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Allan Husby, ARA

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Ron Ensz, ARA

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Geoff Oliver, ARA

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Brian Gatzke

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Thomas Jass, AFM

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David Baker (2012)

Jeff Barker (2013)

Terry Leibel (2014)

Paul T. Sickler, AFM (2013)

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Membership  
Paul Reisch, ARA

East River Breakfast  
Scott Heimes

West River Breakfast  
Ryon Rypkema

SDSU Relationships  
Jay Knuppe

Assessors Conference  
Charles Doom

Education Foundation  
Geoff Oliver, ARA

Government Relations  
Terry Leibel

Technology  
Adam Nelson

Education  
Interim - Brian Gatzke

Mentor  
Ron Ensz, ARA

Social  
Craig Sommers

Appraisal Review & Ethics  
Jerald A. Hulm, ARA

Scholarship Fundraising  
Brian Gatzke

**Newsletter Editor:**  
Paul Reisch, ARA

[www.asfmra-sd.com](http://www.asfmra-sd.com)

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

10 / 2011



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

**DATES TO REMEMBER!**

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

December 8 - West River Breakfast Meeting - 9 A.M.

Rapid City Marlin's Roadhouse Grill

December 16 - East River Breakfast Meeting - 9 A.M.

Sioux Falls Roll'N Pin

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

July 16-20 - ASFMRA Summer Education Week – Des Moines, IA

**PRESIDENT'S MESSAGE**

The beautiful weather keeps on and it sure has accelerated the harvest. Linda and I made a trip to Spearfish Canyon the last weekend of September. It was a beautiful time to be there with great 80 degree weather.

The weather at this time of year in South Dakota can be so unpredictable as it brought back memories of our continuing Ed class in Deadwood 2 years ago. We had the bus trip down to Spearfish lodge on snowy roads and the cliff walls were a mixture of white and fall colors. I remember driving home that Friday running into heavy snow that turned into slush as I got between Redfield and Watertown. That type of weather really makes a person appreciate a fall like this one!

It has been a busy month for me as far as Chapter activities. The board meeting was October 6th in Pierre. A report on that follows in this newsletter. I just helped out some at the SDSU Career Days, but the booth mainly was manned by Tom Jass, Jay Knuppe, Brian Gatzke, and Jorge Vicuna. It was reported that every space was used and there was a waiting list for booth spaces.

I will be attending the National Annual Meeting in Phoenix from the 25-28th along with several others from the Chapter. Brian Gatzke will be recognized for receiving his ARA at the accreditation Ceremony on the 26th. Congratulations again go out to Brian.

I'm looking forward to this meeting as I've only made it to one other National meeting. It is always interesting to go to these types of events and get different perspectives of people all over the country that are in the same professions.

I and the board are working through several changes in committee chairs and some officer positions. I thank those that step up to fill the vacant positions. I hope many of you are able to take part in the breakfast meetings planned and the annual meeting in Chamberlain.

The Fall SD ASFMRA board meeting was held this year in Pierre at the Farm Credit Services of America office. Eight board members were in attendance. The secretary's, treasurer's, and committee reports were given. As far as financial reports, a loss is shown this year due to the summer event, the Linda's Lyrics settlement, and a low amount of funds from education offerings. Kjerstad Scholarship funds are being paid out which all agreed that it is good to see this fund being used.

Committee reports were given.

- Membership - Paul Sickler gave a report completed by Paul Reisch. Currently there are 58 members. Primary discussion was on whether entire chapter will work toward promoting partner members or whether or not to continue this program. There is a large list of possible groups to recruit, but needs to be supported by members. Decided to present the matter at the annual meeting and gauge the support for the partner member program.
- East River and West River Breakfast meetings continue to be held. Fairly steady level of attendance at each and always could be better.
- SDSU Relations- Tom Jass Reported on summer event which was well attended but lacked very many SDSU people due to being in summer. Career Days is October 19th so looking for help with manning the booth. Tom Jass has given notice that he is stepping down as chair so we will need to recruit a new chair.
- Education Foundation at National meeting - Quilt will be donated to Auction. Cash donation was made beyond this item.
- Mentor – It was discussed that several members are either pursuing the AFM or ARA so need to be assigned mentors.
- Government Relations- Sherry Bren attended our meeting and gave a report on the appraiser certification program. There are several changes in rules due to Dodd Frank Act. At this point, no legislation proposed that is believed to need a lobbyist effort.
- Kjerstad / SDSU Scholarship Funds - Brian reviewed balance in SDSU fund of \$20,583. Payout is now 4% in advance and any additional funds for a scholarship need to be applied in advance of the year. It is encouraging that Kjerstad Scholarship funds have been used by 4 members this year.

Old Business:

- The memo of understanding between the Chapter and PAASD for payment of Lobbyist costs was reviewed. This was approved at the spring board meeting.
- Future Continuing Education Offerings: It was discussed that a plan needs to be put in place for an education offering for the January meeting. Possible offerings discussed were a Natural Resource Class or a review class. Brian Gatzke has volunteered to help out with the Education Committee chair duties on an interim basis.
- The board discussed future budgeting, use of funds, and fundraising.

## **BOARD MEETING CONTINUED**

New Business:

- The Power Point from the National office about the proposed dues increase was reviewed. The board concurred that although no one wants to see the dues go up, it is a necessity to do so.
- Needs for committee chairs and nominations for open board officer positions were discussed.
- The mentor program was reviewed and the need for several mentors for new members pursuing accreditation.
- SDSU Appraiser Education program was discussed. Need to continue to monitor and meet with them to discuss any decisions.

The Board meeting was adjourned. No decision on location of next year's meetings.

## **WEST RIVER MEMBERS NETWORK AT BREAKFAST MEETING**

**By West River Breakfast Committee Chair Ryon Rypkema**

Members in attendance:

Norm Edwards  
Perry Beguin  
Ron Ensz  
Dave Baker  
Loy Matthes  
Ryon Rypkema



Guests present were Jay Widdoss, Pat McGlamery, and Calvin Conroy. Pat is the acting Regional Supervisory Appraiser for Geoff Oliver. Pat is from OK.

Calvin Conroy is the new hire for the Office of Appraisal services and is going to start his training as an appraiser.

Ron Ensz and Dave Baker reported on the Board Meeting. There was open discussion of other happenings and projects the appraisers were dealing with. Pat and Calvin gave brief introductions. Pat also expanded on some of the differences of appraising in OK compared to what he has seen here.

## **CHAPTER HAS PRESENCE AT SDSU CAREER DAYS**

**By Tom Jass, AFM**

Chapter members attended the SDSU Ag Bio Career Days on October 19th. Our Chapter was represented this year by Jay Knuppe, Jorge Vicuna, Brian Gatzke, Allan Husby and Tom Jass.

Committee goals for this event:

- Increase student awareness of the property economics professions of appraisal, farm management, and agricultural consulting.
- Increase student awareness of the ASFMRA and South Dakota Chapter.
- Increase student awareness and interest in the Chapter's SDSU Scholarship.

We talked to an estimated 25 students throughout the day. Two students submitted resume's with interest in management careers which will be forwarded to Farmers National Company. One student seemed to have a sincere interest in appraisal. His grandfather was an appraiser and he was interested in the education and licensing requirements. He took home a membership application and may become a student member.



We had printed 30 scholarship information pages and applications and about half of those were handed out. The Denver office had provided some good career description brochures with the display materials and most of those were used by the end of the day.

Jordan Reker was the winner drawn for our \$50 SDSU Bookstore gift card. The card has been mailed to Jordan. All things considered we had a good day. It seems like there is a gradual improvement in awareness both of students and faculty of our careers and we are achieving our committee goals.

## **KJERSTAD MEMBER SCHOLARSHIP PHEASANT HUNT**

The Hunt is scheduled for November 5th and 6th. Bill Huber and Fred Littau will be hosting the event again this year. Already registered to hunt are 7 or 8 hunters out of Texas. We have space for some more hunters so if you would like to hunt, please contact Ron Ensz at 605-210-0337 or [ensz@rushmore.com](mailto:ensz@rushmore.com). The cost of the hunt is \$50 / day /gun with all proceeds going to the Kjerstad Member Scholarship Fund.

**“Remember not only to say the right thing in the right place, but far more difficult still, to leave unsaid the wrong thing at the tempting moment.”**

**Benjamin Franklin**

## **EAST RIVER MEMBERS NETWORK AT BREAKFAST MEETING**

By Newsletter Editor Paul Reisch, ARA

Members in attendance were Jim Dunlap, Scott Heimes, Allan Husby, Jay Knuppe, Adam Nelson, Paul Reisch, Ron Rucker, Paul Sickler, Jaret Sievers, Travis Shaykett, and Don Threadgold.

Guest Tyler Urban with Farm Credit Services of America was also present.

It was the first chapter function for new partner member Jaret Sievers. Jaret is originally from northwest Iowa, a Jackrabbit, and currently a biologist with the state of South Dakota. Part of his duties are setting up hunting leases with landowners and managing those arrangements for the state.

He is exploring getting into the appraisal profession and looking for opportunities to do so.

Jim Dunlap shared some of his experiences so far in preparing to take over as District VP at the Phoenix annual meeting. In addition to the South Dakota chapter, he represents the chapters of Montana, Nebraska, North Dakota, and Wyoming as well as members in two Canada provinces.

President Allan Husby reported that at their recent meeting, the board discussed the proposed national dues increase to be voted on at the national meeting. “Effective September 1, 2012, dues increase each of the next three years at a rate of \$50 for Accredited members, \$40 for Professional members, \$35 for Associate members, \$25 for Affiliate member, and no change in dues for Academic or Retired membership dues. Student memberships will drop to \$0.”

Jim Dunlap explained that a large negative cash flow budget is projected within three years without these increases. With our aging membership, dues income will drop as members move to retired status. President Husby stated he would be voting in favor of the proposal, something not desired but necessary.

President Husby explained that Tom Jass and Jim Hollenbeck were stepping down as SDSU Relationships and Education Committee chairs because of necessary work priorities at the present time. Jay Knuppe has agreed to lead the SDSU Relationships Committee and Adam Nelson as agreed to take Jay’s current position as Technology Committee Chair.

Brian Gatzke has agreed to interim Chair of Education Committee to address continuing education at the January meeting (tentatively a Natural Resources class) and to organize administration review training for lenders in 2012. Further details on these should be ready to share in the November newsletter.

East River Breakfast Chair Scott Heimes discussed the possibility of moving the meeting around more, i.e. Brookings, Mitchell, and Huron. It is felt Aberdeen and Yankton get too far away in distance for most of our members but the hope would be that members from those areas and the central part of the state would come to the Brookings, Mitchell, Huron locations and Sioux Falls area members would still attend. The idea of a meeting during the Dakota Fest time frame was suggested. Ideas for programs for future breakfast meetings were also discussed.



## OCTOBER 2011 MEMBERSHIP COMMITTEE UPDATE

Paul Reisch, ARA – Committee Chair

### Membership Committee Members

David Baker, Michael Braun, Ted Risty, Ryon Rypkema, Paul Sickler (Board Liaison), Jerry Warmann

**The focus and effort to date has been planning, member information documents preparation, committee activation, member retention efforts, recruitment planning, and new member activation / orientation. Limited time has been spent on new member recruitment.**

**New member recruitment will be a focus for the remainder of 2011 and 2012. Twelve associate prospects have been identified. An outline for a concerted 2012 recruitment effort for partner members in 2012 will be presented for consideration and discussion to the chapter membership at the annual meeting.**

### **Committee Goals:**

Activate 100% of committee members in committee activities. – **Currently being accomplished.**

Provide easy access to Member information documents for each chapter member: **All documents in place.**

- National Membership Brochure
- Benefits of Membership
- History including Chapter
- SD Chapter 2011-2012 Committees

Have Member information documents all in one location on chapter website by fall 2011. Committee Chair will work with Technology Chair to accomplish this goal. – **To be accomplished in November 2011.**

Committee Chair will send Member information documents annually to each chapter member with cover e-mail addressing member involvement / participation in the chapter and encourage members to recruit others to join. Accomplish this by July 1 in 2011 (**sent 5-30-2011**) and by April 1 in 2012.

Retain 90% of existing members each calendar year – **currently 91% (52 out of 57).**

Increase Appraiser membership from 39 to 45 by end of 2012 – **currently 38.**

Increase Farm Manager membership from 6 to 8 by end of 2012 – **currently 8.**

Increase Academic membership from 3 to 6 by end of 2012 – **currently 3.**

Increase Affiliate / Partner membership from 3 to 8 by end of 2012 – **currently 7.**

Increase Student membership from 2 to 5 by end of 2012 – **currently 2.**

Summary of current 58 members:

3 Academic	5 Affiliate	2 Student	2 Partner	1 Honorary
12 ARA – 1 retired	1 RPRA	5 AFM	27 Associate – 25 appraisers / 3 farm managers	

## 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.