue. A cap of \$3.5 to 5 million ing both houses, during the lame duck session.

Our Legislators would like to continue some support one or two year extension may be the best we can ho explained about non-farming landowners and their im updated until the 2012 farm bill. This appraisal eri battle all the way.

fore ethanol but again budget is a problem and a pefor. They all nodded affirmatively when I portance. Section 1619 has no chance of being ssume is not well understood and it will be an uphil

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.