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Allan Husby, ARA

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Membership
Paul Reisch, ARA

Social
Craig Sommers

East River Breakfast
Tyler Urban

West River Breakfast
Norm Edwards, ARA

Education
Allan Husby, ARA

Technology
Adam Nelson

SDSU Relationships
Career Days – Jay Knappe
Curriculum – Larry Janssen
Network Event
– Brian Gatzke, ARA
Scholarship - Jay Knappe
Student Involvement- Jesse Ball

Assessors Conference
Terry Leibel

Education Foundation
Mark Elder

Government Relations
Terry Leibel

Appraisal Review & Ethics
Jerald A. Hulm, ARA

Mentor
Ron Ensz, ARA

Kjerstad Member Scholarship
Ron Ensz, ARA

Nominating Committee
Allan Husby, ARA

Newsletter Editor:
Paul Reisch, ARA
www.asfmra-sd.com

SOUTH DAKOTA CHAPTER 8 / 2013
AMERICAN SOCIETY FARM MANAGERS & RURAL APPRAISERS
THE MOST TRUSTED RURAL PROPERTY PROFESSIONALS



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

DATES TO REMEMBER!

Sept 20 - East River Breakfast Meeting - 9 A.M.
Sioux Falls Roll'N Pin

Sept. 25 – SDSU Ag-Bio Scholarship Banquet

October 11 – West River Breakfast Meeting - 9:00 AM
Location TBD

October 11 – Chapter Board Meeting – West River Location TBD

October 16 – SDSU Ag-Bio Career Fair

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

January 16-17–Winter Education & Joint Meeting W/PAASD - Chamberlain

July 13-17 - ASFMRA Summer Education Week – Des Moines, IA

PRESIDENT'S MESSAGE

Wow, where did the summer go! I sure did not get as much done or do enough playing this summer. I had great plans to improve my golf game and do a lot of fly-fishing in the Hills. Well, my golf game is still mostly lousy and I only wet my line twice. I will have to do better next year. Hope most of you were able to meet your summer goals.

This newsletter includes information about the annual meeting to be held in Reno. Be sure to read the part about the Kjerstad Member Scholarships available to help you attend. I plan to attend the meeting and will cheer on Mr. Dunlap when he receives his Accredited Farm Manager certificate.

Please note on the “Dates To Remember”, that the next Board Meeting is coming up soon, October 11th in western SD. I haven't identified a location yet. Your officers and directors will be meeting to conduct, plan and strategize the Chapter's business.

We are always interested in and in fact actively soliciting **member** input. Please take a few minutes to call or email myself or any other officer or director to share your ideas, thoughts or dreams. Whether it is upgrading or enhancing something that we already do or projecting a whole new idea, your input is always welcome.

Wishing you all a great September! Will visit again at the end of the month.

SD CHAPTER 2013-14 COMMITTEE CHAIR & MEMBERS FINALIZED

Committee Chairs and members have been finalized for 2013-14. We thank all chapter members who have agreed to serve in these capacities.

Committee Name	Committee BL = Board Liaison	<i>Responsibilities - Comments</i>
Membership	Membership Paul Reisch – Chair & Board Liaison David Baker Allan Husby Tom Jass Loy Matthes Ted Risty Paul Sickler Craig Sommers Jerry Warmann	<ul style="list-style-type: none"> • Membership Recruitment. • Membership Packets. • Activate Members including committee member. • Promote national meeting attendance.
Social	Craig Sommers –Chair & Board Liaison East River Breakfast Tyler Urban – Chair Jeff Barker - Board Liaison West River Breakfast Norm Edwards – Chair Loy Matthes - Board Liaison	<ul style="list-style-type: none"> • Promote social interaction among membership through social events. • Coordinate social activities including at chapter annual membership meeting and breakfast meeting • Set dates, secure location, plan & set up programs. • Look for and take advantage of opportunities to combine with social events. • Consider programs and social events in other locations besides Sioux Falls and Rapid City.
Education	Allan Husby - Chair & Board Liaison Michael Braun Brian Gatzke Tom Jass Loy Matthes Shawn Weishaar	<ul style="list-style-type: none"> • Develop continuing education opportunities for chapter membership. • Committee Annual Plan and budget. • Surveys to ID Education needs.
Technology	Adam Nelson- Chair Mark Elder– Board Liaison	<ul style="list-style-type: none"> • Maintain chapter website. • 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.

SD CHAPTER 2013-14 COMMITTEE CHAIR & MEMBERS CONTINUED

Committee Name	Committee BL = Board Liaison	Responsibilities - Comments
Public Relations	SDSU Relationships Paul Reisch Chair & Board Liaison	<ul style="list-style-type: none"> To maintain good relations with SDSU professionals
	SDSU Network Event Brian Gatzke - Chair Barb Hegerfeld Jay Knuppe Larry Janssen Paul Reisch Jerry Warmann	<ul style="list-style-type: none"> To promote and develop profession including class visits / presentations and curriculum development. Set date, secure program speakers, arrange location and meal, send invitations to members and SDSU faculty and others, prepare name tags, welcome attendants at event.
	Real Estate / Appraisal Curriculum Development Larry Janssen - Chair Jeff Barker Brian Gatzke Jim Dunlap Paul Reisch	<ul style="list-style-type: none"> Work to develop additional curriculum.
	SDSU Scholarship Jay Knuppe - Chair Larry Janssen Tom Jass Paul Sickler Tyler Urban Jerry Warmann	<ul style="list-style-type: none"> Interact with SDSU Foundation regarding scholarship funds and amount / number of scholarships. Promote scholarship to students. Interview / Select scholarship recipients and involve recipients in the chapter.
	Fall Career Days Jay Knuppe - Chair Jeff Barker Amanda DeJong Troy Swee Paul Sickler	<ul style="list-style-type: none"> Handle registration, develop promotional materials, and man booth at Fall Career Days. Promote interest in appraisal, farm management, and agricultural consulting to students by attending national ASFMRA Summer Education Week opportunity for students and becoming student chapter members.
	Student Involvement Jesse Ball – Chair Jaret Sievers Jesse Ball Tom Jass Troy Swee	<ul style="list-style-type: none"> Coordinate support for students attending Summer Education Week event including transportation. Set up with faculty and speak to Farm Management classes each semester and appraisal classes when taught.

SD CHAPTER 2013-14 COMMITTEE CHAIR & MEMBERS

Committee Name	Committee BL = Board Liaison	Responsibilities - Comments
Kjerstad Member Scholarship	President - Ron Ensz President Elect – Craig Sommers Past President- Allan Husby Treasurer- Paul Sickler Appointed Member- Jerry Hulm	<ul style="list-style-type: none"> • Make determinations of awarding scholarships to qualifying Members.
Nominating	Past President - Allan Husby Appointed Member – To Be Determined Elected Member - John McMahon	<ul style="list-style-type: none"> • Present a slate of nominees for filling board and officer positions.

JIM DUNLAP JOINS AFM RANKS!

South Dakota chapter member Jim Dunlap was one of thirty three class members of the pilot Accelerated AFM / AAC Education program held in January in California. He was one of twenty that were recently notified that they have completed their requirements for accreditation and received their designations.

Jim will be formally recognized at the Reno national meeting in November. Jim is eligible for the Kjerstad Memorial Chapter Member Scholarship available to those attending and receiving their accreditation at a national meeting.

Dunlap earned his AFM designation by meeting stringent requirements in experience and education, in addition to passing rigorous oral and written examinations and abiding by the American Society’s Code of Ethics. Jim achieved this honor 20 years after receiving his ARA designation. Jim told the newsletter editor he would now have to set his next goal for 20 years from now☺!



Jim becomes the first South Dakota chapter member with both AFM and ARA designations.

CHAPTER MEMBERS ENCOURAGED TO ATTEND ASFMRA ANNUAL MEETING

The 84th ASFMRA annual meeting & trade show and Agronomics, Vision 2014 will be held in Reno, NV November 11 through November 15, 2013. This year’s AgroNomics – Vision 2014 offers interaction opportunities for investors and fund managers together with the land management, property valuation, agricultural consulting, and rural land & property sales experts of the American Society of Farm Managers & Rural Appraisers.

This year’s program will also have a strong focus on the latest technology in agriculture. [Trimble Agriculture](#) and [Winehawk Labs](#) will both be making presentations on drones and how they are being used in the agricultural professions.

Continued

ASFMRA ANNUAL MEETING CONTINUED

Education sessions include:

- Best in Business Ethics
- 7-Hour National USPAP Course
- Advanced AgWare Techniques
- Rapid Fire Case Studies – Unique Appraisal Challenges

The event also has:

- Welcome Dinner
- Pioneer Ag tour (Naval Air Station Fallon, Naval Strike Air Warfare Center, Lattin Farms)
- Chapter Officer Workshop
- Board of Directors / Membership Meeting
- Accreditation Ceremony / Awards Presentations
- Trade Show Networking
- Education Foundation Silent & Live Auction Event
- Speakers on Meeting Global Demand Through Innovation in Agriculture, Agricultural Exports to the Pacific Rim: Who Wins and Why, Environmental and Regulatory Issues – A Chesapeake Bay Region Case Study, Technology – The Answers for your Appraisal or Management Business, On-Farm Energy Independence, Social & Environmental Dimension of Farmland Investment, Best Practices for Rural Property Appraisals, Precision Agriculture – Transforming the Crop Cycle, The Pulse of the Global Economy: Impact on the Agricultural Industry, and U.S. Economy and Ag Industry – What will the “Wheat Markets” and what will be the “Chaff Markets”?.

Details on the above and registration can be found at www.asfmra.org. Early registration deadline is October 21, 2013. The meeting is a great educational learning opportunity and provides unprecedented networking with other rural property professionals. All chapter members are encouraged to attend.

Kjerstad Member Scholarship opportunities are available as follows to help with expenses.

- **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.

Chapter members interested in either the first time national meeting attendance or the opportunity for members who have attended in the past should inform President Ron Ensz and Treasurer Paul Sickler by October 14th.

Membership Chair / Newsletter Editor Paul Reich would appreciate being informed by all chapter members who are planning to attend the national meeting.

MEMBER PROFILE IS BRAD JOHNSON

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

I have a B.S. in Business Administration from the University of South Dakota. I joined Johnson Appraisal Inc. in 1993 and bought the company in 1997. I hold a South Dakota and Minnesota Certified General license.

I have performed a large number of residential, commercial, agricultural and industrial appraisals primarily in east central and northeast South Dakota. I've performed a number of condemnation related appraisals for highways and sanitary sewer projects. I also regularly perform court-related appraisals to assist in the settlement of property disputes.

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.

I decided to join the SD ASFMRA in order to become better acquainted with other agricultural appraisers and farm managers in the state as well as have better access to educational and professional opportunities.

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 am deeply engaged in South Dakota water issues and have been chairman of the South Dakota Board of Water and Natural Resources for the past eight years. I also am a member of the Lake Kampeska Water Project District and a past eight-year member of the Watertown City Council. I write a weekly Saturday opinion column on the editorial page of the Watertown Public Opinion. I spent 11 years in the newspaper industry in Colorado prior to becoming an appraiser. I had served as Deputy City Editor at the Colorado Springs Gazette Telegraph as well as being editor of the Summit Sentinel in the Summit County ski resort communities and I served as editor of the Daily News Press in Castle Rock, CO. I enjoy hunting, fishing, sail-boating, writing and most any outdoor activity.

Describe a few memorable or unique experiences in your life.

I was the first reporter on the scene of the Keystone Teller Lift ski accident on Dec. 14, 1985. It was one of the worst ski lift accidents in skiing history. The bull-wheel which pulls the lift cable around fell off sending shockwaves down the fully loaded lift launching skiers more than 60 feet into the air. Forty-nine people were seriously injured and two later died. Five helicopters responded ferrying injured skiers to hospitals throughout Colorado. I arrived on scene within 10 minutes of the accident happening and won a National Newspaper Photography award for my photo-coverage of the aftermath.

I also had a one-on-one interview with Muhammad Ali in the early 1980s when his Stutz Bearcat broke down in Silverthorne, CO, as he traveled on Interstate 70. A caller to the newspaper said Ali was at the local Chevron station and I thought it was a prank but went to check it out. There was no activity in the parking lot and upon entering the station I found only one attendant. I asked if Ali was there and he motioned me to the service bay where Muhammad Ali, his secretary and the mechanic were talking. Ali was very gracious and accommodating and feigned boxing with the mechanic so I could take pictures for the newspaper. Because of the time it would take to repair the car, he agreed to go over to the local school to meet with students.



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.