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West River Breakfast  
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Adam Nelson

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

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Terry Leibel

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Terry Leibel

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Ron Ensz, ARA

Kjerstad Member Scholarship  
Ron Ensz, ARA

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**Newsletter Editor:**  
Paul Reisch, ARA  
[www.asfmra-sd.com](http://www.asfmra-sd.com)

**SOUTH DAKOTA CHAPTER** 5 / 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!**

May 30 – SDAAO Conference Banquet – Pierre

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

July 11 - West River Breakfast Meeting – Possible Aerial Photo Program  
may mean change in typical time and location.

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

July 25 - East River Meeting – in conjunction with Hefty Field Days  
<http://www.agphd.com/ag-phd-events/ag-phd-field-day/> is the link to details  
on the field day and also includes directions. More details in June newsletter.

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

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**

Hello everyone. This newsletter covers a lot of information relating to the  
May Chapter board meeting and the SDSU Network Event and does not need  
to be repeated by me.

Finally got some general rains in western South Dakota. Based on news  
reports and visits with friends and family, most of eastern South Dakota also  
received some good moisture with some areas receiving more than needed.  
A rancher friend of mine had consigned 10% to 15% of his cow-calf pairs to  
a sale but with the recent moisture he plans to keep them. I am sure this is a  
common theme among the ranch community in western SD.

I haven't found the time to do more research as far as percentages and such;  
however, over the last two years, it seems a lot of farmers from eastern SD,  
northwest IA and southwest MN are buying land in western SD, especially in  
the Belle Fourche Irrigation District. Additionally, a family from eastern,  
ND has bought several ranch properties in the Faith area for investment  
purposes.

Continued

## **PRESIDENT'S MESSAGE CONTINUED**

I understand the same is happening in eastern SD with farmers from other states buying eastern SD cropland. I have also noticed a significant decline in purchases with IRS 1031 exchanges. I typically analyze sales and use them as needed as I work through my appraisal projects. If I had the time to analyze my sales data to the Nth degree.....I would rather be fishing or golfing.....so don't look for specifics or percentages from me in the near future.

You all have a Great Summer!!!

## **CHAPTER BOARD MEETS IN BROOKINGS**

The SD ASFMRA spring board meeting was held May 7<sup>th</sup> in Brookings at the SDSU Alumni Center. Seven board members were in attendance.

Treasurer Paul Sickler provided a positive financial report. The January 1, 2013 beginning balance was \$17,634.83, and the April 30, 2013 balance was \$22,504.13 showing a \$4,869.30 net income. Winter education net income was \$3,817.06 (\$867 over budget). The Kjerstad Member Scholarship account balance is just over \$20,800.

Highlights not covered in other newsletter articles:

- Kjerstad Membership Scholarship – Newer members John Herrity and Pat Wyatt were provided \$500 scholarships for attendance at first education course that is a part of accreditation track after becoming a new member.
- The 2013 assessor conference will be in Pierre on May 28-31. The supper banquet at which the winners are drawn for the watches donated by the chapter is on May 30. Terry Leibel will also be on a panel for agricultural highest and best use providing input for fee appraisers. The 2014 conference is June 8-12 in Deadwood.
- Education (Husby)
  - Plan for January 2014 education - Do one day on drain tiling regarding positive / negative impacts, governmental issues, and appraiser valuation issues.
  - Plan for January 2015 education. Consider a possible summer tour with North Dakota chapter and a fall Black Hills session with promotion nationally.



## SDSU NETWORK EVENT CONTINUES BUILDING RELATIONSHIPS



Twenty nine individuals gathered on May 8<sup>th</sup> at the McCrory Gardens Education and Visitor Center in Brookings for the purpose of fellowship, networking, and building relationships between the SD Chapter and South Dakota State University.

Those attending from SDSU included:

- College of Ag Bio – Dean Barry Dunn and Associate Dean Don Marshall
- Economics - Eluned Jones, Matt Chang, Lisa Elliot, Michael Miller
- Extension – Nathan Mueller
- Plant Science – James Doolittle
- State Climatologist - Dennis Today

Members Attending:

- Academic Members – Jack Davis, Larry Janssen, Jerry Warmann
- Farm Managers – Mike Cooper, Don Kinker, Paul Sickler
- FCS America Appraisal Staff – Jesse Ball, Scott Heimes, Jay Knuppe, Adam Nelson, Paul Reisch, Craig Sommers
- Fee Appraisers – Michael Braun, Brian Gatzke, Barb Hegerfeld, Allan Husby
- Affiliate Members – Megan Hammond, Jackson Hegerfeld, Phillip Mueller

Chapter Guest: Laura Hegerfeld – Advantage Land

President Elect Craig Sommers welcomed and thanked attendees for coming.



SDSU Relationships Chair Jay Knuppe recognized Monsanto for their sponsorship of the event and introduced the program speakers.

Continued

## SDSU NETWORK EVENT CONTINUED

Philip Mueller, Monsanto Farm Manager/Account Manager addressed three topics:



- “A New Era in Agriculture”
- Integrated Farming Systems
- What is in the trait / developing pipeline with an industry update?

Two previous times in history, corn yields have been double. The last time from 75 bushel to 150 bushel was because of a “New Age in Science”.

A doubling to 300 bushel is needed by 2030 to feed the world population. It will take increasing genetic improvements, knowledge, and technology to accomplish this.

Integrated Farming Systems will arrive in the next 5 to 10 years. Massive genetic information is needed to create the prescription to drive yield on the farm. This includes field scripts with precision seeding and test plots with multiple yield points. It also involves variable rate seeding methodology based upon soil type and normalized yield.

20120 Field Script trials indicate a 5 to 10 bushel performance advantage using these techniques. The Field Scripts are based upon field boundaries, 2 year yield history, and 2 ½ acre soil grid sampling.

Philip indicated that within two to three years there will be planters that can plant multiple hybrids.

It can take 10 to 20 years for a hybrid to go through the Monsanto pipeline from beginning of research to market. Drought Gard corn will be launched this year.



Nathan Mueller - SDSU Crop Variety Testing Coordinator & Extension Agronomist addressed Variety Selection: Information vs. Emotion

Nathan stated that the information shows that in the past 10 years a smaller percent of plantings at the end of the first week of May had higher yields with a higher percent plantings equating to lower yields.

SDSU Extension has 7 test locations for corn and soybeans, more for wheat.

Continued

## **SDSU NETWORK EVENT CONTINUED**

### Influences on Variety Selection:

- Family
- Brand Reputation
- Company Reps
- Loyalty & Comfort
- Advertising

### What does the data show for higher soybean yield in bushels?

- Variety (15)
- Planting date (8)
- Phosphorus fertility (6)
- Crop rotation (4)
- Row spacing (3)
- Seed treatment (2)

Dennis Todey, State Climatologist at SDSU, discussed the 2012 drought and historical / future climate trends. The U.S. Drought Monitor index (<http://droughtmonitor.unl.edu/>) shows drought recovery this spring is location specific.

Dennis asked what is normal for the state historically.

### Putting 2012 in perspective:

- Historical statewide rainfall range is 4 inches to 26 inches.
- 12 to 15 inches was typical in the 1930's.
- There were two years in the 1970's as dry as 2012.
- 2012 was the 25<sup>th</sup> driest on record.

The March-April 2013 will be close to if not the coldest on record.



### Recent Trends:

- Large scale variability recent years and expected in the future.
- Large increases in fall precipitation in eastern Dakotas in past 20 years.
- Longer growing seasons.

### Lessons Learned:

- Dust Bowl droughts can still happen; last one prior to 2012 was 1988.
- ET (crop water use) matters.
- Weather outlooks leave something to be desired; no one predicted the 2012 drought severity on a national basis.

Continued

## **SDSU NETWORK EVENT CONTINUED**

There will be monthly 20 to 30 minutes webinars regarding climate on the 3<sup>rd</sup> Thursday of the month with June 20<sup>th</sup> the next on the schedule.

The state climate website is <http://climate.sdstate.edu>

The event wrapped up with lunch and fellowship.

Chapter members thank SDSU Relationships Committee Chair Jay Knuppe and his committee members for putting together this interesting and informative event.



## **BOARD APPROVES POLICY CHANGE TO CARD / MEMORIAL POLICY**

A policy change was approved at the May board meeting that Flowers and Memorials be addressed by Chapter Officers rather than by action of the full board.

### **SD ASFMRA Card / Memorial Policy:**

A Get Well Card on behalf of the Chapter will be sent in the event of serious illness of member or immediate family member\*.

A Sympathy Card on behalf of the Chapter will be sent in the event of the death of member or immediate family member\*.

\*Refers to the spouse of the member and the parents, brothers, sisters, children, step- children, grandchildren, and grandparents of either the member or their spouse.

Flowers and Memorials will be addressed on a case by case basis by the Chapter Officers.

Chapter Secretary will notify National Office of ASFMRA of member's death.

Through e-mail or newsletter, chapter members will be informed of deaths or illnesses as outlined above, so they can send personal card or e-mail message if they desire.

**It will be necessary for all of our membership to be alert to these personal situations and to notify a Chapter Officer for this program to be successful.**

**(Adopted November 11, 2006)  
(Amended May 7, 2013)**

## **CHAPTER MEMBERSHIP UPDATE**

We welcome Amanda DeJong and Kayla Suther to our chapter! Amanda has been a real estate / chattel appraiser with Farm Credit Services of America in Yankton since November 15, 2012. She recently completed her course work to become a state registered appraiser. Kayla is a state registered appraiser, who works with Braun Appraisals in Langford. Kayla attended our Chamberlain membership meeting and plans to take General Market analysis and Highest & Best Use at Summer Education Week in Omaha.

Summary of Current 68 Members:

3 Academic	4 Student	5 Affiliate	3 Partner	1 Honorary
12 ARA – 1 retired	5 AFM	35 Associate – 31 appraisers / 3 farm managers		

## **COMMITTEE STRUCTURE CHANGES**

A primary driver of the success of our East River / West River breakfast meetings has been the social and networking component of the meetings. Recognizing this, the Chapter Board voted at their May meeting to formally incorporate these functions under the Social Committee.

The Social Committee will:

- Look for and take advantage of opportunities to combine breakfast meetings with social events.
- Consider programs and social events in other locations besides Sioux Falls and Rapid City.

Social Committee Structure:

- Craig Sommers, Chair
  - East River Breakfast – Tyler Urban, Chair & Jeff Barker, Board Liaison
  - West River Breakfast – Norm Edwards ARA, Chair & Loy Matthes ARA, Board Liaison

The SDSU Relationships Committee responsibilities have grown over the years to involve five major responsibility areas. It was decided that setting up formal chairs for each responsibility area would 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.

SDSU Relationships Committee Structure:

- Paul Reisch, Chair & Board Liaison
  - Network Event – Brian Gatzke ARA, Chair
  - Real Estate & Appraisal Curriculum – Larry Janssen, Chair
  - Scholarship - Jay Knuppe, Chair
  - Career Days – Jay Knuppe, Chair
  - Student Involvement- Jesse Ball, Chair

The board decided at the May meeting there was no longer a need for a fundraising committee. Periodic promotion of contributions to the SDSU Scholarship and Kjerstad Member Scholarship will be made through the chapter newsletter. The Chapter Board will assess additional contributions from chapter funds at fall board meetings.

## WEST RIVER BREAKFAST MEETING

We had a good meeting of the members and other interested persons at the Marlins restaurant at the Windmill Truck Stop in Rapid City. After a brief discussion of the politics, religion and weather of the recent past we had a short update on the board meeting results from Ron Ensz and the group.

We then went around and discussed various new developments in the Appraisal Community. In attendance were Ron Ensz, Mark Elder, Russell Wyatt, Perry Beguin and Norm Edwards.

Outside of the interesting banter of recent sales activity and appraisal and goings on in the area that is always interesting and hard to recall, but I think one of the most valuable parts of the meeting and organization some of major ideas that came up are as follows:



- Ron Ensz mentioned board meeting discussion about the Chapter hosting an educational course in 2014 (details being worked out and still looking for suggestions and input).
- The winter meeting was a success netting the Chapter a good return.
- Mark Elder discussed the advancements in Ag Ware and this promoted a discussion of the use of aerial recon to locate and document Sales and comps.
- Russell Wyatt discussed the sales in his area and the recent Lyton Sale in Fall River County and the opening of the Lodge at Angostura (the SDF&W newest recreational feature).
- Perry Beguin talked about recent developments in his area and around the Hills.
- Norm Edwards gave a summary on the recent BLM EIS which is coming out in June.

The Range meeting being put on by the Ag Lenders in Ekalaka Montana is coming up June 25 – 28, 2013.

Billy Etbauer Memorial Statue is being dedicated on June 1, 2013 at the Casey Tibbs Rodeo Park in Ft. Pierre, SD

Respectfully submitted,  
Norm Edwards, ARA



# 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.



Rex Phipps, 557-2201  
Aaron Oxarart, 442-3740  
Llane Carroll, 775-6642  
Karl Drga, 232-5590  
Dan Majerus, 278-8200  
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