

Officers:
President
Ron Ensz, ARA

President-Elect
Craig Sommers

Secretary
Paul Reisch, ARA

Treasurer
Paul Sickler, AFM

Past President
Allan Husby, ARA

Directors:
David Baker (2015)

Jeff Barker (2016)

Mark Elder (2016)

Terry Leibel (2014)

Loy Matthes, ARA (2016)

Committee Chairs:
Membership
Paul Reisch, ARA

East River Breakfast
Tyler Urban

West River Breakfast
Norm Edwards, ARA

Kjerstad Member Scholarship
Ron Ensz, ARA

SDSU Relationships
Jay Knappe

Student Involvement
Jesse Ball

Assessors Conference
Terry Leibel

Education Foundation
Mark Elder

Government Relations
Terry Leibel

Technology
Adam Nelson

Education
Allan Husby, ARA

Mentor
Ron Ensz, ARA

Social
Craig Sommers

Appraisal Review & Ethics
Jerald A. Hulm, ARA

Scholarship Fundraising

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

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

1 / 2013



*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

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 – 84th ASFMRA Annual Meeting – Reno, NV

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

PRESIDENT'S MESSAGE

First, thank you to those who voted for me to be the new President of the Chapter. As I stated in Chamberlain, the polling data indicated a close election between me and anyone at large. All kidding aside, thank you for giving me the opportunity to be the "point guy" of this fine group for the next two years. We had a good group at the annual Chapter meeting and we had a lot of fun. More information on the annual meeting follows in the newsletter. Look for the special award to Brian Gatzke.

A little history, I met with Jerry Kjerstad, ARA, deceased, and Art Clapp, ARA, just short of eleven years ago. I had known Jerry for many years as he was my boss at Farm Credit Services for a short period of time in the late 1980's. Art Clapp is from Connecticut and was working on an appraisal project with Jerry. I visited with them about the appraisal profession and opportunities and whether or not I may fit into the profession. Both were very positive and excited about the future of the appraisal profession.

Kjerstad offered to be my supervisor/mentor under one condition. ...I was to become a member of the ASFMRA and I was to pursue the Accredited Agricultural Appraiser (ARA) designation.

I completed all of the education and experience and then, with the help and encouragement of some of my Chapter friends, especially John Widdoss, I was able to get my demo report passed and I received my ARA designation in the fall of 2008 in San Antonio, Texas at the national meeting. Regretfully, Jerry Kjerstad passed away in 2006 and did not see me meet the challenge he laid out in 2002.

At the meeting in Chamberlain, "our own" District Vice President, Jim Dunlap, gave a report on the ASFMRA. The biggest highlight, in my opinion, was the decreasing "average age" of the membership. We are seeing young professionals joining the appraisal and farm management ranks across the country and we definitely see it in our SD Chapter.

Continued

PRESIDENT'S MESSAGE CONTINUED

We offer our support to our younger members in many ways to include access to accredited mentors as well as some financial incentives. Through the Kjerstad Memorial Scholarship Fund, our chapter is paying for the first ASFMRA education course towards accreditation. In the last couple of years, we have had several take advantage of this opportunity and another new member just took advantage of this benefit in January 2013 by attending the 301 Cost Approach course in Kentucky. He missed our Chamberlain meeting due to this conflict.

During my tenure on the board, my predecessors, former Presidents Rucker, Jass and Husby, have put our Chapter in a good position financially and we will strive to maintain that strong position. My goal for the Chapter over the next couple of years is to support and provide valuable services to existing members but especially our younger members. We need to provide measurable benefits.

I also want to challenge us "older appraisers" to consider being a mentor to the younger generation. I know Brian Gatzke is going to mentor a young woman and I am also considering mentoring a young woman. One of our oldest members, Russell Wyatt, is presently mentoring a young man, his son Wyatt, at this time.

I look forward to the next couple of years being more involved with the members of this Chapter. Please contact me anytime on whatever media you prefer....phone, email, texting.....sorry, I do not do facebook (yet)!

PS. I will be working on Committee assignments in the near future.

CHAMBERLAIN ANNUAL MEETING HAS GOOD ATTENDANCE

Twenty five members and two guests / prospective members were in attendance for the chapter annual meeting on Thursday evening January 17th.



Prospective Members present at the meeting were Philip Mueller and Kayla Suther.

Members present were David Baker, Jeff Barker, Michael Braun, Jim Dunlap, Ordean Eddy, Ron Ensz, Brian Gatzke, Scott Heimes, Dan Hilgenkamp, Jerry Hulm, Allan Husby, Larry Janssen, Tom Jass, Terry Leibel, Loy Matthes, Paul Reisch, Ted Risty, Ron Rucker, Paul Sickler, Jaret Sievers, Craig Sommers, Troy Swee, Tyler Urban, Jim Vietor, and Russell Wyatt.

Continued

CHAMBERLAIN ANNUAL MEETING CONTINUED

Membership grew in 2012 from 60 to 63 members:

3 Academic	4 Affiliate	2 Student	3 Partner	1 Honorary
12 ARA (1 retired)	1 RPRA (retired)	5 AFM	32 Associate – 29 appraisers / 3 farm managers	

About twenty member prospects have been identified with five to six likely.

Nominating Committee Report & Elections: Nominating Committee Chair Tom Jass presented the committee's report. Chapter members approved the nominations and elected the following:

President – Ron Ensz
President Elect – Craig Sommers
Secretary – Paul Reisch
Treasurer – Paul Sickler
Board Member – Jeff Barker
Board Member – Mark Elder
Board Member – Loy Matthes
2014 Nominating Committee – John McMahon

Allan Husby stated it had been an honor to serve. The past two years had mostly good things, a few challenging issues. Allan mentioned 2012 highlights were Leadership Institute attendance and participating on a Chapter workshop panel at the national meeting in Indianapolis.

Allan was able to communicate effective chapter processes relative to mission statement, monthly newsletter, and East River / West River breakfast meetings. It was gratifying to receive positive feedback from others and gave him pride in our chapter.



2013 Chapter President Ron Ensz stated his first priority in the near future would be to get committees lined up with a new Education Chair the highest priority. Ron thanked Allan Husby for his service and presented a plaque to him from the chapter in recognition of his service as President the past two years.

After the meeting, members continued network activities with chapter and PAASD members at the joint pizza social.

BRIAN GATZKE RECEIVES OUTSTANDING SERVICE TO SD CHAPTER AWARD

At the January 17th annual membership meeting President Allan Husby presented Brian Gatzke with the "Outstanding Service to SD Chapter" award.

The chapter board approved this award in May 2009 with the board making recommendations of recipients at the fall board meeting with the President making the final selection. It is at the President's discretion whether to give the award and to make the selection.



Under Brian's leadership, the Education Committee provided several unique education opportunities for chapter members in 2012 as well as for South Dakota bankers and attorneys. Brian's chapter involvement has also included:

- Chapter Board member in 2008
- Chapter Treasurer in 2009-2011
- SDSU Relationships Committee member for several years with special emphasis on helping with appraisal class and SDSU Network Event.

This quality and meaningful plaque is a prestigious and meaningful honor to a deserving member. It is an award that recognizes deserving chapter members for outstanding service.

Past recipients were Loy Matthes in 2010, Paul Reisch in 2011, and Jim Hollenbeck in 2012.

EVER WONDER

Why the sun lightens our hair, but darkens our skin?

Why women can't put on mascara with their mouth closed?

Why don't you ever see the headline "Psychic Wins Lottery"?

Why is "abbreviated" such a long word?

Why is it that doctors call what they do "practice"?

GOOD TURNOUT FOR CHAMBERLAIN EDUCATIONAL OFFERINGS!

Education offerings at Chamberlain had good attendance with 33 registrants (23 members) attending the Income Approach seminar and 28 registrants (18 members) attending The Valuation of Intangible and Non-Financial Assets seminar.

Instructor Richard Gilmore ARA, FRICS, MRICS kept participants engaged with thought provoking perspectives.



The Income Approach seminar:

1. Reinforced the concepts of the Income Approach and its application to the overall appraisal and valuation process.
2. Introduced improved techniques for estimating the value of income-producing rural property by converting anticipated benefits into value.
3. Provided tools to enhance and provide sources to understand complex purchase agreements, lease agreements, and various income based contracts.

The Valuation of Intangible and Non-Financial Assets seminar helped attendees:

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. Recognize and understand inventories, accounts receivables and intangible assets.
7. Understand the process of estimating and measuring the value of different borrowing bases.
8. Better understand and become knowledgeable of legal and servicing issues.

EVER WONDER

Why is lemon juice made with artificial flavor, and dishwashing liquid made with real lemons?

Why is the man who invests all your money called a broker?

Why is the time of day with the slowest traffic called rush hour?

CHAMBERLAIN EDUCATION CONTINUED

During the Thursday lunch attendees heard presents from Audrey Nelson, CG, SD Department of Transportation and Larry Janssen, SDSU Economics Professor.

Audrey addressed Real Estate Acquisition and Contracting for Appraisal Services with the Department of Transportation covering:

- Valuation and processes under Uniform Act for DOT work,
- Differences in standard and value compared to lending and real estate owner work,
- Before and After Appraisal Method.
- Damages and Special Benefits, and
- Appraisal Review



Larry addressed the SD Land Value / Rental Survey covering:

- Survey process, content, and primary users,
- 20120 value and rent trend highlights,
- Reasons for purchasing and selling,
- Review of longer term trends, and
- Future trends depend upon fundamental factors of interest rates, Federal Reserve policy, export / import conditions, energy prices, and technology changes.

EVER WONDER

Why isn't there mouse-flavored cat food?

Why didn't Noah swat those two mosquitoes?

You know that indestructible black box that is used on airplanes? Why don't they make the whole plane out of that stuff?!

Why don't sheep shrink when it rains?

Why are they called apartments when they are all stuck together?

If con is the opposite of pro, is Congress the opposite of progress?

If flying is so safe, why do they call the airport the terminal?