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West River Breakfast
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Education
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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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Paul Reisch, ARA
www.asfmra-sd.com



SOUTH DAKOTA CHAPTER

4 / 2014

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

DATES TO REMEMBER!

May 9 – SDSU Network Event – Brookings

May 16 – Spring Board Meeting in Pierre

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

June 12 - West River Breakfast Meeting - 9 A.M.
Rapid City Marlin's Roadhouse Grill

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

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

October 10 – Fall Board Meeting at West River Location

Oct. 27- Nov. 1 – 85th ASFMRA Annual Meeting – Tucson, AZ

2015

January 15-16–Winter Education & Joint Meeting W/PAASD - Chamberlain

Oct. 1-2 - Chapter Education Course - Deadwood

Oct. 26- 31 – 86th ASFMRA Annual Meeting – San Antonio, TX

CHAPTER MEMBER ANNIVERSARIES

| Member | Join Date | Years |
|----------------|-----------|-------|
| Shawn Weishaar | 4-22-1994 | 20 |
| Terry Leibel | 4-12-2002 | 12 |
| Larry Janssen | 4-01-2009 | 5 |

Thank you for your support!!

PRESIDENT'S MESSAGE

Greetings! As I write this on Monday, the remaining snow from yesterday's storm has melted. Nice moisture but would just as soon see it come as rain. Always nice to get some moisture but the cold snow makes it a little tough for those still calving. Typical South Dakota spring – air conditioner on at the office Friday afternoon - furnace on this morning.

Not much news to report out west and haven't really visited with anyone over east. I did buy a couple of new fishing poles at an outdoor sportsman's banquet earlier this month so hoping to get to use them in the next couple of months. I hope all of you get the chance to take some time off this summer and play with friends and family.

The SDSU Network Event will be held on May 9th. There is an article in the newsletter. I encourage you to attend. It provides a good chance to interact with some folks from SDSU and fellow Chapter members. The tour at Bel Brands cheese plant should be very interesting. I had hoped to attend this year but instead, I have been given the opportunity to move my mother-in-law from Cheyenne to Spearfish.

The SD Chapter members continue to be active. Troy Swee and Jesse Ball spoke to the Farm and Ranch Management Class at SDSU, Brian Gatzke and Paul Sickler manned a booth at the SDSU Economics and Management Career Fair and Jay Knuppe, Tom Jass and Tyler Urban interviewed students and awarded the Chapter's \$1,000 scholarship. Thank you for taking time out of your schedules to promote the SD Chapter and the ASFMRA.

Have a great April and I will visit with you next month.

WEST RIVER BREAKFAST NETWORKING

By Dave Baker

Dave Baker, Jay Widdoss, John Widdoss, Perry Beguin, and Russ Wyatt were in attendance.

The conversation was rather meandering and covered many subject's, but the primary focus of the conversation revolved around the upcoming primary's and the November elections. This discussion eventually evolved into a conversation on the impacts of the newly implemented Financial Transaction Tax and the affect it was having on agricultural sales. This tax is in addition to the other taxes normally incurred by sellers in the sale of a property.

John Widdoss relayed an instance of a ranch owner that was in the process of selling his property, but due to the seller being unwilling to pay hundreds of thousands of dollars as a result of the Financial Transaction Tax, the sale fell through.

Another example was reiterated by Russ Wyatt who recently sold some property and was required to pay tens of thousands of dollars on the sale as a result of the Financial Transaction Tax. The meeting attendees wondered how this tax, which most sellers are unaware of prior to sale, would affect agricultural prices and sales.

Since it was John Widdoss' birthday, he bought us all breakfast. Happy Birthday, John.

CHAPTER MEMBERSHIP UPDATE

We welcome Mandy Hoistad and Joshua Whetham as our newest members! Mandy is from Havana, ND and a student member at South Dakota State University.

Joshua has been an appraiser with Farm Credit Services of America since early January 2014. He grew up on a horse ranch near Leola in north central SD. He graduated in 2011 from South Dakota State University with a degree in Business Economics. Following graduation, Josh worked as a Farm Loan Officer trainee for Farm Service Agency in Hot Springs, SD prior to starting with Farm Credit Services of America.

Summary of Current 73 Members:

| | | | | |
|------------|-----------|-------------|--|------------|
| 3 Academic | 4 Student | 5 Affiliate | 4 Partner | 1 Honorary |
| 1 ARA/AFM | 10 ARA | 6 AFM | 39 Associate – 36 appraisers / 3 farm managers | |

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 March 28th. Professor Michael Miller 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 was 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.

Michael opened the class for questions and the students had only a few questions for both Troy and Jesse. Most of the questions were about opportunities for internships.

After a quick Thank You to Troy, Jesse, and the SD Chapter of ASFMRA, a couple students visited with Troy and Jesse. Multiple questions were asked about the internships at both Farmers National and Farm Credit Services of America. Students were encouraged to go online to the chapter website www.asfmra-sd.com and become a student member.

Professor Michael Miller suggested that we look at talking to the Junior level Ag Business Classes to engage more students looking at potential careers and not just younger students looking for internships.

CHAPTER MEMBERS VISIT SDSU STUDENTS ON APRIL 8TH



Brian Gatzke and Paul Sickler manned a booth at the spring Economics & Management Career Fair held on the SDSU campus.

Thru visits and handouts, Brian and Paul made students aware of farm management and real estate appraisal opportunities, created awareness of SD ASFMRA including the chapter scholarship, and the ASFMRA day for students at Summer Education Week in Des Moines.

On the same day, Paul Reisch made a visit to the Real Estate Appraisal class taught this semester by Brian Gatzke, ARA at South Dakota State University.

Paul Reisch gave the students information regarding both the opportunities in the appraisal profession and some of the challenges for entry. He discussed regulation of the profession including the education and experience requirements.

Paul also provided the class participants with an orientation of ASFMRA, both nationally and as a chapter including the benefits of membership. He addressed the student membership opportunity at no cost to the student.

He shared the SD ASFMRA scholarship opportunity with the students and how they could access the application. He communicated the ASFMRA Summer Education Week opportunity for students on Sunday July 13, 2014 in Des Moines. Students have the opportunity to learn more about the farm manager, appraiser, and consultant professions, network with potential employers, participate in mock interviews, and attend a Monday class to get a feel for the education.

Paul then provided the students information regarding the appraisal function within Farm Credit Services of America including:

- Farm Credit regulatory / policy requirements
- Collateral Standards & Related Production Value Concept
- Sustainable Real Estate Values For FCS America
- Benchmark System
- Appraisal Staff Structure / Positions & Processes

He also demonstrated the companies GIS system and Visual Valuation capabilities including the capability of providing customers with a land sale summary report for a given geographic area.

SDSU SCHOLARSHIP SELECTION MADE

By Chair Jay Knuppe

This spring, four students applied for the ASFMRA scholarship. The number of applicants was down substantially from past years, but all four were good candidates.

Members Tyler Urban, Tom Jass, and Jay Knuppe represented the Chapter in April in conducting interviews for the Chapter's \$1,000 scholarship. The four individuals were interviewed on the SDSU campus on April 24th.

Brett Ziemer has been selected as this year's recipient of the Chapter's \$1,000 scholarship for the 2014-2015 academic year.

Brett is working on an Agronomy major (with an Agricultural Business minor) and is from Browns Valley, MN, in addition to being a graduate of Sisseton High School. In his college career, he was an active member of the Swine, Economics, Agronomy, and Conservation Clubs. He has been on the Dean's List every semester. When asked about how he heard about the scholarship, he mentioned that last year's scholarship winner, Sara DeClerk, encouraged him to apply and was informed about our Chapter.



He shared the following in his scholarship application:

“Through hard work and dedication, any student can succeed. I take pride in doing this and I believe that it shows when being elected for leadership roles and the past activities that I have listed.”

MONSANTO SPONSORED SDSU NETWORK EVENT TO BE HELD MAY 9th

This event will give our chapter members an opportunity to interact with various SDSU extension and academic personnel that have contributed in recent years or can contribute in the future to our achieving our chapter mission through education and networking.

We have invited over 75 South Dakota State University representatives to join us for our chapter SDSU Network Event on Friday May 9th at 10:00 a.m. at SDSU Foundation Building, Rooms T-3 A&B, Intersection of Medary and 8th Street (SW corner of campus).

Our program speakers will be Ryan Molitar and Shane Swedlund from Raven Industries. Their talk is titled Precision Agriculture-Past-Present-Future, a presentation on agriculture changes and the technical challenges and changes in the industry. It will address where agriculture has been and what is the future for agriculture production including efficiencies (which impact values). Ryan and Shane will also provide an update to the Research Center they are working and developing with SDSU and Innovation Campus.

After a lunch catered by SDSU, participants will have the opportunity for a 1:00 p.m. tour of the new Bel Brands cheese plant.

At press time, thirty six (23 members, 7 SDSU representatives, 6 guests) have responded they are attending with 30 participating in the Bel Brands tour.

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.