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

8 / 2012



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

**DATES TO REMEMBER!**

Sept. 9 thru 13 - Leadership Institute – Washington, D.C.  
Sept 13 - West River Breakfast Meeting - 9 A.M.

**Speaker: Mindy Hubert SDSU Extension Small Acreage Field Specialist**  
Rapid City Marlin's Roadhouse Grill

September 19- SDSU Scholarship Banquet - Brookings  
Sept 21 - East River Breakfast Meeting - 9 A.M.

Sioux Falls Roll'N Pin

October 17 – SDSU Career Days

October 18-19 – SD ASFMRA Dairy Seminar – Brookings, SD

Oct 28 thru Nov.2 – 83<sup>rd</sup> ASFMRA Annual Meeting – Indianapolis, IN

Nov. 8 – Chapter Board Meeting – Rapid City

January 17-18–Winter Education & Joint Meeting W/PAASD - Chamberlain

**PRESIDENT'S MESSAGE**

As I write this, approaching the end of August, it becomes clear on who were the winners and losers for moisture this year. It has been a hot, dry summer for much of the State and, for many, harvest is over or there is little to harvest. However, it is kind of amazing how some crops really hung in there with really minimal moisture in some areas. It makes me think back to the presentations by Monsanto as far as drought tolerance plots. For the last several years, those plots were more likely to be drowned out than have drought issues. This year, those plots really got a test!

It's coming up on a busy stretch of activities for the Chapter and National ASFMRA events. Consider attending the dairy Seminar if you have some interest. Brian is doing a great job in putting this together and getting it promoted.

As noted in the newsletter, I will be attending the Leadership Institute from September 9th to the 13th. I am in the process of lining up visits with congressional offices, so if there is some legislative issue pertaining to appraisers, managers you want me to have them consider, let me know. We have a small window to try to arrange these visits, so I'm sure they will be brief.

During the past month or so, the Chapter Board has had to consider whether or not to give some support to the National Convention, something which we have not done in the past. The final decision was to provide \$500 of support towards the National Convention.

## **PRESIDENT'S MESSAGE CONTINUED**

The discussion on this opened up probably a more important issue for Chapter members. Probably the best way to support the National Convention is to have more members in attendance at the convention. Attending clearly costs money if not sponsored by the member's employer and, for those independent members, it takes away from income. In a separate action, the board directed the Kjerstad scholarship committee to draft an amendment and then the Board voted to add two, \$500 scholarships to the fund to support member attendance. This newsletter has further details in how to apply for the scholarship

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

The 83<sup>rd</sup> ASFMRA annual meeting & trade show and Agronomics, Vision 2013 will be held in Indianapolis, IN October 29 through November 2, 2012. This year's AgroNomics – Vision 2013 is a conference geared toward rural land management, valuation, consulting, and property sales experts together with land investors and fund managers. It offers the opportunity to interact with the best and brightest from these industries and to gather relevant information and tools for today's ever changing business environment.

Education sessions include:

- Best in Business Ethics
- Using Excel in Specific Appraisal Applications
- AgWare Annual Users Meeting & Support Training
- Rapid Fire Case Studies – Unique Appraisal Challenges

The event also has:

- Welcome Dinner
- Pioneer Ag tour (DuPont Pioneer's Rushville Production Plant, Indiana Downs, Buck Creek Winery)
- Chapter Officer Workshop
- Board of Directors / Membership Meeting
- Accreditation Ceremony / Awards Presentations
- Trade Show Networking
- Education Foundation Silent & Live Auction Event
- Speakers on What's Ahead for Global Agriculture, U.S. Global Perspective on Investment & Land Markets, Investing in the Obvious Choice – U.S. Agriculture: An Investing Forum, Feeding and Fueling the Masses – China & Africa in the New Paradigm, The Impact of Dodd Frank 2013 and the Future of Appraisal, Turning Farm Data into Land Value, Data – The New Cash Crop, U.S. Land Values in Transition, When the Dust Settles...What the Election will Mean for Agriculture, and How Agriculture Dominates 21<sup>st</sup> Century Economics.

Details on the above and registration can be found at [www.asfmra.org](http://www.asfmra.org). Early registration deadline is October 4, 2012.

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

All chapter members are encouraged to attend. See following article for Kjerstad Member Scholarship opportunities to help with expenses. Membership Chair / Newsletter Editor Paul Reisch would appreciate being informed by all chapter members who are planning to attend the national meeting.

## **CHAPTER BOARD APPROVES ADDITION TO KJERSTAD MEMBER SCHOLARSHIP**

In a recent conference call, the SD ASFMRA Board of Directors approved the following addition to the scholarship:

- **Pay up to two \$500 scholarships annually to attend the National Meeting for members who have attended the National Meeting in the past.** Those intending to attend a National Meeting would state their intent to do so to the President and Treasurer. Then, those submitting their intent will be in a drawing for one of the two scholarships. The scholarship would be for members that are not reimbursed their costs by their employer. The scholarship would be limited to the same winner once every three years if several are entered in the drawing.

This addition provides encouragement and support for members to attend the ASFMRA national meeting, a valuable forum for networking and education.

It is a supplement to the existing scholarship feature which **pays member registration fee for first time national meeting attendance by a member.**

**Chapter members interested in either the first time national meeting attendance or the new opportunity for members who have attended in the past should inform President Allan Husby and Treasurer Paul Sickler by September 24<sup>th</sup>.**

## **CHAPTER PRESIDENT TO ATTEND LEADERSHIP INSTITUTE**

Chapter President Allan Husby will be attending the appraiser session of Leadership Institute scheduled for September 9-13, 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 Monday farm manager / consultants agenda includes Dupont / Pioneer speakers on business, research, ag economic outlook, legislative update, and crop protection update.

The Monday appraiser agenda includes visits with representatives of Appraisal Institute, Appraisal Foundation, and American Bankers Association.

The joint appraiser-farm manager / consultant Monday evening thru Thursday noon agenda includes Monday evening dinner cruise, communication / advocacy training, ASFMRA lobbyist session, visits with representatives of American Farm Bureau, Senate and House Agriculture Committees, FDIC, commodity groups, and chapter member Senators / Representatives.

The Thursday afternoon – Friday morning farm manager / consultant's agenda ends with tours of Chesapeake Farms and Trey Hill Farm.

## **NORTH AMERICAN DAIRY VALUATION SEMINAR - FALL 2012**

**Hosted by the South Dakota Chapter - ASFMRA**

**October 18 and 19, 2012**

**Meeting Location: McCrory Gardens Visitor Center, Brookings, SD**

The South Dakota Chapter of the ASFMRA is proud to announce the North American Dairy Valuation/ Appraisal and Business Seminar. This event is co-promoted by the SD Department of Agriculture, SD Bankers Association, MN Chapter ASFMRA, WI Chapter ASFMRA, and ASFMRA.

### **Schedule:**

#### **Thursday, October 18**

8:00 - 8:30 a.m. Registration

8:30 - 5:30 p.m. ASFMRA Dairy Appraisal Seminar

6:15 - 9:00 p.m. Social - Guest Lectures from Region Industry Specialists and Government officials, held at the NEW Children's Museum of South Dakota, lobby and meeting room (with hors d'oeuvres)

#### **Friday, October 19**

8:30 - 5:30 p.m. Dairy Business Value Seminar (business value / equipment / outside influences / policy / government / supply & demand and closing with a round table panel of industry specialists for Q&A.)

**Instructor:** Richard Gilmore, ARA, FASA, FRICS, MRICS

Specialties: Agricultural Commercial Appraising, Dairy & Food Processing; Banking/Financial; Cold Storage Facilities/Packing House Facilities; Conservation/Scenic Easements/Development Rights Restrictions; Fruits/Orchards/Vegetables; Review Appraisal; Timberland/Forestry; Banking and Regulatory Consulting

Appraiser Continuing Education (CE):

- Day 1=8 hours to state the person is licensed in. ASFMRA will coordinate this.
- Day 2= ASFMRA continuing education hours, but no CE for appraisers on day 2 due to the new AQB requirements of tangible and intangible asset changes. (If it changes we will let you know)

### **Fees:**

Package for Entire 2 day Event: \$500 member; \$675 non-member

Registration for separate days

Day 1 Thursday: \$280 member; \$350 non-member

Day 1 Evening Social \$50 member; \$60 non-member

Day 2 Friday \$200 member; \$280 non-member

Fee includes coffee/soda, noon meal, and evening hors d'oeuvres and the hotel shuttle on Thursday and Friday.

**Registration is available at the ASFMRA web site ([www.asfmra.org](http://www.asfmra.org)).**

Continued

## **DAIRY SEMINAR CONTINUED**

Sioux Falls Airport (FSD) Shuttle: BATA, 605-692-5416 call in advance! Pickup times on Wednesday, October 17, 2012, are 5 PM and 11 PM.

South Dakota Department of Agriculture is co-sponsoring, with promotion and publicity at the World Dairy Expo in Madison, WI, the first week of October.

Registration Deadline: October 10, 2012. A late fee of \$25 will be added after this date. On site registrations welcome, but only cash or check will be accepted. Supplies may be limited.

### **SD Hotel Room Blocks:**

Days Inn Brookings

2500 E. 6th. St.

Brookings, SD 57006

605.692.9471

30 rooms blocked at \$65 per night Block Released: Sept. 26

Hampton Inn & Suites Brookings

3017 Lefevre Drive

Brookings, SD 57006

605-697-5232

\$109 per night Block released: Sept. 28

Sponsorships Available: (A Placard and name recognition along with discount for attending and recognition in program brochure and mailing lists)

- Day 1 Noon Meal (2 sponsor positions) \$300 per sponsor
- Day 2 Noon Meal (2 sponsor positions) \$300 per sponsor
- Both days coffee (4 sponsor positions) \$100 per sponsor
- Day 1 evening social/guest speaker (4 sponsor positions) \$250 per sponsor

Sponsors to provide:

- Logo and name in a Jpeg or Tiff format 20 days before event and literature
- Literature to have on display on table near registration and coffee
- Name of sponsor contact to be introduced at event
- Full payment for sponsorship to be paid prior to the listing

### **Optional Pheasant Hunting:**

1. Two-Day Package Professional Guided Hunt around Lake Poinsett area (limit 8 people): includes one night lodging, meals, bird cleaning, with local guide, and dog. October 16th, arrive at noon; return late afternoon October 17th. Contact Gary Black at 605-881-0393 (Estelline, SD), or Brian Gatzke at 605-691-2119. Fee of \$550 per person, which does not include license, gun, ammo, permits, or special services.

2. Public hunting on area lands after the event, opening weekend for SD pheasant hunting is Saturday, October 20. (Please arrange in advance for your travel and hunting accordingly.) Visit the South Dakota Game Fish & Parks home page for more details on walk in and public hunting areas.

3. Obtain a hunting license online before you arrive: <http://gfp.sd.gov>.

## **MEMBER PROFILE IS TYLER URBAN**

**Describe your experience and education related to the property professional field (appraisal, farm management, consulting, academic relation).**

I am a 2011 graduate of South Dakota State University with majors in Animal Science and General Agriculture with a minor in Ag Business. I accepted my current position with Farm Credit Services of America in July of 2011. Since that time I have begun the coursework needed to become a Certified General Appraiser. I currently have completed three classes and I am registered to take another one this fall.



**Describe what has led you to becoming a chapter member of the South Dakota ASFMRA and why you remain a member, if a member for a number of years.**

Farm Credit Services of America encourages all members of the appraisal team to join the ASFMRA. I find it beneficial to be able to meet and interact with other members across the area. The breakfast meetings, annual meeting and SDSU relationship event are great networking tools which I find very beneficial as a newer member. It is also nice to be able to meet others in appraisal classes with similar interests. I look forward to continuing to meet and interact with other members across the state.

**Describe personal background items that would be of interest to fellow chapter members (e.g. family, ethnic heritage, other communities lived, other jobs / careers, main hobbies or interests).**

I grew up on a farm west of Sioux Falls where I attended Lennox High School. I lived in Brookings while attending college and spent a summer in Montana working on a custom haying operation. After graduating I moved back to Sioux Falls where I continue to farm with my family.

I spend a lot of my free time in the summer attending Twins baseball games or attending Sprint Car races across the Midwest.

**Describe a few memorable or unique experiences in your life.**

While in college I competed on the SDSU meat judging and meat animal evaluation teams. This was a great experience as we got to travel across the United States and got to meet many new lifelong friends. It was quite eye opening to compete against much large schools from the Big 10 and Big 12.

I also had the opportunity to travel to Argentina my senior year. It was a great experience to talk with farmers, ranchers and business owners to see and hear their thoughts on the global agriculture environment and their challenges that they face. I realized when I got home from there that we have it pretty good in US agriculture.

## **SD CHAPTER - KJERSTAD MEMBER SCHOLARSHIP**

### **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.
- **Pay up to two \$500 scholarships annually to attend the National Meeting for members who have attended the National Meeting in the past.** Those intending to attend a National Meeting would state their intent to do so to the President and Treasurer. Then, those submitting their intent will be in a drawing for one of the two scholarships. The scholarship would be for members that are not reimbursed their costs by their employer. The scholarship would be limited to the same winner once every three years if several are entered in the drawing.
- **\$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.