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

8 / 2011



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

**DATES TO REMEMBER!**

September 11-15 - Leadership Institute – Washington, DC

September 21- SDSU Scholarship Banquet - Brookings

October 6-7 - Board Meeting in Pierre

October 13 - West River Breakfast Meeting - 9 A.M.

Rapid City Marlin's Roadhouse Grill

October 19 – SDSU Career Days

October 21 - East River Meeting - 9 A.M.

Sioux Falls Roll'N Pin

October 22 thru 28 – 82<sup>nd</sup> ASFMRA Annual Meeting – Scottsdale, AZ

January 18-20–Winter Education & Joint Meeting W/PAASD - Chamberlain

**PRESIDENT'S MESSAGE**

Well, another month has past, and it's time for another newsletter and president's message. I have to start out with some personal things because these are monumental in my life and likely would be in anyone's life.

First, on August 22nd and 23rd, I completed the move to Sioux Falls. I should just say that I am here but not complete in the move, because now all the unboxing and sorting begins. I can tell that this process is going to take a long time.

The second is that Linda's and my wedding is on September 10th. We are having an open house reception from 7-10:00 PM at the Old Courthouse Museum, so if you're in the area, feel free to stop by. I've got invitations out to a few of you, but feel free to stop whether you received one or not.

We're having appetizers, cake and a cash bar, so if you haven't had enough at the German Fest nearby on the same date, come on over and top it off! Linda and I are looking forward to the date but, as always, plenty of things to get done before that date.

In Chapter news, I attended the field tours at the Monsanto Plots this month. These are always informative and I thank Scott Heimes for getting these arranged. The golf was also fun, right Scott?

It also appears that the West River Breakfast group had an informative meeting as far as government contract appraisals. We also will have two attending the Leadership Institute in September. They are Brian Gatzke and Jim Dunlap. Jim is attending in his position on the National Council.

I am planning to attend the National convention in October and I hope there is a good representation of other members from our chapter.

## EAST RIVER MEMBERS PARTICIPATE IN MONSANTO TOUR

The August Breakfast meeting was a tour of the Monsanto research facility near Harrisburg and corn and soybean plots near Chancellor. The tour was arranged by Scott Heimes, East River Breakfast Chair, with nine members in attendance and one potential new member, new FCS America employee Tyler Urban.

The members in attendance were Ted Risty, Ron Rucker, Jack Davis, Jim Dunlap, Scott Heimes, Jesse Ball, Jay Knuppe, Adam Nelson, and Allan Husby. Three DeKalb and Monsanto employees were also along on the tour.



The tour began at Harrisburg at the Monsanto facility with the tour led by Bryan Toernes. The group toured the equipment used to make samples

The computerized system has immensely shortened the time to make samples for plots. The samples are fed into the Kinze planters that are computerized for seed population. Four employees sit on the top of the planter to feed the samples into the planter. Twenty foot plots are planted in 15 -20 seconds.

Two different specialized combines are used that have a head that is separated to harvest two sample plots at a time. The New Holland combine (Photo 2) is split down the middle to harvest two, two row plots separately at the same time.

It can harvest the 20 plots in 20 seconds, but takes it additional time to feed all seeds through the combine. The readout of yield is monitored on computer in the cab. Only the data is saved and the grain is combined in the hopper. The group also viewed dryers that dry the samples down to 15% moisture in separate bins for each sample.



Continued

## **MONSANTO TOUR CONTINUED**

Next on the tour was the drive to 2 different plot areas near Chancellor. The first was out in the middle of a corn field with buffer strips on the edges. These were the 20 ft. long plots with the various samples. As many as 8,000 different samples could be in the field with all different traits being tested.



The second plot was a demonstration plot directly west of the Poet ethanol plant by Chancellor. This tour was led by Ron Christensen, agronomist for Monsanto.

The main part of plot was testing insect resistance for mainly corn rootworm and corn borer. Looking at treatments that are sold with the seed in the bag and checking that resistance over time stays intact.

Other plots included Tiosinto, the original Mexican corn going 400-500 years, along with varieties from Brazil and other countries that were daylight sensitive as far as maturing and tasseling. Other old DeKalb varieties were included for demonstration purposes and also used at times for certain genetic traits.

The field also had corn plots that were being tested for drought resistance. Also viewed were plots that were testing the development of new soybean varieties. This included Roundup Ready 2 plots.

Following the tours the members ate lunch at the Pizza Ranch in Lennox and 6 members played a 9 hole round of golf at the nearby Lenkota golf course.

The weather was nearly perfect and it was a very informative, enjoyable day.

## **JIM WHEELER**

Jim Wheeler was Chapter President in 1979 and served as Secretary-Treasurer from 1982 thru 1994. The South Dakota ASFMRA Chapter awarded him an honorary membership in June 2003 during Paul Reisch's term as President. Jim Dunlap and Paul went to his home to present it.

We were informed this past month that Jim had died this past April.

President Husby has sent a card to Mary Wheeler expressing condolences on behalf of the chapter. If chapter members wish to send a personal note, Mary's address is 7212 A. Bitterroot Ct, Sioux Falls, SD 57108.

## **GUEST SPEAKER HIGHLIGHTS WEST RIVER BREAKFAST MEETING**

Iris Chrisman the Deputy Director of the Office of Appraisal Services of the Office of Special Trustees, Under the Department of Interior spoke to our group about becoming a contract appraiser and the need for contract appraisers for the Government.

The appraisers that have done government work also had a chance to voice their opinions and concerns with some of the contracts and statements of work. Overall, this was a great meeting for both sides.



Those in attendance were David Baker, Perry Beguin, Norm Edwards, Ryon Rypkema, and guest Jay Widdoss.

## **TWO CHAPTER MEMBERS TO ATTEND LEADERSHIP INSTITUTE**

Jim Dunlap and Brian Gatzke will be attending Leadership Institute scheduled for September 11-15, 2011 in Washington, DC. This event is a great opportunity to increase leadership skills and learn first-hand how things work in DC. Participants meet with people and organizations such as their legislative representatives, banking regulators, conservation experts and The Appraisal Foundation.

The Sunday to Tuesday farm manager agenda includes tours of Chesapeake Farms and Trey Hill Farm, Pioneer speakers on business, research, ag economic outlook, and legislative update, DuPont crop protection update, supper cruise on the Potomac River, and communication / advocacy training.

The Monday-Tuesday appraiser agenda includes visits with representatives of IRS, Appraisal Foundation, Land Trust Alliance, Appraisal Institute, Congressman Kanjorski's office, Independent Bankers Association, and American Bankers Association as well as a Chief Appraiser roundtable (US Forestry, USDA-FSA, Army Corps of Engineers, Department of Interior).

The joint appraiser-farm manager Tuesday evening thru Thursday agenda includes ASFMRA lobbyist's session, visits with representatives of American Farm Bureau, Senate Agriculture Committee, commodity groups, Farm Service Agency, NRCS, and chapter member Senators / Representatives.

Both Jim and Brian have been past attendees. Jim is representing the Executive Council on the farm manager side of the agenda and Brian is participating on the appraiser side of the agenda as a member of the ASFMRA Government Relations Committee.

## **CHAPTER MEMBERS ENCOURAGED TO ATTEND ASFMRA ANNUAL MEETING**

The 82<sup>nd</sup> ASFMRA annual meeting & trade show and Agronomics, Vision 2012 will be held in Phoenix, AZ October 24 through October 28, 2011.

This year's AgroNomics – Vision 2012 is the only investment conference that will provide networking and interaction for land investors and fund managers together with land management, property valuation, agricultural consulting and rural land property sales experts

Education sessions include:

- Best Practices for Rural Property Appraisals
- Animal Agriculture
- 7-hour USPAP update
- Best in Business Ethics
- AgWare Update
- Rapid Fire Case Studies

The event also has:

- Welcome Barbecue
- Pioneer Ag tour (Shamrock Farms, home to more than 10,000 dairy cows and a full line of dairy products, University of Arizona Maricopa Agriculture Center)
- Chapter Officer Workshop
- Board of Directors / Membership Meeting
- Accreditation Ceremony / Awards Presentations
- Trade Show Networking
- Education Foundation Silent & Live Auction Event
- Speakers on U.S. Agriculture Investments & Returns, Opportunities for Investors, Managers, Valuers & Consultants, Ag Investment Due Diligence, Capital Improvement Strategies, International Reporting Standards, Ag Innovations, Land Value Trends, Financing Agriculture, International Consulting Opportunities, Sustainability, and The Future of Agriculture in the U.S. and the World.

Details on the above and registration can be found at [www.asfmra.org](http://www.asfmra.org). Early registration deadline is September 30, 2011.

The meeting is a great educational learning opportunity and provides unprecedented networking with other rural property professionals.

All chapter members are encouraged to attend, **especially new members to our organization. The SD Chapter Kjerstad Membership Scholarship program will pay the member registration fee for a member's first time attending a national meeting. A new member attending his first annual meeting needs to inform the Chapter President and Chapter Treasurer to take advantage of this opportunity.**

Membership Chair / Newsletter Editor Paul Reisch would appreciate being informed by all chapter members who are planning to attend the national meeting.

## SD CHAPTER - KJERSTAD MEMBER 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 ASFMRA 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 1<sup>st</sup>.
- **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 a part 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 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 1<sup>st</sup> 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, demo 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 1 accreditation per member. I.E. – Would not cover ARA, AFM, RPRA and / or AAC all 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.