

Officers:
President
Allan Husby, ARA

President-Elect
Ron Ensz, ARA

Secretary
Paul Reisch, ARA

Treasurer
Paul Sickler, AFM

Past President
Thomas Jass, AFM

Directors:
David Baker (2015)

Jeff Barker (2013)

Mark Elder (2013)

Terry Leibel (2014)

Committee Chairs:
Membership
Paul Reisch, ARA

East River Breakfast
Scott Heimes

West River Breakfast
Ryon Rypkema

SDSU Relationships
Jay Knupe

Assessors Conference
Charles Doom

Education Foundation
Mark Elder

Government Relations
Terry Leibel

Technology
Adam Nelson

Education
Brian Gatzke, ARA

Mentor
Ron Ensz, ARA

Social
Craig Sommers

Appraisal Review & Ethics
Jerald A. Hulm, ARA

Scholarship Fundraising
Brian Gatzke, ARA

Newsletter Editor:
Paul Reisch, ARA

www.asfmra-sd.com

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

12 / 2012



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

DATES TO REMEMBER!

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

March 14 - West River Breakfast Meeting - 9 A.M.

Rapid City Marlin's Roadhouse Grill

March 15 - East River Breakfast Meeting - 9 A.M.

Sioux Falls Roll'N Pin

June 25-28 – Joint Range Camp (Montana / South Dakota / Wyoming

Camp Needmore near Ekalaka, MT

July 14-18 - ASFMRA Summer Education Week – Omaha, NE

Nov. 11-15 – 84th ASFMRA Annual Meeting – Reno, NV

PRESIDENT'S MESSAGE

Well, my President's term is coming to an end, so I'm down to my final message! It really hasn't been as hard as I thought it may be to come up with items to write about each month. Hopefully, I haven't bored you too much with these articles.

These last articles comes during a week which has been one of the more difficult ones in my life, and believe me, I have had other difficult times. My wife was supposed to be in the hospital just one day for a fairly routine surgery. I should know by now not to think of any surgery as routine. Complications resulted in a hole in the diaphragm which resulted in a collapsed lung and another 3 days of a stay in the hospital to stabilize the lung. She is now home and slowly on the mend.

My father's case is grimmer in that he had a stroke. His health was already suffering from lung and heart issues so it is not hopeful that he will recover from all these strikes against him. I would ask for your prayers for him and our family as we deal with his last days.

Onto my final news for the Chapter. It has been an honor to serve as your president the past two years. We have had a considerable amount of accomplishments during this time. I think the one most favorable to our members has been the ability to expand the Kjerstad scholarship for use by new members, getting accreditation, and now, help sponsor existing members to attend the National meeting.

We have maintained a stable financial position on the finances of the Chapter but this will always be an ongoing project to do so. I have mentioned this before, but the mission of the Chapter goes hand in hand in keeping us financially strong. If we provide good quality education that is attended by good numbers of our members and nonmembers, we keep ourselves in a good financial position. We have done that for these past two years.

Continued

PRESIDENT'S MESSAGE CONTINUED

I think the Chapter also needs to look outside of its normal education to provide services to groups we may think of as "partner", such as the administrative appraisal review training. We as an organization have the background, experiences, and knowledge to provide this type of training.

We, of course, also had our failings and challenges during this time. I think we do need to try different ways to involve Chapter members and prospective members. They don't always work out exactly like it is expected. We also did not accomplish everything that we had hoped to during this time. However, from seeing the involvement and the items that we have accomplished compared to other Chapters of our size, we set high standards.

I thank the members of the board and those that have volunteered to serve on committees. It takes a lot of member's participation to keep this Chapter going. I thank those that have volunteered to fill positions for the coming years.

You are a great bunch of people to count as friends and fellow appraisers and managers. I hope to see you at the January meeting and other events in the future.

AN APPRAISAL EXPERIENCE

By Russell Wyatt

Several months ago I received a phone call from a lady in Washington, DC. She told me she was in charge of foreclosed HUD properties in Pine Ridge and on the Rosebud Indian Reservation. She told me she was in charge of foreclosed HUD properties in Pine Ridge and on the Rosebud Indian Reservation. She went on to say she needed appraisals on 10 double wide homes. HUD had paid off

I had just started my son, Patrick, as a trainee a couple of weeks prior, and I thought this would be a good way to give him a start in the appraisal world, so I accepted the assignment. She assured me the houses were vacant. The only addresses she gave me were box numbers in the Pine Ridge post office. The next clue she gave me was that some of the homes were along highway 18. I informed her that highway 18 was 400 miles long and that wasn't much help.

Finally, she sent me to the housing office in Pine Ridge. There they knew where the houses were. A gentleman went with us to show us where they were and to unbolt the security locks on the houses. Some of the houses were destroyed beyond repair; others were in pretty good condition.

Finally, he went with us to one over by Kyle, in a rural area. When we got there, people were living in the home and refused us entry. I found out from the neighbors that the lady living there had been evicted by law enforcement agents 3 years ago. Before they got back to town, she had moved back in was still living there.

We managed to get all of the rest of the houses appraised. It took a long time to get paid, but the pay was good. I received an e-mail this week from the same lady with another 4 homes to be appraised. She wants the work done before HUD runs out of money. I haven't told Patrick I took the assignment!!

ELECTIONS TO BE HELD JANUARY 17, 2012

Nominating Committee Chair Tom Jass and members Chuck Doom and Perry Beguin have secured nominations for the 2013 elections to be held on January 17th at the chapter membership meeting at Cedar Shores Resort in Chamberlain beginning at 5:15 p.m.

Chapter Officer Nominations:

President	Ron Ensz	President Elect	Craig Sommers
Secretary	Paul Reisch	Treasurer	Paul Sickler

Board Member Nominations:

Jeff Barker - running for 2nd term
 Mark Elder - running for 2nd term
 Loy Matthes - running for 1st term

2013 Nominating Committee Member: John McMahon

Will join Past President Allan Husby as Chair and a member to be appointed by President and / or board.

Other nominations can be made at the meeting on January 17th.

MEMBERS ENCOURAGED TO ATTEND CHAMBERLAIN MEETING!

SD ASFMRA members are encouraged to support the chapter with attendance and participation in the joint January 17-18, 2013 meeting of SD ASFMRA and PAASD (Professional Appraiser’s Association of South Dakota) at Cedar Shore Resort in Chamberlain.

Thursday – January 17	Friday – January 19
Residential Appraisal Review (7.0 CE) Sponsored by PAASD Instructor: Craig Steinley, SRA	Loss Prevention Program for Real Estate Appraisers ” (7.0 CE) Sponsored by PAASD Instructor: Peter Christensen
Income Approach Applications (4.0 CE) The Valuation of Intangible and Non-Financial Assets Seminar ” (11.0 CE) Sponsored by SD ASFMRA. Instructor: Richard Gilmore, ARA, FRICS, MRICS	The Valuation of Intangible and Non-Financial Assets Seminar ” (11.0 CE) Sponsored by SD ASFMRA. Instructor: Richard Gilmore, ARA, FRICS, MRICS

SD ASFMRA Chapter Membership Meeting: The SD Chapter will hold its annual membership meeting on Thursday evening. **The starting time will be 5:15 P.M.** This will give those attending the Thursday education offering time to take a breath and energize themselves for the meeting. The agenda will include financial report, update on committee activities / plans, amended bylaws vote, and elections.

Social: Following the meeting, the SD Chapter and PAASD will co-host a social from 7:00 to 9:00. The social will be open to members of the ASFMRA and PAASD, as well as others attending the education offerings on Friday. The Social will provide pizza from Cedar Shores for everyone and there will be a cash bar available.

Continued

CHAMBERLAIN MEETING CONTINUED

ASFMRA Offering Details:

January 17th Thursday Morning:

- Income Approach Applications Seminar – Instructor Mr. Richard Gilmore, ARA, FRICS, MRICS
- 4 hours CE for Appraisers, Realtors, and Bankers in South Dakota. (pending approval)
- 7:30 AM to 11:30 AM. With Registration at 7:15 AM

Attendee will be able to:

1. Reinforce the concepts of the Income Approach and its application to the overall appraisal and valuation process.
2. Seminar introduces improved techniques for estimating the value of income-producing rural property by converting anticipated benefits into value.
3. Intended to not only review the various formulas and procedures utilized for deriving various rates of return, but also to develop an understanding of the inter-workings of these derived rates such that the appraiser can more accurately interpret market movements.
4. Provide additional adult learning tools to enhance and provide sources to understand complex purchase agreements, lease agreements, and various income based contracts.

Thursday During Lunch (included with 4 hour morning seminar):

- Real Estate Acquisition and Contracting for Appraisal Services - Audrey Nelson, CG, SD Department of Transportation

January 17th Thursday Afternoon / January 18th Friday:

- The Valuation of Intangible and Non-Financial Assets Seminar
- Instructor: Mr. Richard Gilmore, ARA, FRICS, MRICS
- 11 hours CE for Appraisers, Realtors, and Bankers in South Dakota. (pending approval)
- Thursday, 1:15 PM thru Friday 4:30 PM with Registration Thursday morning 8:00 AM or Thursday afternoon 1:00 PM

Attendee will be able to:

1. Identify and measure different forms of non-real property collateral.
2. Categorize different types of machinery and equipment.
3. Categorize and report on livestock, feed and other agricultural commodities.
4. Recognize borrowing bases and their various components of assets.
5. Identify the differences between market value and other types of value.
6. Inventories, accounts receivables and intangible assets will be recognizable and understood.
7. Become involved and understand the process of estimating and measuring the value of different borrowing bases.
8. Better understand and become knowledgeable of legal and servicing issues.
9. Provide appraisers with tools to expand their business and provide ways to expand existing business into alternative funding sources.
10. Provide legal and financial professionals an opportunity to interact with real property appraisers.

Make your plans to attend this meeting of education and networking! You have until January 7th for “Early Registration” price.

On line Registration: www.paasd.com or SD-Chapter ASFMRA hyper link <http://www.asfmra-sd.com/ss/>

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 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.
- **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 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, 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.