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East River Breakfast
Tyler Urban

West River Breakfast
Norm Edwards, ARA

Education
Allan Husby, ARA

Technology
Adam Nelson

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

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Kjerstad Member Scholarship
Ron Ensz, ARA

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

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

10 / 2013



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

DATES TO REMEMBER!

2013

Nov. 5 – SDSU Economic & Management Career Day
Nov. 11-15 – 84th ASFMRA Annual Meeting – Reno, NV
Nov. 22 - East River Breakfast Meeting - 9 A.M.
Sioux Falls Roll'N Pin
December 12 – West River Breakfast Meeting - 9:00 AM
Rapid City Marlin's Roadhouse Grill

2014

January 16 - SD Chapter of ASFMRA Membership Meeting

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

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 – 85th ASFMRA Annual Meeting – Tuscon, AZ

CHAPTER MEMBER ANNIVERSARIES

November

Member	Join Date	Years
Norm Edwards	11-01-1979	34
Ted Risty	11-14-2003	10

Thank you for your support!!

DON THREADGOLD JOINS AFM RANKS!

South Dakota chapter member Don Threadgold was recently notified that he has completed requirements for accreditation and received his designation.

Don will join Jim Dunlap (received designation earlier this summer) in being formally recognized at the Reno national meeting in November. Threadgold earned his AFM designation by meeting stringent requirements in experience and education, in addition to passing rigorous oral and written examinations and abiding by the American Society's Code of Ethics.

Congratulations Don!

PRESIDENT'S MESSAGE

Greetings from western South Dakota, the lands of one of the most devastating blizzards in some time. The winter storm of October 2013 will be one that will be talked about along with the other major blizzards in the area over the last 100 years.

John Widdoss lives near the epicenter of the storm with a reported 53 inches of snow a mile or two from his house. The open plains encountered huge cattle, sheep and horse losses with some reports of Buffalo perishing in the storm. Recovery efforts are continuing and it will be a long winter for livestock operators and bankers alike as those affected work through their finances.

South Dakota will have good representation at the National Annual Meeting in Reno next month. As indicated in this newsletter, two of our members, Jim Dunlap and Don Threadgold, will be recognized as they receive their Accredited Farm Manager designations. I will give a report on the Meeting next month.

We had a good Chapter board of directors meeting in Belle Fourche on October 11th. The weather wasn't very pleasant but the company was at the breakfast/lunch meeting held before the board meeting. The Chapter had another financially successful year and the board approved disbursing \$1,000 each to the SDSU Scholarship fund, the National ASFMRA Education Foundation fund, and the Kjerstad Member Scholarship fund.

Be sure to mark your calendars for the winter meeting in Chamberlain on January 16 and 17. The required **USPAP Update** course will be offered on Thursday, January 16 and a **Drain Tile Education** course will be offered on Friday, January 17th. The winter meeting, when we offer the USPAP Update course, is an excellent fundraiser for the Chapter and helps to keep us financially sound to carry on the business of the Chapter. You should be receiving a mailing soon outlining the offerings. Be sure to register. Our Chapter membership meeting will be held late afternoon on January 16.

Chapter members continue to be involved at SDSU. Included in this newsletter are articles about Career Days and the Farm Management class. Brian Gatzke will be teaching a beginning appraisal class, Principals to Real Estate Appraisal 1, in the Spring Semester. SDSU, through the help and encouragement of SD Chapter members, is working on curriculum to help students obtain the necessary appraisal education to becoming licensed.

I again travelled to the Faulkton area for opening weekend of the pheasant season. There was still some corn and sunflowers yet to be harvested holding pheasants, however, it was evident that the pheasant population is declining in this area as well as across the State. I see the Governor is planning a conference in Huron in December to discuss and begin a planning process to enhance the pheasant population. It is a big industry in South Dakota and a lot of small town businesses depend on the influx of hunters for a portion of their income.

Have a Happy Thanksgiving!

SEVERAL CHAPTER MEMBERS ATTENDING RENO NATIONAL MEETING

The South Dakota chapter has nine members (Jeff Barker, Jim Dunlap, Norm Edwards, Mark Elder, Ron Ensz, Brian Gatzke, Allan Husby, Don Threadgold, and John Widdoss) planning to attend the 84th ASFMRA annual meeting & trade show and Agronomics, Vision 2014 that will be held in Reno, NV November 11 through November 15, 2013. The South Dakota Chapter is a co-sponsor of the Opening Reception Honoring Newly Accredited & Award Recipients. Jim Dunlap and Don Threadgold will receive their AFM accreditations at this event.

SEPTEMBER 30 DISTRICT CONFERENCE CALL SUMMARY

2013 Highlights:

- Membership has increased from 1,928 to 2,014.
- Had good attendance at Summer Education Week.
- Had growth in Trade Show exhibitors.
- Course Develop Page for website completed.
- Chapter Education Page for website is under development. This will a set of help guidelines on setting up education for chapter continuing education offerings.

2014 Plans / Goals:

- Define member market – There are less 1 to 2 person shops, more younger members. How do we changing marketing strategy?
- Rationalizing education, programs, and services – What needs to change, be kept, eliminated?
- Improve quality of our education offerings – 3 year project.
- Build a robust technology framework.
- Continuing work on governance – Get to 8 or 9 committees with term limits and emphasis on under 35 year old representation.

CHAPTER HAS PRESENCE AT SDSU CAREER DAYS

Chapter members attended the SDSU Ag Bio Career Days on October 9th. Our Chapter was represented this year by Brian Gatzke, Allan Husby, Paul Sickler, and Troy Swee. SDSU Career Days Chair Jay Knuppe handled lining up the booth and materials.

Committee goals for this event:

- Increase student awareness of the property economics professions of appraisal, farm management, and agricultural consulting.
- Increase student awareness of the ASFMRA and South Dakota Chapter.
- Increase student awareness and interest in the Chapter's SDSU Scholarship.

Chapter members answered questions that students had about ASFMRA and how to become a farm manager and / or appraiser. Students were encouraged to apply for the ASFMRA SDSU scholarship for next year. The Denver office provided career description brochures along with the display materials.

CHAPTER MEMBERS VISIT FARM MANAGEMENT CLASS

By Jesse Ball, Student Involvement Chair

Troy Swee and Jesse Ball spoke to the Farm and Ranch Management Class at SDSU on October 9th. Professor Nicole Klein introduced Troy and Jesse and gave a short introduction about ASFMRA.

Jesse gave a quick overview of the SD chapter ASFMRA, memberships, and opportunities that it provides. Students were encouraged to become student members (no cost) and start to network with industry professionals. Jesse indicated to the class that our SD Chapter has a \$1,000 scholarship, spoke about the eligibility requirements, and that the deadline is March 21, 2014.



Jesse also talked about the opportunity to network at Summer Education week 2014 in Des Moines, IA along with last year's feedback from attendees Bronc McMurtry and Sara DeClerk.

Troy Swee spoke about Farmers National and what it takes to be an Accredited Farm Manager. He gave them examples of what his day to day looks like, who his customers are, and what Farmers National looks for in potential employees. He also spoke of their internship opportunities.

Jesse Ball followed with some of the same format talking about Farm Credit Services of America and what it takes to become a Certified General Appraiser.

Troy and Jesse both strongly encouraged the students to be proactive and look for opportunities to network and make yourself known (student membership), not just a name on a resume.

Nicole opened the class for questions and the students had multiple good questions for both Troy and Jesse.

After a quick Thank You to Troy, Jesse, and the SD Chapter of ASFMRA, approximately 15 students visited with Troy and Jesse. Multiple questions were asked about the Chapter scholarship as well as the internships at both Farmers National and Farm Credit Services of America. Five student applications were printed and set on the table for the taking. All five were taken by students and others were encouraged to visit the chapter website www.asfmra-sd.com

THANK YOU FROM SDSU STUDENT MEMBER SCHOLARSHIP RECIPIENT

Dear Paul and Members of the SD chapter of ASFMRA,

It is with such gratitude that I write to say, "thank you," for choosing me as the 2013-14 Scholarship recipient. I am very thankful for your generosity and for the care you have demonstrated in awarding myself, a student, with such a gift.

I consider the scholarship, the honor of having been selected, and the value of it, a true blessing. Please know how much I appreciate the assistance, and know also, that I recognize the efforts that many have put forth with time and labor to raise, maintain, and supply funds for this annual scholarship.

In finishing my education at SDSU I will continue to pursue academic achievement; I will additionally seek to better myself and enhance professional experiences through such opportunities I have and will have as a student member of the SD chapter of ASFMRA.

Again, thank you. And thank you for being present and for presenting at the recent banquet; what an honor!

Gratefully,

Sara DeClerk

EAST RIVER BOARD MEMBERS ATTEND WEST RIVER BREAKFAST MEETING

By Norm Edwards ARA, West River Breakfast Chair

East River board members joined West River members of the SD ASFMRA for a late breakfast / early lunch at 11 AM on October 11, 2013 at the Belle Inn in Belle Fourche.

Jeff Barker, Allan Husby, Terry Leibel, Paul Sickler, and Craig Sommers joined David Baker, Perry Beguin, Norm Edwards, Ron Ensz, Loy Matthes, and Gordon Wendell for food and discussion. John Widdoss and Jay Widdoss, who arrived two hours early, are not in the picture.



The late fall storm of four to five feet of snow had been softened by a couple inches of rain and the drainages in the hills were flowing at bank full levels. Everyone had snow stories and several of the East river board members were talking about all the dead cattle along the highways across the state.

We had a very informative discussion on the education topics for the society in the upcoming education meetings and the requirements demanded by the Real Estate commission to obtain credit for continuation education. The future education plans include drainage development and techniques. There is a development in progress for a national educational offering perhaps in Deadwood. The program is being developed and the board is considering options and looking for input from the members or interested parties.

THE 10 COMMANDMENTS OF HEALTH

By Dr. George W. Calver

1. Eat wisely.
2. Drink plentifully (of water).
3. Eliminate thoroughly.
4. Bathe cleanly.
5. Exercise rationally.
6. Accept inevitables (don't worry).
7. Play enthusiastically.
8. Relax completely.
9. Sleep sufficiently.
10. Check up occasionally.

P.S. Give 5% of your time to keeping well. You won't have to give 100% getting over being sick.

CHAPTER BOARD MEETS IN BELLE FOURCE



The SD ASFMRA fall board meeting was held October 11th in Belle Fourche at the AmericInn. Eight 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 September 30, 2013 balance was \$21,055.13 showing a \$3,429.70 net income.

The Kjerstad Member Scholarship account balance is just over \$20,300. Three new members were given \$500 scholarships for their first ASFMRA class in the accreditation track.

Highlights not covered in other newsletter articles:

- Membership - Retention of chapter members so far in 2013 is 91% (59 out of 65). There are currently 69 total members with 53 members in the academic, accredited, and associate categories.
- Education - January 17 continuing education will be on drain tiling regarding positive / negative impacts, governmental issues, and appraiser valuation issues. Presenters will be Tim Kilmer on drain tile design and cost, Brian Top on wetland determinations, Christopher Hay, SDSU extension specialist on drainage and effects on yields, and Jay Gilbertson on effects on water quality and watershed. Registration cost will be \$150. January 16 continuing education will be USPAP update.
- Government Relations – Terry Leibel is still on AMC task force for Appraiser Certification program. Legislative bill for Appraiser Certification Program in 2014 anticipated after federal rules and regulation come out in 2013. AMC's and appraisers will need to have background checks. Currently on hold and waiting on federal level decisions. Terry believes there is potential for issues that might need more lobbying.
- The board new memorandum of understandings with PAASD related to legislative lobbyist expenses and continuing education offerings. The understandings generally follow the recent past regarding handling these matters. The new memorandums cover the period of October 15, 2013 to March 1, 2015.
- Use of Treasury Excess Funds – With about \$8,500 in savings, the board felt the chapter could get by with less carryover. The board approved \$1,000 each to SDSU Scholarship fund, the National ASFMRA Education fund, and the Kjerstad Member Scholarship fund for a \$3,000 total.

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 1st.
- **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 1st 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.