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TerryLeibel(2014)

PaulT.Sickler,AFM(2013)

CommitteeChairs:
Membership
PaulT.Reisch,ARA

EastRiverBreakfast
ScottHeimes

WestRiverBreakfast
RyonRypkema

SDSURelationships
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AssessorsConference
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GovernmentRelations
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Technology
JayKnuppe

Education
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Mentor
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Social
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AppraisalReview&Ethics
JeraldA.Hulm,ARA

ScholarshipFundraising
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NewsletterEditor:
PaulReisch,ARA

SOUTHDAKOTACHAPTER
AMERICANSOCIETYFARM MANAGERS&RURALAPPRAISERS
THEMOSTTRUSTEDRURALPROPERTYPROFESSIONALS

3/2011

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



DATESTOREMEMBER!

April 14 - West River Breakfast Meeting - 9 A.M. - AgWare Office
May 5-6 - Board Meeting in Pierre
May 20 - East River Breakfast Meeting - 9 A.M.
Sioux Falls Roll 'N Pin
June 12-15 - SD Ag Lenders Range Camp - Chamberlain Area
June 16-17 - Fun Networking Event - Huron/Brookings
July 11 thru 15 - ASFMRA Summer Education Week - Omaha
September 11-15 - Leadership Institute - Washington, DC
October 6-7 - Board Meeting in Pierre
October 19 - SDSU Career Days
October 22 thru 28 - 82nd ASFMRA Annual Meeting - Scottsdale, AZ
January 18-20 - Winter Education & Joint Meeting W/PA ASD - Chamberlain

PRESIDENT'S MESSAGE

As they say about South Dakota weather, if you don't like it, just wait, it will soon change. Lately, there hasn't been much about the weather to like, especially here in the Northeast part of the State. We did get a few days of relief with warm weather, but now it's back to the deep freeze. I would really like to get rid of those four feet of snow that is still in my front yard.

But that is enough about the bad weather and onto news about the Chapter. As President, I am informed of all of the things that are happening in the Chapter and it is amazing to monitor all of the items that are going on. Some of those items will be discussed further in articles in this newsletter.

First of all, I would like to thank Jim Dunlap for testifying three times on behalf of HB 1033. That bill passed and was signed by the governor and will become law as of July 1st. Thanks also to Terry Leibel for monitoring the progress of the bill.

Also, thank to Scott Heimes for organizing the Agronomy people to talk to members at the last East River Breakfast meeting. Their presentation on mapping and monitoring a field for all types of fertility, minerals, etc. was really interesting. It points out all of the technology that farmers can use and help them improve yields. It also gives us, as appraisers and farm managers, a way to change that fertility.

If finally worked through committee assignments and those are listed in this newsletter. Let me know if you believe you were assigned something different or were left off any which you thought you were assigned.

PRESIDENT'S MESSAGE CONTINUED

Some committees are off and running. The SDSU Relations Committee is in the midst of interviews for the Scholarship. Thank to those members who are stepping up to conduct the interviews.

Relationships Committee is in the midst of members who are stepping up to conduct the

Thank to all that work on our committees and I hope

to expand the activities of some committees.

EDITOR NOTE:

Previously we published a poem titled, "The Dash", without crediting the author. We recently learned that the poem was written by Linda Ellis of Linda's registered the copyright to her poem.

Lyrics, www.lindaellis.net. Ms. Ellis owns and has

WINTER EDUCATION SEMINAR GENERATES GOOD PROFIT FOR CHAPTER

Thirty nine registrants for the January Environment \$10,350. After all expenses paid, the course genera

ted a \$2,190 profit for the chapter.

JASS RECEIVES REAL ESTATE AWARD

South Dakota Chapter Past President Tom Jass was awarded Bronze Eagle Award for his outstanding efforts in company wide conference in Omaha for his real estate

recently presented the Farmers National Company real estate sales. Tom received the award for real estate sales in 2010.

EAST RIVER BREAKFAST ATTENDEES LEARN PRECISION FARMING TOOLS

By Paul Reisch

Complete Agronomy Solutions representatives Vance Kirkebak and Greg Kleinhans provided East River breakfast attendees an interesting and information program on precision farming tools.

Those in attendance to enjoy breakfast and the program:

- Eleven chapter members (Jesse Ball, Jeff Barker, Vince Hanson, Scott Heimes, Jim Hollenbeck, Allan Husby, Tom Jass, Jay Knuppe, Paul Reisch, Ron Rucker, Paul Sickler)



- Iowa chapter member Scott Louscher from Paullina, IA

- Four FCS America financial officers (Nathan Jensen, Rachel Mehlhaf, Gene Skyberg, Mark Vanderwerf) for breakfast and the presentation.

Continued

PRECISION FARMING TOOLS CONTINUED

Vance and Greg covered the question “ **How do we find factors affecting yield by 5, 10, or even as high as 30 bushel?**” through 3 Tier Precision Ag Sampling.

1. Zones or Grids – They use Zones by Veris Cart (electro-conductivity) and soil sampler results to show the variability within a field of soil nutrients and yield.

Amendments are used as per Hand nutrient tie-up can have a dramatic effect on yield.

- Lime is used when low pH and low calcium.
- Ammonium sulphate is used when high pH and high magnesium.
- Gypsum is used when low pH and high magnesium/

2. Fine tuning zones with yield data

- Zones first made with yield by field.
- Improve accuracy with yield by zone.
- More accurately place fertilizer needs by crop nutrient removal.

3. Variable rate planting – Use soil test and yield data to make VRT Planting recommendations. Help stake the “Guess” out of the planting recommendation.

Vance and Greg also covered information that is available in new planting monitors (ex. Precision Planting 20/20 Seed Sense). The monitors provide powerful information in the field on doubles, skips,



down pressure, and singulation (how consistently is the planter dropping seeds in the row as programmed). This helps to see changes throughout the field to help make decisions for next year.

Farmers now have all this data and are sometimes unsure what they and how to use. Greg covered examples of how reports can show the yield impact of soil testing, planting speed, and other factors. The farmer can find variables to focus on and improve to make more money.

The more variables a farmer can capture, the more accurate the decisions that affect yield on their farm. Multiple years and types of data to see how they in

formation they have to make informed and Tools are now available to help them combine the factors that affect yield.

Complete Agronomy is a service only company. They are able to take the information farmers have paid for and collected and get real and powerful information out of it. This allows us and the farmer to make decisions that will affect this operation.

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SOUTH DAKOTA AASF MR CHAPTER 2011-12 COMMITTEES

Committee Name	Committee BL=Board Liaison	Responsibilities-Comments
Membership	<p>Paul Reisch-Chair Paul Sickler-Board Liaison Michael Braun Ted Risty Ryon Rypkema Jerry Warmann</p> <p>East River Breakfast Scott Heimes-Chair Jeff Barker- Board Liaison Charles Doom Vincent Hansen</p> <p>West River Breakfast Ryon Rypkema-Chair David Baker-Board Liaison Daniel Hilgenkamp</p>	<ul style="list-style-type: none"> • Membership Recruitment. • Membership Packets. • Activate New Members including committee member. • Promote national meeting attendance. • Set dates, secure location, plan & setup programs. • Set dates, secure location, plan & setup programs.
Public Relations	<p>SDSU Relationships Tom Jass-Chair & Board Liaison Jeff Barker Jim Dunlap Brian Gatzke Larry Janssen Jay Knuppe Paul Reisch Paul Sickler Jerry Warmann</p> <p>Assessor's Conference Charles Doom-Chair Terry Leibel-Board Liaison Ordean Eddy Geoff Oliver</p> <p>Education Foundation Geoff Oliver-Chair & Board Liaison Brian Gatzke Russell Wyatt</p>	<ul style="list-style-type: none"> • To maintain good relations with SDSU professional staff to promote and develop profession including class visits/ presentations and curriculum development. • Handle Annual SDSU Breakfast/ Fun Network Event • Interview/Select scholarship recipients and involve recipients in the chapter. • Develop promotional materials and man booth at Fall Career Days. • Secure door prizes for conference. Attend meeting and award prizes • Recommend donation to board, secure items, and get them to national.

SOUTH DAKOTA ASFMRA CHAPTER 2011-12 COMMITTEES

Committee Name	Committee BL=Board Liaison	Responsibilities-Comments
Technology	Jay Knuppe-Chair Allan Husby-Board Liaison Mark Elder Scott Heimes	<ul style="list-style-type: none"> • Provide technology columns for the Chapter Newsletter when newsworthy. • Provide technology related education and seminars for Chapter members and other appraisers thru coordination with Education Committee and conducting polls for technology related education/training. • Assist Chapter members with technology related questions. • Development and maintenance of a SD ASFMRA Chapter website.
Social	Craig Sommers-Chair David Baker-Board Liaison Jeff Barker Joe Lutter Jim Vietor	<ul style="list-style-type: none"> • Promote social interaction among membership through social events. • Coordinates social activities at chapter meetings including planning of membership meals.
Mentor	Ron Ensiz-Chair & Board Liaison Jim Dunlap Allan Husby Jerry Hulm Tom Jass Jorge Vicuna John Widdoss	<ul style="list-style-type: none"> • Make members and prospective members aware of the opportunity to have a mentor help them get started in the appraisal business and help them through the accreditation process. • Identify candidate members who are interested in pursuing accreditation. • Make personal contact with those members, who are interested, to offer them a mentor. • Assign mentors to those candidate members, who wish to have one. • Assign mentors to work with and support the candidate member through the accreditation process.

SOUTH DAKOTA AASF MR CHAPTER 2011-12 COMMITTEES

Committee Name	Committee BL=Board Liaison	Responsibilities-Comments
Education	Chair–Jim Hollenbeck Tom Jass-Board Liaison Ordean Eddy Loy Matthes John McMahan	<ul style="list-style-type: none"> • Develop continuing education opportunities for chapter membership. • Committee Annual Plan and budget. • Surveys to ID Education needs.
Appraisal Review & Ethics	Jerry Hulm–Chair Allan Husby-Board Liaison Jim Dunlap Paul Reisch John Widdoss	<ul style="list-style-type: none"> • Handle interview & reviews of chapter member accreditation applications. • Coordinate with national on complaints filed against chapter members. • Complete reviews as needed on complaints filed against chapter members.
Government Relations	Terry Leibel-Chair & Board Liaison Jim Dunlap Tom Jass Craig Sommers	<ul style="list-style-type: none"> • Communicate Advisory Board activities and issues to members through chapter newsletter. • Monitor State Legislature activities and respond/communicate to members as needed. • Coordinate with PAASD on pertinent issues.
SDSU Scholarship Fundraising	Brian Gatzke-Chair & Board Liaison Michael Braun Joe Lutter Paul Sickler Craig Sommers Boyd Waara	<ul style="list-style-type: none"> • Promote scholarship and encourage ongoing pledges and donations to the scholarship fund. • Run projects as identified to secure additional funds for the scholarship.
Kjerstad Member Scholarship	President-Allan Husby President Elect-Ron Ensz Past President-Tom Jass Treasurer-Brian Gatzke Appointed Member-Loy Matthes	<ul style="list-style-type: none"> • Make determinations of awarding scholarship to qualifying Members
Nominating	Past President-Tom Jass Appointed Member-TBA Elected Member-Ted Risty	<ul style="list-style-type: none"> • Present a slate of nominees for filling board and officer positions.

DISTRICT UPDATE CALL – FRIDAY MARCH 18, 2011

Summer Education Week 2011

Summer Education Week 2011 is planned for July 11-14 in Omaha, Nebraska at the Embassy Suites and is jammed packed with brand new and updated education as well as additions like a Chapter Officer Workshop and a college student career session.

5 in Omaha, Nebraska at the Embassy Suites and is as well as additions like a Chapter Officer

On July 10th, the Chapter Officers Workshop will be held in the morning. The program is still being put together. Plans are for this to be a hands-on practical workshop, and discuss successful programs at the Chapter level. If any Chapter has suggestions on what should be included on the Chapter Officers Workshop Agenda, please send them to Mark Grace (mgrace@asfmra.org) or contact him directly at 303.692.1224.

On Sunday afternoon following the Chapter Officers Workshop, there will be a Student program. This will be an Ag Pro Day. The Ag Pro Day will bring in university students and those starting a new career into a session that informs them of professions we serve as AFMRA. Members/Employers will be there that the Students can talk to in order to find out what they need to do to prepare for a career in this profession. The plan is to generate interest of younger individuals into the profession and the ASFMRA. Funding from the Education Foundation has been obtained for one night's lodging for up to 30 students.

Ag Land Management Part 3 has been added this year so Parts 1, 2, and 3 will all be offered as well. Some of the offerings include: the new Ethics class and new Appraisal and Management seminars. A Financial Reporting seminar 'Valuation for Financial Reporting' will be Thursday, July 14th for the full day with Don Dorchester of RICS as the main instructor. Rounding out the week will be a Chapter Meeting on the 14th.

PHOENIX 2011 ANNUAL MEETING/AGRO-NOMICS

As part of this year's Annual Meeting, ASFMRA is bringing on a new and exciting angle. In addition to the regular activities that make the Annual Meeting a great event, we are also adding a new focus on Agriculture investments. Agro-Nomics The US Agriculture Investment Conference: Vision 2012 is really a must attend event for anyone working with agricultural investments, property valuation, land management and land sales.

The program will include: US Agriculture – Investment and Returns – This will be an economic outlook on USAg with Steve Elmore of Pioneer and much more. There will be breakout sessions – Capital Improvements, Strategies and Ag Innovations for managers and consultants and International Reporting Standards for appraisers. And finally "The Future of Agriculture in the US and the World" will be addressed by Dr. Robert T. Fraley – Monsanto Executive V.P. and Chief Technology Officer.

ASFMRA is doing lots of cross promotions with other investment groups for this event including Terrapinn and Soya Tech who also have investment conferences in London and New York. The Society is also participating in those other investment conferences as well. Gary Thein, Adam and David and Kirk Wei will all be attending the Soya Tech conference and running an ASFMRA booth. Dick Gilmore will be a speaker at the London Terrapinn conference.

Continued

DISTRICT UPDATE CALL CONTINUED

The Annual Meeting is scheduled for October 24-28 in Phoenix at the Point Hilton Tapatio Ciffs Resort. Information and schedule is available on the ASFMRA Website. The hotel is built in an old rock quarry , hilly, and some sleeping rooms are detached from the main facility. If you need a room close to the conference center, mention that when you register. They do have vans that you can call and will pick you up at your room and take you to the conference center.

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On-line broadcasting of the Meeting for those who cannot attend the Meeting and/or the Auction is being considered. Thank to Boyd Harris of Missouri. Boyd said he would investigate the possibilities of having the Auction on-line, real time.

cannot attend the Meeting and/or the Auction is being considered. Thank to Boyd Harris of Missouri. Boyd said he would investigate the possibilities of having the Auction on-line, real time.

The Arizona Chapter met recently and members reported that they are very excited about hosting the ASFMRA Annual Meeting.

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EDUCATION-NEW MU OFFERING, APPRAISAL MODULES

The ASFMRA has developed a lot of education for Summer Education Week much of which will be available to Chapters. Some of these new titles and revised offerings include: Excel for Appraisers course, which will cover some general Excel functions, using Excel for appraisals, how to use with tag software , and templates. Other offerings include Technology n Tools which is for both appraisers and managers and are surveying many items such as Smart Phones and will cover what technology is emerging that appraisers and managers can use in their work. The new Highest and Best Use seminar for appraisers will be offered and is a new version which was taken from the three day course. There is a timely two day seminar for manager that should be very strong. Details follow.

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The MU project, that will hopefully bring us course on-line, is nearly completed with the Cost Approach deliver it these second fall semester or the first winter semester.

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The latest Ethics offering is now complete and in content is more focused on day-to-day, work situations. There are two versions of the class, one for new members and one as a refresher for those who have already taken it. Either version can be taken for credit. There are approximately 500 members who will have to take Ethics—either for the new member or the refresher. This is an opportunity for Chapters to offer this course. Chapters are encouraged to call Debe Alvarez at the Denver office to schedule their Chapter offering this Spring and Summer. The ASFMRA is sending announcements to all members that are due in that calendar year for Ethics. In the summer, ASFMRA will be sending announcements to all members that their continuing education is due by the end of that calendar year. In addition the ASFMRA will begin sending a list to each Chapter of the Chapter members that have to take Ethics and continuing education that need to be done by the end of the calendar year.

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ASFMRA now has a system on-line where members can see their education record. All that is necessary is to go to the ASFMRA Website, login, choose Update Profile, and then choose Continuing Education to see what education is in the record and members can add courses taken from other organizations as well as not the education requirement cycles.

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Members are encouraged to just contact Deanna Ilk, they need a Certificate for any courses you have taken with the ASFMRA.

Mark Grace, or Debe Alvarez in the Denver office if they need a Certificate for any courses you have taken with the ASFMRA.

Continued

DISTRICT UPDATE CALL CONTINUED

Debe Alvarez reported that our National office can assist with Chapter Education and Chapter Meeting registrations. It is a great news service the ASFMRA is providing Chapters. During the process, the Chapters will receive weekly reports showing who has registered, and other details. A small fee applies. The Montana Chapter has taken advantage of this opportunity and has been quoted as saying "It was well worth it", "There were cancellations and changes which were handled by National and registration went smoothly for the Chapter."

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A note was made that members can easily see what is being offered by all the Chapters by viewing the schedule on-line at www.asfmra.org.

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LEADERSHIP INSTITUTE

Dennis Reyman, Co-Chair of the Government Relations Committee, reported that the Leadership Institute will be held September 11-15, 2011 in Washington, D.C. Appraisers and Managers will arrive on the same day just as last year.

Committee, reported that the Leadership Institute C. Appraisers and Managers will arrive on the same

Some of the things for Managers will include travel to the Chesapeake Bay DuPont Farm and meeting a very interesting large Eastern Shore farmer. On Monday, managers will travel back to Washington and have great communication training day, much the same as last year.

to the Chesapeake Bay DuPont Farm and meeting a day, managers will travel back to Washington and the same as last year.

The Managers and Appraisers will meet up with Stephen Frerichs, one of four lobbyists, who will provide a couple of days of activities and outstanding meetings. The Appraisers will stay in Washington for the first couple of days and have access to Farm Credit building, typical meetings include meeting with governmental appraisers, national conservatory, ABA, Independent Bankers Association, and may be the IRS.

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Dennis went on to say "If you have been to the Leadership Institute in the past, return trips are worth a lot of changes have occurred.", "This is a great way to train the leaders in your Chapter and they come to understand more at the National perspective."

ership Institute in the past, return trips are worth a lot of changes have occurred.", "This is a great way to train the leaders in your Chapter and they come to understand more at the National perspective."

AUCTION DONATIONS FOR 2011

SAVE THE DATE - Thursday, October 27, 2011! You won't want to miss the 20th Annual Education Foundation Auction which will be held in Phoenix, Arizona in conjunction with the ASFMRA Annual Meeting. The Silent Auction will begin at 5:30pm followed by the Live Auction beginning at 7:00pm. Donations of Auction items are needed. It is never too early to get your donations in. The updated Auction form will soon be available on the ASFMRA Website. No item is too small or too big. Remember that some of the small items have created bidding wars in the past.

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Members are encouraged to submit their application for the young members scholarship. This fund, which has been running two years, has provided funding to ward expenses for under 40 year old members and their families to come to the Annual Meeting. If you are interested or know a peer member whom you might be interested in this opportunity, you may find the Scholarship Application in the ASFMRA Update E-News sent out last Tuesday, March 15, 2011 in the article titled 'Scholarship for 2011 Annual Meeting Deadline' which is located on the left hand side of the e-mail.

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