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West River Breakfast
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Adam Nelson

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

2 / 2012



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

DATES TO REMEMBER!

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

Rapid City Marlin's Roadhouse Grill

March 13 - Administrative Review Seminar – Sioux Falls

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

Sioux Falls Roll'N Pin

Early May – SDSU Network Event – Brookings – Exact date known soon

June 10-13 – Ag Lenders Range Camp – Gillette, WY - P Cross Bar Ranch.

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

Sept. 9 thru 13 - Leadership Institute – Washington, D.C.

Oct 28 thru Nov.2 – 83rd ASFMRA Annual Meeting – Indianapolis, IN

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

PRESIDENT'S MESSAGE

Another month, another message to prepare! This winter continues to be milder than most, but as I write this, we had snow overnight and it sounds like we could have a good sized storm next week, on the 28th and 29th.

I just got back from a delayed Honeymoon to Puerto Vallarta. It was still nice to get away to some 70's and 80's weather even if this winter has been milder than normal. We had a chance to go out on a whale watching excursion which turned into quite the trip! We left from this marina that was filled with large, fancy yachts only to find our boat is like an oversized canoe with a bench down the middle and flotation ballasts on each side! Twelve of us brave souls went out about an hour into the ocean, and it was all worth it!

We saw numerous breaches of the humpback whales, which is them jumping straight out of the water and then splashing down, only about 200-300' from the boat. Even our guides, who were scientists that studied the whales, were impressed! It also makes you realize the whales could have been closer to, or under, the boat, which has happened.

So it's back to reality. Brian Gatzke has been working diligently on putting the administrative review class together and the interest keeps growing. Due to changes in bank's review requirements and other interest, such as attorneys, this could be something that may need to be repeated or expanded.

Brian also sent out a survey for the members and PAASD members to respond as to their interest for future classes. I encourage you as members to respond and make your wishes known.

PRESIDENT'S MESSAGE CONTINUED

An item that I need to work on is getting some of the new members involved and assigned to committees. Over the next month, I will be working on contacting the newer members and making these assignments. Let me know if you have a particular interest in serving on a certain committee.

Early this month, we again had a legislative item to respond to in regards to a proposed legislation that would have eliminated anonymous complaint about appraisals / appraisers to the Appraiser certification program. Our position was to maintain the anonymity. The bill was tabled in committee which essentially killed the bill. Thanks goes out to Terry Leibel for being available to testify on the Chapter's behalf.

In April, I will be taking part in a roundtable discussion at the SD Banker's Association in regard to appraisal issues. I will be representing the Ag appraisal portion, along with a person representing the Appraisal Institute for commercial. I believe Jim Dunlap will also be sitting in regarding USPAP issues.

So there is always plenty to do! I don't feel retired anymore!

Thanks to all of the members that help to keep this Chapter active and help run all of our various events.

MEMBERS ENCOURAGED TO COMPLETE EDUCATION SURVEY

By Education Chair Brian Gatzke ARA

A few years ago, our chapter conducted a state wide survey on the education needs of our membership and the benefits desired by membership. Time has passed and it is time to conduct another membership survey for our future. I am asking SD ASFMRA and PAASD members to complete a new survey.

The survey results will be our primary source for future direction needs with education seminars. I worked with ASFMRA headquarters and they provided us the survey and they will compile the results for us. This report of the results will be shared with PAASD and membership, after the SD Chapter ASFMRA board has approved the release. I anticipate the release will be this early summer.

The survey has 12 questions and it should not take more than 3-4 minutes to complete. Please add comments and provide us guidance in what membership desires. This sets the future of your professional development. Thank you.

We thank the 33 people that have already completed the survey. We ask those who are not part of that number to please complete this survey by March 9, 2012.

The survey link is as follows:

<http://www.surveymonkey.com/s/C2RDWRX>

SD ASFMRA GETTING GOOD RESPONSE TO ADMINISTRATIVE REVIEW SEMINAR

SD ASFMRA Education Chair Brian Gatzke reported at press time that 45 people had already registered for this class. Registrants are from Minnesota, Nebraska, and South Dakota and include bankers, farm managers, attorneys, clerical support staff, and SD Department of Transportation.

Education Chair Gatzke encourages SD ASFMRA members to invite all of their customers to attend this excellent seminar to aid improving the knowledge base of the industry. Gatzke reported that he had invited his clients and others he knows that would benefit and the 45 registrants include 15 of those contacts. **Personal invitation works!**

The course should strengthen member relationships with their customers by improving their clients' knowledge on appraisal issues. This seminar will not have any appraiser CE, but it will have Bankers CE. This is an excellent opportunity for you to network with your clients.

The "Administrative Appraisal Review for Non-Appraisers" seminar is intended to provide the non-appraiser--such as loan and credit underwriters, accountants, lawyers, and bank examiners-- insight into the appraisal and appraisal review process. The seminar will cover how the "Dodd-Frank Act" impacts the financial & appraisal industry, touch on USPAP appraisal standards, review the types of appraisal reports, details of ordering appraisals, appraisal licensing, how appraisals are documented and supported, types of appraisal reviews, common errors, and completing administrative reviews.

The seminar instructor will be Mr. Chris Greenwalt, ARA, RPRA, FRICS who is a well-known review appraiser, USPAP review instructor, and active with ASFMRA education and national policy issues impacting the financial and appraisal industry.

The seminar will be held on Tuesday March 13, 2012 at the Sioux Falls Convention Center. Registration Fee is \$99 per student with early registration deadline of March 2, 2012, additional \$10 late fee after March 2nd. Registration fee includes coffee and a snack at break, and a box lunch (including beverage).

Registration information can be accessed below and on the SD ASFMRA website www.asfmra-sd.com.

[Course Description / Registration Form](#)

Education Chair Brian Gatzke may be contacted with questions at Brian.Gatzke@northernplainsappraisal.com.

Instructor Contact Information

You may call or email the instructor with specific questions in advance of class. If you have a specific example or topic to address, feel free to email him.

Mr. Chris Greenwalt, ARA, RPRA, FRICS
Email: chrisgreenwalt@aol.com
Home: 970-353-8596 Cell: 970-744-8868

MENTOR COMMITTEE ASSISTS MEMBERS WITH ACCREDITATION EFFORTS

By Ron Enz, ARA – Mentor Committee Chair

The SD ASFMRA Mentor Committee Functions include:

- Make members and prospective members aware of the opportunity to have a mentor. The mentor would:
 - Provide guidance on education opportunities and goals
 - Consult on appraisal or management related questions
 - Provide assistance and encouragement in making one's way through the accreditation process, if that is a goal.
- Identify associate members who are interested in pursuing accreditation.
- Make personal contact with those members, who are interested, to offer them a mentor.
- Assign mentor to those candidate members, who wish to have one. Assigned mentor to work with and support the candidate member through the accreditation process.

Committee members are Jim Dunlap, Allan Husby, Jerry Hulm, Tom Jass, Jorge Vicuna, and John Widdoss.

The following members have expressed their interest in pursuing accreditation.

AFM – Accredited Farm Manager

- Megan Hammond
- Jackson Hegerfeld
- Troy Swee
- Don Threadgold

ARA – Accredited Rural Appraiser

- Jeff Barker
- Scott Heimes
- John Herrity
- Jay Knuppe
- Ryon Rypkema
- Travis Shaykett

Members having questions regarding accreditation are encouraged to contact Committee Chair Ron Ensz or any other member of the Mentor Committee. Additionally, Accredited members wishing to be a Mentor are encouraged to contact Ensz. The goal is to have Mentors assigned by early summer.

NEBRASKA CHAPTER VISIT THOUGHTS

By Paul Reisch, ARA – Newsletter Editor & Secretary

One of District VI Vice-President Jim Dunlap's responsibilities is to be the communication link between Executive Council and the district area chapters. A key component of this is attending chapter annual meetings.

To show support for Jim and his commitment to this position, the SD Chapter board last fall committed to having a representative ride with Jim on his drive to and from these meetings. With Jim handling the driving and willingness to share a room, meals and time are the cost to the individual traveling with Jim.

I joined Jim for his trip to the Nebraska Chapter annual meeting. Jim spoke at the membership breakfast meeting as the District VP representative.

Along with addressing his VP duties, Jim had a chance to reconnect with 5 Nebraska Chapter members who attended Leadership Institute with him last fall as well as meeting some clients who had been just a phone relationship previously.

He also was part of an appraiser panel with John Childears and Randy Gustafson discussing External Factors in Livestock Appraisals.



The Nebraska Chapter provided good hospitality. It was an enjoyable and educational experience. I would encourage other chapter board members and regular members as well to join Jim on future trips. In addition to supporting Jim, attending other chapter meetings provides the SD chapter with insights on how others do things and provides the individual attending with additional networking opportunities.

Some Thoughts and Observations (Jim shares others in next article):

- Their annual meeting format is three days (noon to noon) with continuing education, a formal evening banquet with awards and recognition the second night, followed with a membership meeting after breakfast the following morning that wraps up prior to continuing education class start at 9:00 a.m. that wraps up at noon.
- Nebraska presents 5-10-15-20-25-30-35-40 year member recognition at their meeting with certificates and chapter plaques for the longer anniversaries.
- They offer three scholarships (\$600 and \$1,000) for students at University of Nebraska. They also have an Outstanding Senior recognition (\$200 award) but had no applicants this year so are rethinking their approach on that recognition. They send a press release to the scholarship winners' hometown paper..
- They provided considerable recognition to companies that were Friends of the Chapter. I assume they provide financial support and also were the source of some of their continuing education speakers.

COMMENTS FROM DISTRICT VI VICE-PRESIDENT

By SD Chapter Member & District VI VP Jim Dunlap, ARA

I just completed the first round of chapter visitations as your newest representative to the ASFMRA Council, as Paul and I are in the process of driving back from the Nebraska Chapter Annual Meeting. I know this does not seem possible, but he unexpectedly asked if I would write an article for this month's edition of our newsletter! So I am making him drive while I respond to his request!!! That made a short drive back from Kearney for me!

I have been very fortunate to be able this year to attend all of the District VI chapter meetings **except** the North Dakota Chapter Annual Meeting. Yours truly chickened out when all the road reports and information available at the time indicated that 200 of the 250 miles to Fargo would be at best, scattered ice. Ice and I do not mix.

However, the North Dakota Chapter was fortunate to have our ASFMRA President, Jeff Berg, who is a ND Chapter member, provide them with information about national events and activities. Shawn Weishaar, ARA, who has membership in both our chapter and the ND Chapter, was installed as ND Chapter President, and I am really sorry I missed it. Sorry Shawn, I think this means I am on the hook for next year, "as you are passing the gavel"...right?

The chapter visitations have been very rewarding, and confirm that District VI is truly blessed with strong, capable members / leaders, and has resulted in good chapter activities that provide our members with good benefits of membership both locally and nationally. All of our chapters conduct business somewhat differently, but this is to be expected. Our two western states, Wyoming & Montana, are composed nearly 100 % with appraisal membership and are "ranch country".

Management in these states seems to be centered upon ranchers that have sold out and are retained by the buyer to "manage the place". This may, however, be a rock we have not turned over in pursuit of new membership....it may be worth some exploration to see if these individuals want to become more than someone who just "keeps the lights on". Currently, these two states are focused entirely on appraisal membership issues, which changes how they conduct business.

As I moved into Nebraska, and of course our own South Dakota Chapter Meeting, the influence of managers on education and issues really changed the focus of these two states. I presume some of the same management / appraisal issues are found in North Dakota, but I will have to report on that next year.

Nebraska membership is more focused on management issues than South Dakota due primarily to the mix of the membership. However, Nebraska provided good insight in how they are approaching education and membership issues from both these elements of our membership that maybe South Dakota can benefit from. The Nebraska Chapter did a super job of offering educational opportunities to both sides of our membership.

DISTRICT VI VP COMMENTS CONTINUED

They also have a banquet and awards night much like what we did when we had combined meetings with the old “Association” in our early years as a chapter. This did provide a focus for them outside their chapter, since they award a member of related agricultural industries a Distinguished Service Award. The man receiving the award admitted that when he was told he was getting that recognition, he really did not know much about the Nebraska ASFMRA Chapter and did some research on them prior to the awards night. It does make one wonder, maybe this is another means of getting influential people in “partner industries” aware of us and what we do! Food for thought!

Nebraska was also extremely active, at least last year, in supporting members wanting to go to Leadership Institute. All who went, me included, could not say enough good things about that experience and what getting a “Washington view” of our impact on the industry means. THIS YEAR MAY BE EVEN MORE MEANINGFUL.

I was able to verify with Lonny Smith that Pioneer has agreed to again provide Advocacy Training to those attending this year’s Leadership Institute. HOWEVER, THEY WILL BE PROVIDING THIS TRAINING TO APPRAISERS AS WELL AS MANAGERS! This is exciting news! When I went to Leadership Institute last year, it was as a manager, (the other half of my business).

I found the Advocacy Training day provided by Pioneer extremely pertinent, not only to meeting the legislative portion of LI’s agenda, but in my business as a farm manager / appraiser. The appraiser side of me says we are not to be advocates, but we need to be advocates of our profession and stay involved nationally and in our states, or we and our industry, will be the losers.

Pioneer has graciously agreed to provide funding of this training to appraisers as well as managers, even though this significantly increases their contribution cost to LI, since it will require more trainers, more video and electronic support and an additional room to for the additional people being trained. These are professional trainers that teach managers and now appraisers how to effectively present their ideas to legislators and media in our “sound bite world”. What an opportunity! We seriously need to thank Pioneer for this contribution to our membership and the benefits to our society!

I was also excited to be part of the Wyoming Chapter meeting. They are partnering with South Dakota this year in providing Range Camp this summer. I got a sneak preview of the location and what will be offered, and it looks great! If you have not gone recently or ever attended, this year looks like it will be exceptional. Range camp is scheduled for June 10-13 in the Gillette, WY area at the P Cross Bar Ranch. Check it out, you will not be sorry you did.

During my visits, I have met many wonderful members, had many good conversations and received good feedback from members across the district. Some of our members have also provided good thoughts of programs and / or potential issues that will need to be discussed at Council for appropriate action. As these occur, I hope to be able to provide these members and chapters with feedback and results of their contribution and questions.

I am your representative, and as such, if there is something I can forward to Council for their consideration be it idea or concern, please let me know. I am very proud of District VI and our contributions to the ASFMRA. Keep up the good work!

MEMBER PROFILE IS TRAVIS SHAYKETT

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

My experience with the education classes I have taken through the Society have been enjoyable and good learning experiences. I attended the sales comparison class in Omaha during the summer education week this last summer. The instructors were very knowledgeable and the material was something that related to what we use every day. Also, the sponsored lunches and dinners were a good time to talk and meet new people, both appraisers and farm managers. I know I will be taking more classes through the Society this summer.

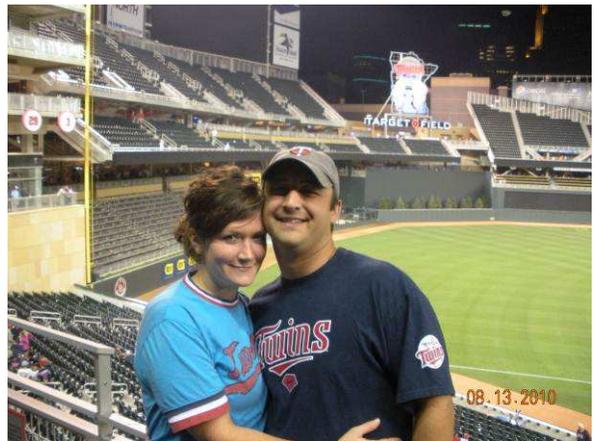
Describe what has led you to becoming a chapter member of the South Dakota ASFMRA and why you remain a member, if a member for a number of years.

What led me to becoming a member is Mr. Gatzke emailing me half a dozen times asking if I wanted to join. The real reason is to become a qualified expert and gain knowledge to become an Accredited Rural Appraiser (ARA). I believe that by being part of the American Society of Farm Mangers and Rural Appraisers helps hold you to ethical standards and allows to you advance your education.

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).

My wife Katie and I have been married for almost 2 years and we have one little girl who is 6 months old. Katie works part time at Horse Power, which is a non-profit therapeutic riding program for individuals with special needs.

Becoming an appraiser has been fairly easy for me as my grandfather started Shaykett Agency in Miller, South Dakota in 1979, which consolidated with Shaykett Appraisal Company the same year, which was started by my father Steve Shaykett.



Describe a few memorable or unique experiences in your life.

My most recent memorable moments are spending time with my family and watching my daughter grow up. I have a lot of memorable moments of riding in the tractor with my grandpa on his farm near Miller or raking hay with my uncle on our family farm by Newell, SD.

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 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.
- **\$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.