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West River Breakfast  
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Adam Nelson

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

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Education Foundation  
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Terry Leibel

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



## **SOUTH DAKOTA CHAPTER**

11 / 2013

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

### **DATES TO REMEMBER!**

#### **2013**

December 12 – West River Breakfast Meeting - 9:00 AM  
Rapid City Marlin's Roadhouse Grill

#### **2014**

January 16 - SD Chapter of ASFMRA Membership Meeting - Chamberlain

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

March 21 - East River Breakfast Meeting - 9 A.M. - Sioux Falls Roll'N Pin

May 9 – SDSU Network Event – Brookings

June 8-12 – SDAAO Conference Banquet – Deadwood in conjunction with  
North Central Regional Association of Assessing Officers (NCRAAO)  
conference

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

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

Oct. 27- Nov. 1 – 85<sup>th</sup> ASFMRA Annual Meeting – Tucson, AZ

### **CHAPTER MEMBER ANNIVERSARIES**

Member	Join Date	Years
Jack Davis	12-21-2001	12
Tyler Urban	12-21-2011	2
Brad Johnson	12-17-2012	1

Thank you for your support!!

**“Any fool can criticize, condemn, and complain, but it takes character and self-control to be understanding and forgiving.”**

**Dale Carnegie**

## **PRESIDENT'S MESSAGE**

Holiday Greetings! Many of you may still be eating cold turkey sandwiches. We are going to some family friends for Thanksgiving so no leftovers for me. I may need to go buy a small turkey and yams and pretend they are leftovers.

I attended the 84<sup>th</sup> ASFMRA National Meeting in Reno the second week of November. The meeting was held in a large casino with several restaurants, several swimming pools, and big hotel rooms with lots of marble flooring. Of course there were card tables, a sports book, money hungry machines, and a craps table. I kinda crapped out and helped the casino offset some of the cost of the marble flooring.

South Dakota had a strong presence at the ASFMRA National Meeting in Reno with ten Chapter members in attendance. I was the voting delegate for the South Dakota chapter and attended the Board of Directors and Business Meeting. The officers and council were also installed at this meeting. The SD Chapter has a presence on the National stage as Jim Dunlap is District VI Vice President and Brian Gatzke is on the Government Relations Committee.

Two of our members, Jim Dunlap and Don Threadgold, were awarded their Accredited Farm Manager certificates during the accreditation and awards ceremony on Wednesday, November 13<sup>th</sup>. See the article and photo later in the newsletter. Congratulation Jim and Don!

The National meeting covered a lot of topics and created many opportunities to network with other Appraisers and Farm Managers from across the United States and Canada. Check out the ASFMRA website <http://www.asfmra.org/> as it has a section with information about the meeting including the ability to download presentations of many of the presenters.

The SD Chapter ASFMRA and PAASD winter education meeting is coming up in January. All of you should have received registration information in the mail and it is also on PAASD's website at <http://www.paasd.com/> and later in this newsletter. Be sure to register for classes for continuing education credit and to enhance your network of friends and peers at the meeting.

I see I plugged some websites above. Don't forget to check into our own SD Chapter ASFMRA website at [www.asfmra-sd.com](http://www.asfmra-sd.com). Thank you, Adam Nelson, for keeping this site up-to-date.

At the Chapter Officer Workshop I attended on Tuesday at Reno, charts continue to show our membership is growing with new and younger members. Checking out our Chapter Membership Anniversaries for this month, it appears our Chapter supports the national trend. Thank you to all of you for your continued membership.

December is upon us. Take time to enjoy time with family and friends over the Christmas holiday.

Merry Christmas to you all!

## **EDUCATION FOUNDATION SILENT AUCTION & LIVE AUCTION RESULTS**

The South Dakota Chapter ASFMRA again donated Black Hills Gold jewelry to the Education Foundation fundraiser. Three of the items were in the silent auction with the triangle necklace sold at the live auction.

The last time I checked the silent auction bids, the watch was at \$265 and the money clip was at \$45 and the heart necklace was at \$95. The triangle necklace brought \$200 at the live auction.



The Chapter spends around \$500 on the items and the return to the Education Foundation was over \$600. Thank you to AgWare and Mark Elder jewelry shopping and delivering the items to Reno. The reported numbers after the live auction for the night were:

Silent Auction Total: \$7,250.

Live Auction Total: \$30,750.



### **Benefit Auction Held**

Leonard Meador an ACC (Accredited Ag Consultant), longtime ASFMRA member involved in education and writing courses, had some recent health problems and was unable to attend the annual meeting.

After the Foundations live auction, a benefit auction was held. This included a wine rollover auction, the sale of 100 pounds of Almonds and a three night stay at the Widdoss cabins.

Over \$50,000 was generated to help offset Mr. Meador's health costs. What a reflection of

friendship, compassion and generosity among the members of the ASFMRA.

## **RENO ANNUAL MEETING OBSERVATIONS**

**By Jim Dunlap, ARA, Vice President District VI**

Agronomics 2013 in Reno was a great success and a very informative conference which created great opportunities to interact and renew long-standing relationships with peers, and establish new friendships with other professionals and affiliates to our profession. The attendance was the highest since about 2001, and with that came opportunities for successful education offerings with more students than projected as well as more sponsors and exhibitors available to more attendees. We had one of the largest AFM classes to be accredited in addition to the ARA's and RPRAs that received their accreditation. All of these factors, plus a growth in our membership this year has contributed to a very successful 2013 for our society!

Continued

## RENO ANNUAL MEETING CONTINUED

For me, the Agronomics Conference started out with the California Chapter Welcome dinner held at the National Automobile Museum Tuesday evening. This museum has the Harrah auto collection as well as many other unique vehicles. Some of these, like John Wayne's convertible, had other documents detailing original cost and specifications. Many of these beauties cost less than \$3,000 new and were really very special! (Oh for the "good old days")



The following day I went on the DuPont Pioneer Farm Management Tour. This year provided a unique opportunity to tour the Fallon Naval Air Station, which trains our Navy Pilots in air to air combat, as well as other essential aviation skills. The thing that stood out the most for me is that this training is being accomplished in a lower tech aircraft, the F4, which is about 45 years old.

This was explained to me as not only providing pilots with air to air combat skills, but providing them a solid aircraft that also hones their piloting skills without all the bells & whistles found on more high tech planes in the inventory. The other benefit to the F4 to the program is the low maintenance cost of operation. As a taxpayer, I certainly appreciated that aspect as well.

We also had an opportunity while on the base to tour an outdoor display of fighter aircraft. This included many generations of Soviet Mig fighters, which was very interesting to observe up close. The tour then proceeded to the Rick Lattin farm for a noon lunch and a presentation from Rick on their operation. This high desert farm in the Fallon area produces alfalfa and grain crops in both organic and non-organic fields, plus vegetables and fruit. They have entered the agri-tourism industry in a big way with homemade jams, breads and canned goods, farm tours and corn mazes.

Rick also brought home the value of good, available water for irrigation during the question / answer portion of his presentation. Land without irrigation, in his opinion, sells for about \$500 per acre, and with irrigation for \$5,000 to \$7,000 per acre.

The other interesting fact about water in this area is that all Nevada Rivers flow to what was termed as terminal lakes.... None of these river waters flow to the sea. Depending upon where these lakes are located, and the composition of the land surrounding the lake, these bodies of water may provide good water for drinking and irrigation, or be salt bound and not usable. In a desert setting like the greater Reno area, this is critical to development and to agriculture.

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## **RENO ANNUAL MEETING CONTINUED**

We had many super continuing education speakers and panels on subjects such as:

- Ag exports to the Pacific Rim;
- Technology panels that addressed for appraisers and managers what was new out there, & how this technology was being applied in the real world;
- The pulse of our global economy and how it is impacting US agriculture; and
- Precision farming that is transforming US ag;

For those who have been on the Leadership Institute manager's tour, you would recognize Trey Hill, a farmer from Maryland who has taken an active role in educating non-farmers about farming, and legislators on what environmental regulations mean to farmers trying to be good stewards of the land while remaining in business. He did a presentation on what is currently happening in the Chesapeake River watershed where his farm is located, and what that means to all farmers throughout the nation.

The Chesapeake is the most highly regulated watershed in the nation at the present time, and the EPA, under the guise of the Clean Water Act is attempting to tell farmers what they can plant, where they can plant, how much fertilizer they can apply, and the list goes on. The same issues will certainly be applied to the Mississippi and Missouri River watersheds, since the "bloom" in the Gulf continues to grow, and the blame is being tied to farms in those watersheds. If EPA is successful, these watersheds will certainly be a target. The latest attempt is currently under appeals in the courts.

All of the programs and sessions I attended were very thought provoking and timely to agriculture and appraisal today, and I could certainly fill a couple more pages with what was presented. However, my suggestion to all members is to come to next year's Agronomics in Tucson and find out for yourself. You will not be sorry.

## **JIM DUNLAP, ARA, AFM AND DON THREADGOLD, AFM**

They should be smiling....they just received their Accredited Farm Manager certificates in front of an



appreciative audience from all over the United States and Canada. Jim Dunlap is also an ARA and owns and operates Dunlap Appraisal & Farm AgriManagement out of Sioux Falls. Don Threadgold is a Sr. VP & Branch Manager at CorTrust Bank in Sioux Falls and Artesian.

From the ASFMRA Website: An Accredited Farm Manager (AFM) possesses the skills, experience and education to provide land investment analysis and management of day-to-day operations for ag enterprises. The AFM designation is available only through the

ASFMRA and is awarded to those individuals that demonstrate experience and complete a rigorous education program to enhance professional skills and knowledge of land management and production agriculture.

**Congratulations and Cheers to Jim and Don!!!**

**JANUARY 2014 EDUCATION AT CEDAR SHORE RESORT IN CHAMBERLAIN**

**Thursday Jan 16 -7-Hour National USPAP Update Course 2014-2015 - 7 CE Hours  
Presented by PAASD and SD ASFMRA**

**Instructor:** Craig Steinley, SRA is a South Dakota Certified General Appraiser, a contracted USPAP compliance examiner with the SD Dept. of Revenue and Regulation, and an AQB Certified USPAP instructor.

All South Dakota registered, licensed, and certified appraisers must take this course before June 30, 2014, to avoid an administrative fine.

**Sign-In: 7:30 am (Central time) Class: 8:30 am to 4:30 pm (Central time)**

**Early Registration: Members of PAASD and ASFMRA...\$175 - Non-Members.....\$275**

After January 6, 2014: Members of PAASD and ASFMRA.....\$200 Non- Members.....\$300

**Friday Jan 17 - Farmland Drainage and Drain Tile Seminar - Presented by SD ASFMRA  
7 CE Hours Pending – 7-8 RE Commission CE Hours Pending**

- Tim Kilmer, Horsepower Drainage Solutions - Drain tile designs, cost, and new innovations
- Brian Top, Topsoil Consulting - Wetland determination for NRCS and permits for Counties
- Chris Hay, SDSU Agricultural and Biosystems Engineering Professor - The effects of drain tile use on crop production
- Jay Gilbertson, East Dakota Water Development District Manager - Issues on the effects of Drain tile on water quality and Watershed volume of drainage
- Allan Husby, ARA – Relationship to appraisal highest and best & approaches to value.

**Sign-In: 7:30 am (Central time) Class: 8:00 am to 5:00 pm (Central time)**

**ONE PRICE FOR MEMBERS AND NON-MEMBERS: \$150 After January 6, 2014: \$175**

**Friday Jan 17 - Evaluating Residential Construction - 7 CE Hours  
Presented by PAASD and WY and Western SD Chapter of the Appraisal Institute**

**Instructor:** James C. Canestaro, AIA, AICP is a registered architect and certified urban planner who regularly deals with design programming, building characterization, strategic facility planning, capital asset management, and project economic analysis.

*Evaluating Residential Construction* shows how single-family houses are constructed from the ground up. More than 950 construction slides and a 125-page Reference Manual illustrate structure, envelope, interior, and environmental system components for houses ranging from custom to affordable, and even double-wides.

**Early Registration: Members of PAASD and ASFMRA...\$175 Non-Members.....\$275**

After January 6, 2014: Members of PAASD and ASFMRA.....\$200 Non-Members.....\$300

**All classes include Lunch and All Materials!**

On line Registration: [www.paasd.com](http://www.paasd.com) - ASFMRA Members: Please enter "asfmra" in the coupon code area to receive member pricing.

Rooms available at Cedar Shore Resort - 605-734-6376 - Mention Professional Appraisers Association to receive room-block price of \$79.99. Block expires December 15, 2013.

## SD FARM MANAGERS AND RURAL APPRAISERS SCHOLARSHIP AT SDSU

### Account Balance Information:

Endowment principal balance as of 6/30/13	\$ 23,955.47
Historical gift value	\$ 25,561.47

### Scholarship Recipient Info:

<b>School Year</b>	<b>Recipient</b>	<b>Amount</b>	<b>Hometown</b>	<b>Major</b>
2005-2006	Seth Zilverberg	\$500.00	Holabird, SD	Animal Science
2006-2007	Becky Lambert	\$600.00	Frankfort, SD	Pre-Economics
2007-2008	Emily Hansen	\$700.00	Marshall, MN	Agricultural Business
2008-2009	Jim Jansen	\$1,000.00	Fordyce, NE	Economics
2009-2010	Kent Buchholz	\$1,000.00	Philip, SD	Agricultural Business
2010-2011	Maria Skoglund	\$1,000.00	Canova, SD	Ag Economics
2011-2012	Jerilynn Reed	\$1,000.00	Faith, SD	Animal Science
2012-2013	Austin Mann	\$1,000.00	Bloomfield, NE	Agronomy
2013-2014	Sara DeClerk	\$1,000.00	Flandreau, SD	Agronomy

The endowment generated \$750.45 for the 2014-15 scholarship, a slight increase from last year's \$738.45. With this distribution amount added on to the carryover cash, the balance available is \$1,038.90.

So, there are enough funds to support a \$1,000 scholarship for 2014-15 without a chapter subsidy! However, that leaves just a \$38.90 carryover so a chapter subsidy will likely be needed for the following year.

As chapter finances allow, the board has continued to contribute to the scholarship fund so that a chapter subsidy will no longer be needed.

Chapter members are also encouraged to consider a scholarship donation. **Now is the time for 2013 tax deductions!** Make checks payable to SDSU Foundation. **Please write "SDASFMRA Scholarship" in the memorandum section of the check. Mail check to:**

SDSU Foundation  
815 Medary Ave, Box 525  
Brookings, SD 57007

## EAST RIVER BREAKFAST NETWORKING

The regularly scheduled East River Breakfast meeting was held on November 22<sup>nd</sup> at the Roll'n Pin in Sioux Falls.

Members present included Jeff Barker, Jim Dunlap, Barbara Hegerfeld, Jay Knuppe, Adam Nelson, Paul Reisch, Paul Sickler, Tom Jass, Jorge Vicuna, and Tyler Urban with guest Kevin Johannsen.

Members discussed land value trends and wind farm issues. It was mentioned that a factor often overlooked by landowners is that they are typically stuck with the turbines and responsible for disposal at the end of the contracts.



Jim Dunlap and Jeff Barker shared their experiences at the recently concluded national meeting in Reno, NV. There were over 500 participants, the largest ASFMRA gathering since 2000. There was a large group of newly Accredited Farm Managers that included 12 new members primarily as a result of the California accelerated program offered in 2013. Sponsorships were up and there were 12 new booth exhibitors. There is a big change coming in the national computer system (data base and web site) in the first quarter of 2014.

SDSU Relationships Committee Chair Paul Reisch shared some highlights from the sub-committee chair meeting held in Brookings on November 8<sup>th</sup>.

There have been initial meetings with students regarding forming the FIRE (Finance, Insurance and Real Estate) Club. There are a core about 8 students putting energy into formation of the club and 15 to 20 students that have shown some interest. It is anticipated that the FIRE Club will be formed with officers elected prior to year end. Brian Gatzke, ARA and Dr. Larry Janssen serve as co-advisors for FIRE. We hope to make contact with FIRE club officers as a new avenue for promotion of student involvement in or chapter and applications for our scholarship.

Principles of Real Estate Appraisal, BADM 492 needed 10 students registered to be offered in spring semester 2014 with a goal of 25 or more students participating. **As of November 8th, there were 38 students registered!** The class will be capped at a maximum of 50.

Brian Gatzke, ARA is the instructor for the class. This class is the same course content as the Basic Appraisal Principles course for licensing. The 30 hours will be covered over 15 weeks (2 hours every Tuesday). The final exam for the class is the same test used for those taking the Basic Appraisal Principles course for licensing.

On November 5<sup>th</sup> Jay Knuppe and Jaret Sievers attended the 1<sup>st</sup> annual Economics and Management Career Day. This event had fewer booths and students participating than the Ag-Bio Career Fair but student contacts were made and awareness created of the chapter and its SDSU Scholarship.

The SDSU Network Event has been scheduled for May 9, 2014. The committee seeks chapter member ideas for a program / speaker for this event. Ideas should be forwarded to SDSU Network Chair Brian Gatzke.

## **SOUTH DAKOTA AGRICULTURAL & RURAL LEADERSHIP CLASS VIII OPPORTUNITY**

South Dakota Agricultural & Rural Leadership (SDARL) is preparing to recruit another leadership class to provide leadership education to farmers, ranchers and agri-business leaders in South Dakota. This is a one of a kind, once in a lifetime experience to grow through a program that will provide you an opportunity to experience Agriculture throughout South Dakota. SDARL takes a proactive approach to open doors for you that will engage you, impact you, and strengthen your leadership skills all while becoming a greater advocate of the agricultural industry.

Each SDARL class is comprised of approximately thirty individuals from a variety of locations and occupations. They have all demonstrated past leadership, a thirst for additional learning, and a willingness to serve. The application process consists of a lengthy application and three letters of reference. Candidates and their spouses are interviewed by a committee with the final selection determined by the SDARL Board of Directors.

Each class spans an 18-month period. The group meets nine times across South Dakota for intense two-to-three day seminars. Each class also participates in Washington DC and international travel study seminars. Learn more about SDARL at [www.sdarl.org](http://www.sdarl.org).

The application for SDARL will be available at [www.sdarl.org](http://www.sdarl.org) starting December 15, 2013 through March 15, 2014. Interviews for Class VIII selection will be April 2014. Selection notification will be June 2014. The first seminar will be held in Chamberlain in November 2014. Class VIII will graduate April 2016.

Class tuition for the two year program will be \$4,200. Tuition option can be paid in four installments. Qualified individuals may be between the ages of 25 and 55.

### **10 WAYS TO LOVE (From February 2012 Prairie Beacon)**

Listen without interrupting.

Speak without accusing.

Give without sparing.

Pray without ceasing.

Answer without arguing.

Share without pretending.

Enjoy without complaint.

Trust without wavering.

Forgive without punishing.

Promise without forgetting.