

**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

Social  
Craig Sommers

East River Breakfast  
Tyler Urban

West River Breakfast  
Norm Edwards, ARA

Education  
Allan Husby, ARA

Technology  
Adam Nelson

SDSU Relationships  
Network Event  
– Brian Gatzke, ARA  
Curriculum – Larry Janssen  
Scholarship - Jay Knappe  
Career Days – 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](http://www.asfmra-sd.com)

**SOUTH DAKOTA CHAPTER** 6 / 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!**

July 11 - West River Breakfast Meeting – 9 A.M.

Rapid City Marlin's Roadhouse Grill

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

July 25<sup>th</sup> - East River Meeting –11:30 A.M. Dell Rapids Pizza Ranch in conjunction with Hefty Field Days (see separate article for details)

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

Sept. 18 or 25 – SDSU Ag-Bio Scholarship Banquet

October 11– Chapter Board Meeting – Rapid City

October 16 – SDSU Ag-Bio Career Fair

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**

I wish a patriotic 4<sup>th</sup> of July greeting to all of you. The Black Hills Roundup sets the stage for the 4<sup>th</sup> of July celebration in Belle Fourche with a parade the morning of the 4<sup>th</sup> with lots of horses and rodeo queens and contestants and a PRCA rodeo in the afternoon. We typically have a “fly-over” by a B1-B Lancer bomber from Ellsworth Air Force Base on the 4th but due to the sequester I don't think they will make it this year.

I will again usher at the rodeo on the Fourth as it is a fun couple of hours as we get people from across the United States and numerous countries attending the rodeo and I get a chance to visit with them. Visitors enjoy the open country of western SD and the Cowboy heritage. If you like rodeo and fireworks then you should be in Belle Fourche on the 5<sup>th</sup>. Ah well, enough of promoting the Black Hills Roundup. I know many communities have celebrations during the 4<sup>th</sup> of July.

My “Grampa Ensz” was born on the fourth of July and he made sure all of his grandkids enjoyed “firecracker day” as we used to call it. We always celebrated at their farm and he gave each of us a bean can about two-thirds full of firecrackers. Back then, we lit firecrackers one at a time and not the whole pack like most kids seem to do these days and we usually ran out by the time it got dark and then watched the “big stuff” that the older cousins set off. Just good childhood memories.

Not sure what your world looks like these days but our area looks GREEN! Grass is growing and hay is being put up and dams are overflowing.....what a difference a year makes.

Not much “meat” to my message this month. Enjoy the 4<sup>th</sup> and Summer.

## **CHAPTER MEMBERSHIP UPDATE**

We welcome Keith Newman and Jason Vaith as our newest members! Jason has been a real estate / chattel appraiser with Farm Credit Services of America in Pierre since January 2, 2013. Keith has been a real estate / chattel appraiser with Farm Credit Services of America in Rapid City since February 4, 2013. Both Jason and Keith have recently obtained their state registered appraiser license.

Summary of Current 70 Members:

3 Academic	5 Student	5 Affiliate	3 Partner	1 Honorary
12 ARA – 1 retired	5 AFM	36 Associate – 32 appraisers / 3 farm managers		

## **EAST RIVER MEMBER MEETING IN CONJUNCTION WITH HEFTY FIELD DAY**

**By East River Breakfast Chair Tyler Urban**

The July East River Meeting will be held in conjunction with the Thursday July 25<sup>th</sup> Hefty Field Day. The Hefty Field Day starts at 8 a.m. and runs through 7 p.m. and is a free event.

The event will have different demonstrations and seminars during this time period with several guest speakers, new technologies discussed, and field demonstrations of tiling. Brian and Darren will give their take on their plots and many of the new traits and herbicides that you will see on their farm. They will also have all the equipment they farm with on display. One new section of the field day will feature a Brian vs. Darren showcase. Which brother can produce higher yielding crops in the same soil side-by-side? There is not currently an agenda with a set list of times set up.

More specifics can be found at <http://www.agphd.com/ag-phd-events/ag-phd-field-day/> including directions and a link to register under the Ag PHd Event heading. You should register if you plan to attend.

A room has been reserved for a group lunch at the Dell Rapids Pizza Ranch at 11:30 a.m. Members can take in as much of the event or as little of the event as they want around this lunch meeting time.

This should be a great opportunity to listen to and visit with many experts in their respective fields. I hope members will find this of value.

An e-mail will be sent to East River members in mid-July to remind them again of the event and provide directions to Hefty Field Day and Pizza Ranch.

## **GET WELL WISHES TO JIM DUNLAP**

Jim has been battling some nerve issues in his back for the past couple of months. He is scheduled for back surgery on July 2<sup>nd</sup> to hopefully provide some relief to the pain. Our prayers and wishes for a successful surgery and recovery are with you Jim.

## **KJERSTAD MEMBER SCHOLARSHIP OPPORTUNITY FOR LEADERSHIP INSTITUTE**

One of our Kjerstad Member Scholarship opportunities relates to Leadership Institute.

**\$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>.

President Ron Ensz has decided he will not be attending in 2013 and no board members have expressed interest **so this opportunity is available for a chapter member.**

Thanks to sponsor, DuPont Pioneer, the advocacy / media training will be available to both managers and appraisers once again this year. This valuable training will help one become more articulate on issues and give your speaking skills a huge boost.

Take advantage of this unique opportunity to enhance your leadership skills and gain useful tools you can apply to your professional life. Get a birds-eye view of your government in action. Tuition to attend is \$795, your airfare to Washington, DC and back, plus any incidental expenses and meals not covered by the Institute. Your tuition includes a shared sleeping room. If you desire a private room, delegates are required to pay the additional costs for the nights you stay.

Schedule: Managers / Consultants: September 9-13, Appraisers: September 8-12.  
Registration Deadline & Cost: Received on or before August 6, 2013: \$795.

There is more information available on the national website [www.asfmra.org](http://www.asfmra.org)

**Please let President Ron Ensz ([ensz@rushmore.com](mailto:ensz@rushmore.com)) know if you have an interest in attending. Slots for appraisers are limited so we would like to know and get registration processed, if we have interest, as soon as possible.**

## **SD CHAPTER CONTINUES PRESENCE AT ASSESSORS CONFERENCE**



Committee Chair Terry Leibel participated in an Ag Land Panel Discussion at the South Dakota Association of Assessors Organization Conference held May 28-31 in Pierre. Terry reported:

“There were six of us on the panel discussing possible changes in the current Ag Land Assessment.

Specifically, Highest and Best Use versus Actual Use, how to handle perpetual easements and their effect on land values, and drain tiling.

The members on the panel included Trevor Cramer, assessor from Faulk County, who moderated the discussion; Mary Duvall, a state house representative from District 24 consisting of Hughes, Stanley, Sully and Hyde Counties; H Paul Dennert, a former legislature and current Task Force Member; Lyle Perman, a rancher from Walworth County and new Task Force Member; Michael Houdyshell, with the Property Tax Division of the Department of Revenue; and myself.

Continued

## ASSESSORS CONFERENCE CONTINUED

The entire discussion lasted only an hour and a half, thus, time was more limited than I would have liked. The primary topic was on H & B Use versus Actual Use. It was a good (lively) discussion with opposing views. It appears that, with two of the Ag Land Assessment Task Force Members and one current legislature on the panel, that they are probably moving in the direction of going with Actual Use. Of course, the other task force members were not present, but it apparently has been discussed and considered before. The discussion was even livelier when the basic "Productivity System" of assessing ag land versus the "Market Value" system was brought up.

Perpetual easement was discussed briefly, with myself giving a brief opinion on the effects on value. Basically, the point I was trying to get across was that the type of easement and the location (area market) would determine the effects on market value; there is not one standard answer for all situations. For some reason, the majority of the other panel members seemed to believe that there was one answer for all situations, but their views still varied on whether or not values were affected.

Basically, drain tiling was hardly even mentioned with almost no discussion. I think it would have been an even better discussion on all of the topics, if not for the time constraints, but over all I think it was informative for the assessors present."

Terry Leibel also represented the chapter at the South Dakota Association of Assessors Organization Conference banquet that was held on May 30<sup>th</sup>.

The chapter donated two Black Hills Gold watches secured. The watches were presented on behalf of the South Dakota ASMFRA in appreciation of the help that the offices of the Directors of Equalization give us as appraisers with gathering data.

Terry thanked the banquet group for their assistance to our members throughout the year, and invited them to call our members if they thought we could be of assistance in their work.

Terry drew the names of Trevor Abernathie from Pennington County and Sherri Bousquet from Union County. The assessors were very appreciative of our Chapter sponsored gifts of 2 BH gold watches for their raffle / drawing.

Future Assessor Conference Dates & Locations:  
2014: June 8-12 in Deadwood  
2015: June 2-5 in Yankton



## **SEVERAL CHAPTER MEMBERS ATTENDING SUMMER EDUCATION WEEK**

The South Dakota chapter has twelve members planning to attend Summer Education Week in Omaha.

The Education / Program Events include:

- Saturday July 13 - ASFMRA Instructor Workshop
- Sunday July 14 - Finding a Great Professional Career in Rural America program for students, Young Professionals Network Meeting With Special Communications Seminar and Risk Management Seminar
- Monday July 15 Regression Analysis Uses in Appraisal, Technology, Tools, and Apps to Manage Data Overload
- Monday July 15 thru Wednesday July 17 - Ag Land Management 1, Ag Land Management 2, Ag Land Management 3
- Monday July 15 thru Thursday July 18 - General Market Analysis and Highest and Best Use (A290)
- Tuesday July 16 - Excel for Farm Managers, Minerals Appraisal Seminar
- Wednesday July 17 - Marketing Through Mayhem - DTN University "Master Marketing" Short Course, Rural Case Studies 1
- Thursday July 18 – Real Estate Contracts Seminar

The lunch and evening meal social / networking events include Sunday evening opening reception, Monday evening Dinner Cruise on Omaha's only sailing riverboat the River City Star, Tuesday dinner at the Henry Doorly Zoo in the Durham TreeTops Restaurant/Lied Jungle with a 90-foot window overlooking the world's largest indoor rainforest, and Wednesday evening Syngenta homemade barbecue dinner.

South Dakota chapter members known to have plans to attend Summer Education Week:

Executive Council Meeting – District VI Vice President Jim Dunlap

Finding a Great Professional Career in Rural America – Student Involvement Committee Chair Jesse Ball and student members Sara DeClerk and Bronc McMurtry

Farm Management accreditation track courses – Jackson Hegerfeld, Troy Swee, and Don Threadgold

General Market Analysis and Highest and Best Use (A290) – Amanda Dejong, Keith Newman, Kayla Suther, and Jason Vaith

Minerals Appraisal Seminar Instructor – John Widdoss

Social / Networking Events – Barbara Hegerfeld

## **FOURTEEN CHAPTER MEMBERS SERVING ON SDSU RELATIONSHIPS COMMITTEE**

In October 1999, a meeting was held in Brookings that included chapter officers, education committee members, and SDSU representatives to discuss and brainstorm ideas of how chapter relationships with SDSU representatives could be enhanced. It was felt that more could be done in this area in line with the chapter mission of *enhancing our members' ability to succeed in their rural and agriculturally related professions!*

Networking with SDSU representatives improves ability to provide quality education and access to resources that can help members in their daily work. An increased knowledge of the chapter and profession among the students enhances the potential for future entrants into the profession.

Over the next five years, two summer tour events were held out of Brookings, SDSU faculty were utilized for continuing education, the chapter raised funds for the SDSU Scholarship, and the SDSU Network Event was started. We first established the SDSU Relationships Committee in 2005.

Over the past eight years committee activities have been expanded to include Career Days participation, real estate / appraisal curriculum development efforts, speaking to appraisal and farm management classes, and more student involvement in ASFMRA Summer Education Week.

With this expanded activity, we came to realize in the past two months that it was important to have separate chairs and designated committee members for each of the five major responsibility areas. This should better insure a spreading of the workload among different members. Under the previous arrangement, there was a tendency for many of the duties to fall on the person chairing the overall responsibility. The change should allow the overall chair to better delegate tasks to others instead of shouldering a high percent of the duties.

Network Event –With chapter board and committee input regarding possible program speakers, Chair Brian Gatzke will lead the efforts in setting the 2014 date, securing program speakers, arranging the location-meal logistics, and sending e-mail invitations. Brian will receive committee member support:

- Location / Meal Logistics - Barb Hegerfeld
- E-Mail Invitation Additions / Subtractions - Larry Janssen, Paul Reisch, Jerry Warmann
- Name Tag Preparation – Paul Reisch
- Welcome Attendants At Event - Barb Hegerfeld, Jay Knuppe

Real Estate & Appraisal Curriculum – Chair Larry Janssen will lead the efforts to secure Economics Department and SDSU approval for expanded curriculum after committee consensus on selecting desired expanded curriculum. Larry will receive committee member support:

- National ASFMRA Coordination & Support – Brian Gatzke, Jim Dunlap, Paul Reisch
- Curriculum Instructor – Brian Gatzke
- Curriculum Content – Speakers – Presentations – Jeff Barker, Brian Gatzke, Jim Dunlap, Paul Reisch

Continued

## **SDSU RELATIONSHIPS COMMITTEE CONTINUED**

Scholarship – Chair Jay Knuppe will interact with SDSU Foundation in conjunction with treasurer Paul Sickler regarding scholarship funds and amount / number of scholarships, promote the scholarship through chapter website, SDSU Ag-Bio College, and appraisal / farm management classes at SDSU, set up and conduct interviews, and chapter member attendance at the September Ag-Bio Scholarship Banquet. Jay will receive committee member support by having academic, appraiser, and farm manager representation on the scholarship interview committee:

- Academic – Larry Janssen or Jerry Warmann
- Appraiser – Jay Knuppe or Tyler Urban
- Farm Manager – Tom Jass or Paul Sickler

Career Days – Chair Jay Knuppe will register the chapter, secure booth from Denver, develop promotional materials, and set up schedule to man the booth. Jay will receive committee member support by having appraiser and farm manager representation in the booth:

- Appraiser – Jeff Barker, Amanda Dejong
- Farm Manager – Paul Sickler, Troy Swee
- If needed because of schedule conflicts, Tom Jass can be a farm manager backup and Jim Dunlap can be appraiser or farm manager back up.

Student Involvement- Chair Jesse Ball will promote interest in appraisal, farm management, and agricultural consulting to students regarding ASFMRA, SD Chapter Scholarship, Appraisal Profession, and Summer Education Week (SEW) opportunity for students by setting up on campus presentations (farm management classes, appraisal classes, possible other venues) as well as coordinating transportation support for students attending SEW. Jesse will receive committee member support:

- Fall / Spring Farm Management Class Presentations – Tom Jass, Troy Swee
- Appraisal Class Presentations – Paul Reisch
- Other Possible Venues – Jaret Sievers
- SEW Transportation – Jaret Sievers

Thank you to all who have agreed to serve South Dakota ASFMRA on the SDSU Relationships Committee.

Paul Reisch, ARA  
SDSU Relationships Committee Chair

**“When you speak of someone or about someone, you should speak as though they were in the room with you. The ears that you speak to today are attached to the mouth that could relay the message tomorrow.”**

**William ‘Biddy’ Allen**

## **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.