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SOUTHDAKOTACHAPTER
AMERICANSOCIETYFARM MANAGERS&RURALAPPRAISERS
THEMOSTTRUSTEDRURALPROPERTYPROFESSIONALS

4/2011

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



DATESTOREMEMBER!

May5-6-BoardMeetinginPierre
May20-EastRiverBreakfastMeeting-9A.M.
SiouxFallsRoll' NP in
May26-StateAssessorsConferenceBanquet-Chamberlain
June12-15-SDAgLendersRangeCamp-Chamberlain Area
June16-17-FunNetworkingEvent-Huron/Brookings
July11thru15-ASFMRA SummerEducationWeek-Omaha
August11-WestRiverBreakfastMeeting-9A.M.
RapidCityMarlin'sRoadhouseGrill
September11-15-LeadershipInstitute-Washington,DC
September21-SDSUScholarshipBanquet-Brookings
October6-7-BoardMeetinginPierre
October19-SDSUCareerDays
October22thru28-82ndASFMRAAnnualMeeting-Scottsdale,AZ
January18-20-WinterEducation&JointMeetingW/PA ASD-Chamberlain

PRESIDENT'SMESSAGE

Well, the snow is gone from my yard, but it sure hasn't felt like spring! What along, dreary April! I've traveled quite a bit of eastern South Dakota and it doesn't look like anyone is getting far with any farming practices. Hopefully, the weather will warm up soon. I'm sure all of us are ready for some typical spring temperatures and some dry days.

The Chapter's activities continue and I think this is the toughest time of year to take time to work on these activities. I know I have struggled to keep up with these items myself. We have the upcoming Board Meeting in Pierre on May 5th and have a busy agenda to work through the Chapter's business.

One reason I chose to have meetings in Pierre this year was to have an opportunity to have Sherry Brent take some time to meet with us and she has agreed to do so. It's always good to know what is happening in the appraisal licensing area. Upcoming events and planning for future events will also be discussed. I've asked for reports from all of the committees. I invite any of you to let me know if there is an issue that you believe the Board needs to discuss or act upon.

The major event coming up is the Fun Networking Event which is scheduled for June 16th and 17th. I encourage all of you to attend. We don't take the time to reward ourselves in the chapter for all the things we do and this is that chance. There are some good tours planned and it is a great chance to interact with all of us as members and with the SDSU Staff.

I hope you all have a warmer May!

CHAPTER AWARD SCHOLARSHIP AT SDSU

Members Brian Gatzke, Larry Janssen, and Paul Sickler represented the chapter in April in conducting interviews for the chapter's \$1,000 scholarship. There were four individuals interviewed on the SDSU campus on the afternoon of April 14th.

Jerylin Reed has been selected as the recipient of the chapter's \$1,000 scholarship for the 2011-12 academic year.

She is a SD native. Jerylin shared the following in her scholarship application:

My extracurricular activities include Block and Bridge, Collegiate Farm Bureau, South Dakota Young Farmers and Ranchers, South Dakota Cutting Horse Association, Rodeo, and Intramural sports. I am the vice-president for Collegiate Farm Bureau, and I serve on the Young Farmers and Ranchers committee. This year I qualified to participate at the National Young Farmers and Ranchers discussion meet in Orlando, Florida.

Following graduation my career plans are to return home and manage the ranch. I want future generations to be able to enjoy the life that I have. We currently run about six hundred cows, and background about two hundred of our calves every year. I would like to increase the number of calves we keep to expand our yearling operation, and it is a great opportunity in this aspect of our operation, and in South Dakota agriculture, and I am so thankful that I have such an amazing chance to be a part of it.

I would be honored to receive this scholarship. With the cost of tuition on the rise each year; it makes meeting the financial requirements of my education harder and harder. I value my time and experiences at SDSU very highly. The cost of college is high, but it is worth the very penny. I have gained so much knowledge that will be priceless in the future of my career. If it weren't for the generosity of organizations such as yours in providing scholarships; I would not be enjoying this opportunity of education that I am. Thank you for this scholarship opportunity.



SOFTWARE MAPPING DISCUSSED AT WEST RIVER BREAKFAST

Mapping and different software was the topic of discussion at the April 14 West River Breakfast meeting. David Baker, Perry Beguin, Mark Elder, Geoff Oliver, Ryon Rypkema and Tom Young were in attendance. Individuals shared the software they were using and there was an open discussion about the pros and cons of each. Mark Elder spoke about research as well as a mapping program that he has been

CHAPTER CONTINUE EFFORTS TO ORIENT YOUTH TO OUR PROFESSIONS

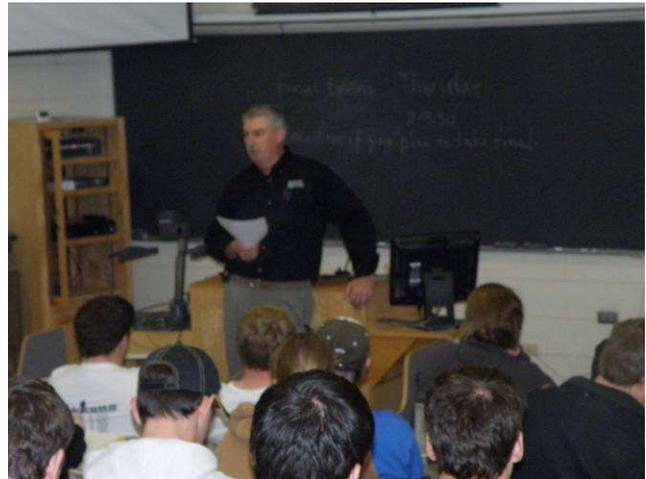
SDSU Relationship Committee Chair Tom Jass and committee member Paul Reich shared information with the Farm & Ranch Management Class on Wednesday April 27th. There were about 60 students in attendance.

Instructor Dr. Jerry Warmann introduced them and the balance of the class hour was provided to Tom and Paul.

Tom Jass introduced class members to the farm management career. In South Dakota, a farmer manager needs a real estate broker's license. He briefly addressed the education and experience requirements.

Tom also has an insurance license so he can handle client needs for crop, hail, and multi-peril insurance.

Farmers National customers are absentee landlords with a high percent family farms in the second, third, and fourth generations. They also have institutional trusts and investors as clients. Many of their clients live quite a distance from the



efarm, and many are female.

A farm manager does whatever is needed to manage to increase income, reduce or control expenses, and provide care of.

the owner's objectives. The manager works to provide peace of mind that the land is being taken

Paul Reich briefly highlighted the appraisal profession emphasizing key skills needed to be successful in the profession including both general education (English, Math, Computer Skills) and analytical skills (observation

skills (English Composition, Statistics, Economics, reading, organization, recall past learning).

Paul also informed the staff of starting points for Foundation/SD Appraisal Certification Program websites, the need for a mentor, and education and experience requirements.

entrance into the profession including Appraisal sites, the need for a mentor, and education and

Paul then covered ASFMRA, giving the students an overview of membership. Information on the Omaha Summer Education opportunity for students and the chapter's SDSU scholarship was also shared. This year's winner Jerrylin Reed was in attendance at the class.

erview of national, SD chapter, and the benefits of education opportunity for students and the ar's winner Jerrylin Reed was in attendance at the

On the same day Paul Reich discussed the appraisal profession and ASFMRA topics with the 21 students in attendance at the Rural Appraisal Class. Paul also addressed the appraisal role in agricultural lending for Farm Credit Services of America including regulatory requirements, appraisal department structure and processes, appraiser functions, real estate collateral and lending standards.

profession and ASFMRA topics with the 21 . Paul also addressed the appraisal role in ericaincluding regulatory requirements, appraisal ions, real estate collateral and lending standards.

These sessions were another piece in the SDSU Relationship Committee efforts for an increased on campus presence and student awareness of the appraisal and the chapter's SDSU Scholarship.

ionship Committee efforts for an increased on sal/farm management professions, ASFMRA,

JANSSEN APPOINTED TO NATIONAL NASS ADVISORY COMMITTEE

In December 2010, Dr. Larry Janssen, SDSU Economic ASFMRA chapter, was appointed to a two-year term as a member of the National Advisory Committee on Agricultural Statistics to the USDA National Agricultural Statistics Service (NASS). The advisory board membership consists of 20 producer, agribusiness, and university faculty members. Dr. Janssen is currently the only member from South Dakota.

The main purposes are to review NASS data collection and dissemination programs, including the Agricultural Census, and make recommendations as an external advisor group on program priorities, proposed changes in programs, and data collection procedures.

The two-day annual meeting was held on Feb. 22–23, 2011 at the Marriott Crystal Gateway in Arlington, VA. Considerable time was spent on discussion of the 2012 Agricultural Census program and priorities for follow-on surveys to the 2012 Census: Energy and Organic, Horticultural Specialties, Farm Ranch and Irrigation, and Agricultural Economics and Land Ownership.

Another major topic concerned development of a National Operations Center for NASS near St. Louis, Missouri that would serve as a major telephone call center for many state/federal NASS surveys. Finally, the ARMS (Agricultural Resource Management Survey) were discussed in considerable detail.

The Advisory Committee made several specific recommendations concerning these programs. The most informative discussions were the extent that agribusiness, commodity, consumer, federal/state agency and numerous other groups use NASS reports and Ag Census information in their business and program decision making. This meeting certainly reinforced the idea that we are truly living in an “information society” and that our well-being is quite dependent on access to reliable, accurate, and timely information about agriculture, food, and rural sectors of our economy.

In addition, Dr. Janssen attended the USDA National Agricultural Outlook Forum held at the same location on Feb. 24–25. Nearly 2000 persons were in attendance at this meeting including many agricultural professionals from around the globe. Former President Bill Clinton, current U.S. Senate Agricultural Committee Chairwoman-Senator Deborah Stabenow, and economist C. Fred Bergsten were three of the keynote speakers. Most of the sessions were conducted by agribusiness, financial, USDA, and university analysts and considerable time was available for discussion and questions.

During college, Larry worked for Nebraska Crop & Livestock Reporting Service (forerunner of NASS office in Nebraska) as a student trainee for two years and three summers. It was a great pre-professional experience and greatly influenced his decision to pursue graduate work in agricultural economics and a teaching/research career in the Land Grant University system, where extensive use is made of NASS survey results in research, teaching, and extension education. This appointment is a great opportunity to provide service to an agency that helped him get started on his career path.

QUILT RAFFLE TICKET SALES CONTINUE

Ticket sales for the raffle drawing for a quilt made by Nancy Reisch and donated by Paul and Nancy have generated \$520 to date for the SDSU Scholarship

by Nancy Reisch and donated by Paul and Nancy p.



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

Ticket sales will continue through the June 2011 Fun Networking Event June 17 Brookings

Networking Event. Drawing for the quilt will be at the breakfast meeting.

Chapter members and SDSU representatives are encouraged to support the scholarship by purchasing tickets. If one wishes to receive credit for an income tax donation, tickets can be purchased by check payable to SDSU Foundation. **Please write "SDASFMRA Scholarship" in the memorandum section of the check.** Send check to Brian Gatzke, Gatzke Appraisal, PO Box 63, Brookings, SD 57006-0063. Questions call Brian at 605-691-2119.

THANKS TO NORM EDWARDS FOR SHARING THIS

The link below will take you to a map of the country. By **county**, you can see census changes over the past ten (10) years. Population changes, and increase/decrease by race. See what's happened in your area. Move the cursor over your county.

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<http://projects.nytimes.com/census/2010/map?ref=us>

2011 AGLENDER'S RANGE CAMP IN OACOMA AREA

The 2011 AgLender's Range Camp is set for June 12-15, 2011 at the Sam Bice Property, 5 miles south of Oacoma, SD. Arrive Sunday June 12th 3:30 p.m. to register and set up camp. Break camp at 10:30 p.m. on Wednesday, June 15th.

AgLender's Range Camp offers opportunities for you to:

- Learn techniques to better evaluate the range resource,
- Gain "hands-on" experience in plant identification, range site condition, and stocking rates
- 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 ranch operations and maintain productivity of the resources.
- Receive Continuing Education Credits

Preliminary Camp Schedule: [Tentative Agenda—speakers subject to confirmation](#)

Sunday: 3:30 p.m.-(Central Daylight Time) traditional camp set up and registration, supper and social and Lyman County Conservation District evening program.

Monday Morning: Learning about the range resources from SDSU range educator.. plant identification, range health, animal requirements, and range ecological sites.

Monday Afternoon: Tours, Hal Werner—organic vegetables, etc., grass hopper update.

Monday Evening: Steak fry social and Livestock Marketing Panel Discussion (Ted Thompson-Thompson Livestock, Thor Roseth-Philip Livestock, Morris Hancock—Crew Agency)

Tuesday Morning: Grazing Tour—Randy Holmquist and Christianson Land & Cattle

Tuesday Afternoon: Tour Big Bend Dam and Lower Brule Sioux Tribe

Tuesday Evening: Steak fry social, Army Corp of Engineers presentation on SD Game & Fish grazing permits along rivers, and Shane Reis review of current cost share programs, etc.

Wednesday Morning: Plant identification contest, camp organizational meeting, awards.

Registration is \$150 per person before May 15; \$170 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.

TEN BEST CADDY RESPONSES...FOR THE UPCOMING SEASON!

Number:10

Golfer: "I think I'm going to drown myself in the lake."
Caddy: "Think you can keep your head down that long?"

Number:9

Golfer: "I'd move heaven and earth to break 100 on this course."
Caddy: "Try heaven, you've already moved most of the earth."

Number:8

Golfer: "Do you think my game is improving?"
Caddy: "Yes.... You miss the ball much closer now."

Number:7

Golfer: "Do you think I can get there with a 5 iron?"
Caddy: "Eventually."

Number:6

Golfer: "You've gotta be the worst caddy in the world."
Caddy: "I don't think so.... That would be too much of a coincidence."

Number:5

Golfer: "Please stop checking your watch all the time. It's too much of a distraction."
Caddy: "It's not a watch - it's a compass."

Number:4

Golfer: "How do you like my game?"
Caddy: "It's very good - but personally, I prefer golf."

Number:3

Golfer: "Do you think it's a sin to play on Sunday?"
Caddy: "The way you play, it's a sin on any day."

Number:2

Golfer: "This is the worst course I've ever played on."
Caddy: "This isn't the golf course.... We left that an hour ago."

And the Number:1....Best Caddy Comment:

Golfer: "That can't be my ball, it's too old."
Caddy: "It's been a long time since we teed off, sir."

Bonus.....

An old favorite..... About the Golfer who has been slicing off the tee every hole..... He finally gives up and asks his long suffering caddy.....
Golfer: "Can you see any obvious problems...?"
Caddy: "There's a piece of **** on the end of your club."
Golfer: He picks up his club and cleans the club face.....
Caddy: "No sir, it's at the other end"

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 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, demoreport, 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.