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

9 / 2013



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

**DATES TO REMEMBER!**

October 11 – West River Breakfast Meeting - 9:00 AM  
Location TBD

October 11 – Chapter Board Meeting – West River Location TBD

October 16 – SDSU Ag-Bio Career Fair

Nov. 5 – SDSU Economic & Management Career Day

Nov. 11-15 – 84<sup>th</sup> ASFMRA Annual Meeting – Reno, NV

Nov. 22 - East River Breakfast Meeting - 9 A.M.

Sioux Falls Roll'N Pin

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

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

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

**CHAPTER MEMBER ANNIVERSARIES**

**September**

Member	Join Date	Years
John Widdoss	9-30-1981	32
Don Kinker	9-20-1991	22

**October**

Member	Join Date	Years
Jerry Hulm	10-11-1985	27
Jim Dunlap	10-07-1988	25
Mark Elder	10-01-2005	8

Thank you for your support!!

**GREAT TRUTHS ABOUT LIFE, THAT ADULTS HAVE LEARNED:**

- 1) Raising teenagers is like nailing Jell-O to a tree.
- 2) Wrinkles don't hurt.
- 3) Families are like fudge . . .mostly sweet, with a few nuts.
- 4) Today's mighty oak is just yesterday's nut that held its ground.
- 5) Laughing is good exercise. It's like jogging on the inside.
- 6) Middle age is when you choose your cereal for the fiber, not the joy.

## **PRESIDENT'S MESSAGE**

Fall Greetings to All of You! Yep, fall is here. Harvest is around the corner, ranchers are pre-conditioning their calves, high school, college and NFL football schedules are in full swing, first frost is coming soon. Won't be long and we will be out trying to find the wily ringnecks, ducks and deer. Can you tell, Autumn (seems you don't hear it called that anymore) is my favorite season. I would rather put on a jacket than turn the air conditioner on.

The "Dates to Remember" section above indicates I finally made a decision on where the fall Board Meeting and the West River Breakfast / Lunch will take place. I will play host here in Belle Fourche at the Center of the Nation. The later time for the West River Breakfast/Lunch will allow some of the "east river" officers and board members to travel out that morning. By the way, it is about 400 miles from Sioux Falls to Belle Fourche. The Board meeting itself should only take three to four hours in the afternoon. I would encourage your attendance at the West River Breakfast / Lunch to discuss the activities of the Chapter with the board and to offer suggestions on what other activities we should be pursuing.

It is interesting to read all of the recent articles in periodicals about the "impending" drop in land prices and a return to some of the problems of the 1980's. I was a rather young man in the 1980's and dealt with a lot of those issues when I worked with the "special assets" portfolio with Farm Credit Services. I do not wish a remake of the 1980's on anyone as it was a very trying and emotional challenging period of time. It was not a pleasant time for anyone involved in agriculture. Hopefully, the other side of the argument about cash purchases and less leverage and lower interest rates are more accurate and the so-called "crash" will be averted. Still, whatever happens, good or bad, will affect all of our Chapter members as we continue our professional careers in our chosen fields.

We recently lost a longtime member of the ASFMRA and our SD Chapter. Barclay Allibone passed away recently. He was honored for his 40 years of membership two years ago. Barclay was a charter member of our Chapter in 1978 and served as Chapter President in 1981. We all know there are benefits to belonging to organizations like the ASFMRA and apparently it was a good fit for Mr. Allibone.

The newsletter has changed a little with this issue as page one celebrates the September / October anniversary dates of some of our members. Except for the young lad Elder, the four others listed have been members for over 20 years with elder statesman Widdoss over 30 years. This must be a good organization to be a member of.

As in the last newsletter, there is information regarding the national convention in Reno in this newsletter. Plan to attend if your schedule permits. It is a great opportunity to meet your peers from across the United States and Canada, eh! Be sure to apply for the \$500 scholarship towards the registration fee if you want to attend.....just another benefit of belonging to the Chapter.

Be sure to read Allan Husby's article about the upcoming continuing education in January. In addition to the "tiling" education, the new USPAP Update class will be coming....everyone say YEEHAAA! Thanks Allan for the work you are doing for the Chapter.

All for now. Looking forward to seeing many of you at the West River Breakfast / Lunch and board meeting in Belle Fourche on October 11<sup>th</sup>.

## **NEW APPRAISAL COURSE OFFERED AT SDSU SPRING 2014**

Per SDSU News Release, dated September 10, 2013

The Department of Economics in the College of Agriculture and Biological Sciences at South Dakota State University, Brookings, South Dakota, is proud to announce *The Principles of Real Estate Appraisal I*, BADM 492. This new elective is for students interested in learning more about the real estate valuation industry and provides the student with learning tools about the profession and job enhancement skills for the finance, insurance, and real estate industry. Additional interest in this course should come from students in the fields of Construction Management, Engineering, Livestock, Soils, Wildlife & Fisheries, and general investment analysis or professional fields of study preparing students for careers in consulting.

The *Principles of Real Estate Appraisal I* is offered for the first time, Spring 2014, as a 2 hour elective in the Business Administration field under course number BADM 492. This new class is an elective with multi-major/career flexibility towards students interested in learning about Real Estate Valuation with an introductory and fundamental approach to the principles of Valuation/Appraisals. This class can be used to meet both University requirements for electives in the Department of Economics as well as meeting the education requirements of the professional appraisal registration in South Dakota for licensing and in other approved states.

The class will be initially offered Spring of 2014, on Tuesday from 4 to 6 p. m., location to be determined. Additional details, such as the designated instructor and an official course summary, are forthcoming. If you have any questions or comments, you may direct them to the SDSU Department of Economics, Dr. Larry Janssen, phone 605-688-4871 or email: [Larry.Janssen@SDSTATE.EDU](mailto:Larry.Janssen@SDSTATE.EDU) or [Eluned.Jones@SDSTATE.EDU](mailto:Eluned.Jones@SDSTATE.EDU), Head, SDSU Department of Economics.

## **NEW APPRAISAL COURSE HOPEFUL SPRINGBOARD TO ADDITIONAL CLASSES**

The new appraisal course is a result of efforts of the SDSU Relationships Real Estate / appraisal Curriculum Development Committee (Chair Larry Janssen, Brian Gatzke, Jeff Barker, Jim Dunlap, Paul Resich). ASFMRA and South Dakota State University Economics Department are collaborating to offer the Basic Appraisal Principles course, which is the foundational course for licensing. As a joint offering, state approvals (with a few exceptions) are in place for those taking the course to use for licensing.

*The Principles of Real Estate Appraisal I*, BADM 492 is the ASFMRA Basic Appraisal Principles course developed jointly with Appraisal Institute. The course will be taught by Brian Gatzke, ARA. It will need a minimum of 10 class registrants to be taught and the goal is to have 25 or more students participating.

If the spring 2014 offering is successful, it is anticipated that the Basic Appraiser Procedures course (second foundational course for licensing) ASFMRA is currently developing will be offered in the fall of 2014. These two courses and taking the 15 hour USPAP course (can be done online) and state Supervisor course would put students in a position to set for the state registered exam. Students have the opportunity to graduate with career choices in finance, insurance, or any real estate field with the tools to understand an appraisal for valuation.

The vision is that successful outcomes of both courses would lead Professor Janssen teaching the traditional Rural Appraisal Class (remove principals content covered in foundation courses and add other topics) in the spring of 2015.

## **CHAPTER MEMBERS TO SERVE AS ADVISORS FOR NEW ECONOMICS DEPT. CLUB**

Per SDSU News Release September 10, 2013

Students in the Department of Economics at SDSU are invited to form a student professional interest group perhaps to be designated the Society of Finance, Insurance, & Real Estate also known as F.I.R.E. Club.

Mr. Brian Gatzke and Professor Larry Janssen will serve as the professional co-advisors to the formation of this society.

### **Purpose**

- To introduce students to career opportunities in the fields of finance, insurance, and real estate and related areas such as law, energy, banking, and consulting.
- To encourage members to build professional relationships and network with industry professionals and employers.
- To enhance the education students receive at SDSU.
- To provide a mechanism for students of all classifications to intermingle with others who have similar professional interests and goals.
- To give students at SDSU an opportunity to enhance their leadership skills.

### **Activities**

Presentations by professionals in the fields of finance, insurance, and real estate as well as law energy and banking

Internship opportunities

Benefits of the fields

Advice about entering certain fields

Post-graduation career opportunities

Social Events

Beneficial Information

One meeting dedicated to informing members about real estate careers.

The society will support advising students on how to prepare a proper resume.

## **EAST RIVER BREAKFAST MEETING**

**By East River Breakfast Chair Tyler Urban**



The regularly scheduled East River Breakfast meeting was held on September 20<sup>th</sup> at the Roll'n Pin in Sioux Falls. Members present included Allan Husby, Paul Sickler, Tom Jass, Jesse Ball, Amanda DeJong, and Tyler Urban with guest Kevin Johannsen.

Allan informed those in attendance that things are looking good at SDSU for an upcoming appraisal class. If things go well with this class, SDSU hopes to keep this in the curriculum for their economics department. (See articles on page 3).

As usual some of the recent sales were discussed, as well as where the market is headed this fall. Allan also discussed the education offerings for the January ASFMRA meeting. See page 6 for details. Our next meeting will be moved back one week and will be held on November 22<sup>nd</sup> at 9 a.m. This will allow those who attend the National Conference in Reno a chance to tell members their experience.

## **ANOTHER RUSSELL WYATT STORY (NOT REALLY AN APPRAISAL STORY)**

My 33 year old grandson, who served two tours in Iraq, is now a professional farrier (horse shoer) in Dallas, TX.

He went out to this ladies ranchette to shoe her 2 horses. While he was shoeing the first horse, this young lady (very well endowed) remarked she would walk out in the pasture and lead the other horse in.

He noticed she left with no lead rope, bridle or halter of any kind. He thought, "How is that gonna work?"

Next time he looked up, here she came leading the horse with her bra. He said it was plenty big enough to go around the horses neck!

He said up until then he thought he had seen everything. And that he had always heard that necessity was the mother of invention.

## **CONTINUING EDUCATION OFFERING PLANS IN 2014**

**By Education Committee Chair Allan Husby, ARA**

I thought I would bring the Chapter up to date on plans for Education Offerings in 2014 and into January, 2015. I am serving as your Education Chair during that time and have made some proposals with the Education Committee and the Board during this time frame.

On January 17th, 2014, plans are in motion for a Farmland Drain Tile seminar. Plans are taking shape for presentations by four speakers. The speakers topics will primarily break down as follows:

1. Cost and design of drain tile installation which will be presented by an individual that currently does design, bidding, and installation of drain tile systems.
2. Presentation on Wetland determinations and permits.
3. Presentation on the effects on production.
4. Presentation on concerns on water quality and watersheds.

The Seminar has preliminary approval for continuing ed credits in South Dakota for Appraisers and will be proposed for Real Estate Commission credits. Plans are taking place to get final approval.

Preliminary discussions have taken place to offer a continuing education class in western South Dakota in the fall of 2014. This class is proposed to be on a topic that would have a regional or national interest. We encourage chapter members to make any suggestions for this offering.

We will also be offering a one or two day continuing Education in January, 2015, likely in Chamberlain. Again, chapter members are encouraged to provide ideas for topics for this Class.

## **CHAPTER MEMBERS ENCOURAGED TO ATTEND ASFMRA ANNUAL MEETING**

The 84<sup>th</sup> ASFMRA annual meeting & trade show and Agronomics, Vision 2014 will be held in Reno, NV November 11 through November 15, 2013. This year's AgroNomics – Vision 2014 offers interaction opportunities for investors and fund managers together with the land management, property valuation, agricultural consulting, and rural land & property sales experts of the American Society of Farm Managers & Rural Appraisers.

The South Dakota Chapter is a co-sponsor of the Opening Reception Honoring Newly Accredited & Award Recipients.

This year's program will also have a strong focus on the latest technology in agriculture. [Trimble Agriculture](#) and [Winehawk Labs](#) will both be making presentations on drones and how they are being used in the agricultural professions.

Continued

## ASFMRA ANNUAL MEETING CONTINUED

Education sessions include:

- Best in Business Ethics
- 7-Hour National USPAP Course
- Advanced AgWare Techniques
- Rapid Fire Case Studies – Unique Appraisal Challenges

The event also has:

- Welcome Dinner
- Pioneer Ag tour (Naval Air Station Fallon, Naval Strike Air Warfare Center, Lattin Farms)
- Chapter Officer Workshop
- Board of Directors / Membership Meeting
- Accreditation Ceremony / Awards Presentations
- Trade Show Networking
- Education Foundation Silent & Live Auction Event
- Speakers on Meeting Global Demand Through Innovation in Agriculture, Agricultural Exports to the Pacific Rim: Who Wins and Why, Environmental and Regulatory Issues – A Chesapeake Bay Region Case Study, Technology – The Answers for your Appraisal or Management Business, On-Farm Energy Independence, Social & Environmental Dimension of Farmland Investment, Best Practices for Rural Property Appraisals, Precision Agriculture – Transforming the Crop Cycle, The Pulse of the Global Economy: Impact on the Agricultural Industry, and U.S. Economy and Ag Industry – What will the “Wheat Markets” and what will be the “Chaff Markets”?.

Details on the above and registration can be found at [www.asfmra.org](http://www.asfmra.org). Early registration deadline is October 21, 2013. The meeting is a great educational learning opportunity and provides unprecedented networking with other rural property professionals. All chapter members are encouraged to attend.

Kjerstad Member Scholarship opportunities are available as follows to help with expenses.

- **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.

**Chapter members interested in either the first time national meeting attendance or the opportunity for members who have attended in the past should inform President Ron Ensz and Treasurer Paul Sickler by October 14<sup>th</sup>.**

Membership Chair / Newsletter Editor Paul Reich would appreciate being informed by all chapter members who are planning to attend the national meeting.

## CHAPTER SCHOLARSHIP PRESENTED AT SDSU



Members Jay Knuppe and Paul Reisch represented the chapter at the September 25<sup>th</sup> Ag-Bio Scholarship Banquet at the Student Union Volstorff Ballroom.

Sara DeClerk was announced as the recipient of the chapter's \$1,000 scholarship for the 2013-2014 academic year.

Sara was chosen from those who submitted application / essays for the scholarship. Sara is an Agronomy major from Flandreau, SD. In addition, she already has a degree in Family and Consumer Sciences.

Sara completed the SDSU Rural Real Estate Appraisal class last spring, became an ASFMRA student member in March, and attended the Student Program at the ASFMRA Summer Education Week in Omaha this past July.

Upper level undergraduate students enrolled in the College of Agriculture and Biological Sciences are eligible for the scholarship. A cumulative GPA of 2.5 minimum, or upper half of class ranking, is required – along with a stated interest in considering rural appraisal, farm management, or agricultural consulting as a career. The following preferences are also considered:

- Community service achievements and demonstrated leadership qualities,
- Completion of / or current enrollment in the Rural Estate Appraisal course (Econ 373 / Plant Science 373) and / or Farm and Ranch Management course (AgEd 271).
- South Dakota resident,
- Financial need.

### Past Scholarship Winners:

2005 – Seth Zilverberg – Holabird, SD  
2007 – Emily Hansen – Marshall, MN  
2009 – Kent Buchholz – Philip, SD  
2011 – Jerilynn Reed – Faith, SD

2006 – Becky Lambert – Doland, SD  
2008 – Jim Jansen – Fordyce, NE  
2010 - Maria Skoglund – Canova, SD  
2012 – Austin Mann – Bloomfield, NE

The establishment of the scholarship continues to contribute to a strengthened chapter relationship with SDSU personnel and students.

## **MEMBER PROFILE IS GORDON WENDELL**

**Describe your experience and education related to the property professional field (appraisal, farm management, consulting, academic relation).**

After graduating from college at Northern State University in 1986, I worked for Statewide Real Estate Services a company which contracted for county re-appraisal projects for assessment purposes.

I became a Certified Assessor Appraiser and State Registered Appraiser and participated in projects in seven different counties. I spent a majority of my time conducting re-appraisals on farms and ranches. I eventually found the constant moving around difficult for raising kids. After working in unrelated fields for a number of years, I began working for the Pennington County equalization office as an assessor in 2008.



**Describe what has led you to becoming a chapter member of the South Dakota ASFMRA and why you remain a member, if a member for a number of years.**

My dad, Lyle Wendell was chapter president in 1991. I remember him talking about what a great bunch of people were in the organization. When I started working in Pennington County and assumed the “Ag guy” role in the office, my Boss expressed similar opinions of the group and encouraged me to join for networking purposes. Being the only SD assessor that is a member of ASFMRA, I have a different background than other members. I hope to not only learn from them but also contribute a different perspective.

**Describe personal background items that would be of interest to fellow chapter members (e.g. family, ethnic heritage, other community’s lived, other jobs / careers, main hobbies or interests).**

I lived on a farm near Artesian SD until I was 10 years old. I was the 9<sup>th</sup> of 10 kids, so there was always something happening. My family relocated to Pierre in 1973. Although my farm career was cut short it definitely left a lasting impact on me. I’ve always said that I was probably lucky we moved when we did because at the age of 10 the farm work was still mostly fun. Even while growing up in Pierre I still thought I would someday farm or ranch. Living in Pierre I did a lot of camping, canoeing and other river related activities. I still enjoy camping, hiking and Kayaking in the Black Hills and when vacationing.

**Describe a few memorable or unique experiences in your life.**

One week after my 17<sup>th</sup> birthday I joined the National Guard while still a junior in high school. Going away to army Basic Training at Fort Jackson SC was definitely an eye opening experience for a South Dakota boy who had never left the state.

While a Junior in College I moved to Juneau Alaska for a couple of years just to experience something different. I lived on a 24’ boat in the Harbor there for a year before selling the boat and buying a Honda 450 motorcycle and riding it back to SD. On the way back a very large Bear crossed the road right in front of me. A few seconds difference and I likely would have been the road kill.