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**SOUTH DAKOTA CHAPTER** 2 / 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!**

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

May 7 – Chapter Board Meeting - Brookings

May 8 – SDSU Network Event – Brookings

May 30 – State Assessors Conference Banquet – Pierre

June 25-28 – Joint Range Camp (Montana / South Dakota / Wyoming)  
Camp Needmore near Ekalaka, MT

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

Sept. 8-12 - Leadership Institute – Washington, DC

Nov. 11-15 – 84<sup>th</sup> ASFMRA Annual Meeting – Reno, NV

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

**PRESIDENT'S MESSAGE**

It seems February flew by rather quickly and spring is just around the corner. Many of you across the state encountered snowstorms during February; however, much of western South Dakota missed out on all of the storms and the needed moisture. Most would prefer a good wet snowstorm in March or April but would like to get the pump primed for good spring moisture.

Legislative Update: Terry Leibel registered as a Lobbyist for the SD Chapter in the event legislation came up that needed our attention. The Chapter took a position of support to Senate Bill 60 that was submitted by the SD Appraiser Certification Program relating to definitions regarding appraisals. Leibel testified once and will testify again on this bill.

The Chapter took a position of opposition to Senate Bill 179. The bill was “An Act to provide for a uniform county drainage permit application form and to remove the maximum limit for drainage permit fees”. The bill was opposed by many SD farm groups and the bill was defeated. We decided to not have Leibel testify against this bill, however, I am aware of several Chapter members contacting the legislators opposing this bill. This issue may resurface again.

It was suggested to possibly develop an informational seminar on this topic. This mostly affects eastern SD; however, there has been significant tiling in the Belle Fourche Irrigation District over the last couple of years. Thank you to Terry Leibel for agreeing to be the voice of the Chapter for this legislative session.

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## **PRESIDENT'S MESSAGE CONTINUED**

Articles in this newsletter reveal several Chapter members have been busy with meetings and classes at SDSU. Thank you to those involved for spreading information about the SD Chapter and the appraisal and farm manager professions.

Take advantage of the East River and West River breakfasts in March. These are always a good way to network with your fellow appraisers and farm managers and to share information and stories.

I am happy to report we approved another \$500 scholarship for one of our new members from the Kjerstad Scholarship Fund. New member Patrick Wyatt attended A101 in Denver last week.

## **CHAPTER MEMBERS NAMED TO ADVISORY COUNCIL**

Allan Husby (general certified appraiser position for eastern SD) and John McMahon (financial institution appraiser position) have recently been named to the SD Appraiser Advisory Council. Allan and John have accepted the positions previously held by Jim Dunlap and Craig Sommers.

The role of the Appraiser Certification Program Advisory Council is to provide recommendations to the Secretary of the Department of Labor and Regulation in the areas of program administration in order to sustain a program that is consistent with Title XI.

## **APPRAISAL RELATED CURRICULUM DISCUSSION HELD IN BROOKINGS**

On February 20<sup>th</sup>, chapter members Jesse Ball, Brian Gatzke, Jay Knuppe, and Paul Reisch enjoyed lunch with Economics Department Head Eluned Jones, Rural Real Estate Appraisal class instructor / chapter member Larry Janssen, and Rural Real Estate Appraisal class instructor / Interim Plant Science Department Head Doug Malo.

Eluned joined South Dakota University in the summer of 2012. She had previous academic experience at Virginia Tech and Texas A&M. Eluned has worked with ASFMRA members in the past and is familiar with the Texas A&M Real Estate Center and their programs related to appraisal. Paul provided her a short history of the chapter's relationship with South Dakota State University and the current chapter activities related to SDSU.

Larry and Paul brought the group up to date with some of the past discussions and efforts to develop additional real estate and appraisal curriculum at SDSU. The group also discussed the Appraisal Foundation University Graduate and Undergraduate Review Program.

Eluned shared that the University was currently discussing the establishment of a Center for Agri-Business and Food Systems. She explained how this could provide synergy to further the expanded real estate and appraisal curriculum interest of our chapter members. She also shared that while at Virginia Tech, the university had a FIRE (Finance, Insurance, Real Estate) student club. She is exploring that concept for SDSU. This could be a vehicle for expansion of the chapter's student involvement initiative.

As a first step in the expanded curriculum process, Brian and Paul plan to meet again in March with Larry to identify a specific appraisal / real estate class that could be presented to the university to be offered in the off year between the every other year Rural Real Estate Appraisal class. The goal would be offering of this course for the spring semester 2014.

## **CHAPTER MEMBERS DISCUSS APPRAISAL PROFESSION WITH SDSU STUDENTS**

At the invitation of SD ASFMRA academic member Larry Janssen, Membership Committee Chair Paul Reisch, SDSU Relationship Committee Chair Jay Knuppe, and Student Involvement Committee Chair Jesse Ball spoke to the Rural Real Estate Appraisal class at South Dakota State University on February 20<sup>th</sup>.

Paul Reisch gave the students information regarding both the opportunities in the appraisal profession and some of the challenges for entry. He discussed regulation of the profession including the education and experience requirements.

Paul also provided the class participants with an orientation of ASFMRA, both nationally and as a chapter including the benefits of membership. He addressed the student membership opportunity at no cost to the student.



Jay Knuppe shared the SD ASFMRA scholarship opportunity with the students and how they could access the application. The 2013 scholarship application deadline is March 17<sup>th</sup>.



Jesse Ball communicated the ASFMRA Summer Education Week opportunity for students on Sunday July 14, 2013 in Omaha. Students have the opportunity to learn more about the farm manager, appraiser, and consultant professions, network with potential employers, participate in mock interviews, and attend a Monday class to get a feel for the education.

The national ASFMRA is covering lodging cost for the first 60 students registered and the SD Chapter has budgeted for transportation costs. Jesse urged the students to take advantage of this opportunity.

Paul Reisch ended the presentation by urging students to complete the provided member applications if they had an interest in further investigation of the farm manager, rural appraiser, and agricultural consultant professions.

In conversations with Paul, Jay, and Jesse after the presentation, three students expressed strong interest in both membership and attending the Summer Education Week event in Omaha.

## **CHAPTER MEMBERSHIP UPDATE**

We welcome three new members who have recently joined our chapter!

New associate member Barb Hegerfeld has recently begun her appraisal career and will be working with Brian Gatzke, Northern Plains Appraisal, in Brookings.

New associate member Patrick Wyatt currently lives in Colorado Springs, CO and is working with his father Russell Wyatt, Wyatt's Real Estate and Appraisal in Hot Springs, SD.

Philip Mueller lives in Ames, IA and has been an affiliate member with the Iowa Chapter. Philip is a Farm Management Account Manager for Monsanto. In 2012, he was given Farm Management responsibilities for east of the Mississippi River. Philip attended our January chapter meeting in Chamberlain and has recently expanded his affiliate membership to our chapter.

We lost two retired members at the end of January who chose not to renew. Summary of Current 65 Members:

3 Academic	2 Student	5 Affiliate	3 Partner	1 Honorary
12 ARA – 1 retired	5 AFM	34 Associate – 31 appraisers / 3 farm managers		

## **COMMENTS FROM DISTRICT VI VICE-PRESIDENT**

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

Paul asked me to give him an article on District VI Chapter visits and report on what is happening in our neighboring chapters. In a short sentence...a lot is happening in our neighboring chapters!

This year I was only able to attend three of the five chapter meetings, Montana, Nebraska and South Dakota. I had schedule conflicts with the Wyoming Chapter and the airlines messed up my attendance at the North Dakota meeting.

All chapters visited, and particularly the Nebraska Chapter, had multiple members attend Leadership Institute. The report from attendees was very positive! Everyone was particularly excited about the "Advocacy Training" provided by Pioneer to both managers & appraisers for the first time this year. The training was felt to be particularly timely in our "sound bite" world.

Montana will be hosting range camp this year with adjoining chapters June 16-18. Many of their members talked about not only the chance to get good, interesting continuing education hours, but the networking and comradery had by all attending was a definite plus.

As I stated last year, District VI is blessed with good, strong chapters that not only have very capable leadership, but our members are willing to step up to the plate and work for either the chapter or our national society in the volunteer work necessary to a successful professional organization. All chapters visited have continued to provide scholarships to university students pursuing farm management or an appraisal type curriculum.

However, appraisal at the present time is a bit limited by the lack of university courses and lack of a college education path for appraisers approved by the Appraisal Qualifications Board, (AQB). With new requirements that persons pursuing an appraisal license MUST have a college degree, all chapters are well aware of what this will do in the future to the appraisal industry.

Continued

**DISTRICT VI VICE-PRESIDENT CONTINUED**

No student will want to come out of college with a degree, (and debts), to spend more money and time for another 300 hours of appraisal education, plus have a mandatory 3 years of apprenticeship before getting their Certified General License from the State to be an agricultural or commercial appraiser. This will certainly affect how many appraisers are available to the industry and does not bode well for the near term, as baby boomer appraisers continue to retire.

Our state chapters are all involved at some level in attempting to get the universities to offer an appraisal minor or a business/real estate degree with an emphasis in appraisal so students can get out of college with most of the course work needed for appraisal licensing being recognized in their degree.

It appears the University of Northern Iowa has been successful in getting the AQB, to approve their BA of Real Estate Degree as completing all course work requirements for Certified General license, except the 15 hour USPAP Course and 18 hours of Market Analysis and Highest & Best Use. This may provide a path for other universities to follow Iowa's success with their program. This is the goal of all the chapters in the district who are currently working with their state university system. It takes member commitment and time, but will certainly help our profession continue to thrive.

Another area all chapters visited are presently involved with is our summer education week and the Young Professional Network. All are continuing TO urge or send students and some faculty to SEW. I visited with each chapter about our focus in membership recruiting, and the age breakdown of our current membership. All chapters heard or saw these statistics:

<u>Category</u>	<u>% ASFMRA Mbrs</u>	<u>% Population</u>	<u>Population</u>
Gen Y-Age 18-35	14%	33%	76 Million
Gen X-Age 36-48	18%	22%	50 Million
Baby Boomers-Age 49-67	58%	34%	77 Million
Mature Members Above 68	10%	11%	24 Million

It is easy to see from these statistics where our efforts need to be focused for the long term viability of our professional society. Obviously, as baby boomers continue to retire, we will depend upon Gen X and Gen Y membership increases to sustain our profession and the ASFMRA. As these statistics indicate, our penetration of the smaller Gen X population is pretty good. However, GenY, of which a large number are still in college, is where we need to focus both as chapters and as a national organization.

All chapters were challenged to not only actively work toward seeking members from these age brackets through SEW, and working with our universities, but also to become more aware of potential changes needed to attract and retain these new members. This are the same challenges each of us have in the conduct of our business as an appraiser, farm manager or consultant. Our industry and the work force is changing, requiring adjustments to our businesses and ASFMRA to remain successful and thriving.

I am very pleased with chapter member feedback about ASFMRA education, networking, SEW and Annual Meetings. Most seem to value these opportunities, and more of our membership is utilizing the national web site and newsletter information in keeping abreast of what is happening in our industry. 2013 seems to be shaping up to be another great year for our chapters and ASFMRA. As your district representative please feel free to contact me with any concerns or information you would like brought to the council's attention.

## **MEMBER PROFILE IS JARET SIEVERS**

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

Prior to starting my employment with Farm Credit Services of America as an Appraisal Sales Specialist in 2012, I had very little experience or education in the appraisal profession. During the past year, I completed several appraisal courses with ASFMRA and the Appraisal Institute, and I hope to complete the remaining courses and accumulate the required experience hours needed to become a State-Certified General Appraiser over the next few years.



**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 have only been a member of SD ASFMRA for less than 2 years. Initially, I joined the chapter to learn more about the appraisal profession and make contact with potential employers with the hopes of landing a job someday. I would have to say that becoming a member of the chapter has worked out pretty well for me!

**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 was born and raised in Albert City, IA, which is a small town about 90 miles east of Sioux City. My family raised corn, soybeans, and hogs on our family farm near town. My father was a high school agricultural teacher and FFA advisor, so needless to say I was very active in farming, 4-H, and FFA while growing up.

I attended South Dakota State University (Go Jacks!) and graduated with a biological sciences degree. In January of 2012, I began working as an Appraisal Sales Specialist with Farm Credit Services of America in Sioux Falls. Prior to working in the appraisal profession, I spent 5 years working as a private lands biologist for the state of South Dakota. When I'm not in the office, I enjoy watching movies and football, fishing, and pheasant hunting with my 9-year old Weimerener.

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

I am about to have a memorable experience in a few months. My wife, Emily, and I are expecting our first child in May (a baby girl)!

Other memorable experiences include a vacation to the Caribbean island of St. Lucia a few years ago. While in St. Lucia, I was able to go deep sea fishing in the Atlantic Ocean and snorkel along the coral reefs in the Caribbean Sea. I also had an opportunity to observe agricultural practices in St. Lucia. From what I could tell, the local ranchers allowed most of their livestock (goats, horses, and chickens, etc.) to roam freely all over the island! I would love to go back again someday to take a tour through a banana plantation and explore the rugged mountainous part of the island.

## **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.

# 2013



**Can you identify this plant? Is it a positive or negative in a domestic grazing system? What are some other values of the plant?**

If you want to learn about Montana's number one natural resource, rangeland, the answers to the above questions and many more will be discussed at the 2013 Ag Lenders Range School, June 26-28, 2013.

This year's school will be based at Camp Needmore near Ekalaka, MT. Educational activities will take place on area ranches and will feature plant ID, range site ID, a tour of the Dugan Fire, improved pasture management, and noxious weed management. We will also have an opportunity to view an antique tractor collection and visit the Ekalaka Museum.



This inexpensive learning experience (\$200 for 3 days of meals and refreshments) is filled with fun and the great outdoors. Both Farm Land Appraisers and Realtors can earn certification credits at the school.



You will have the ability to camp with us on site, or stay at a motel in town. Cabins with beds, along with restrooms and showers are all available at the camp. Send in your reservation today or contact any of the directors listed at the bottom of the page for more information.



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