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West River Breakfast
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Education
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Technology
Adam Nelson

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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
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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

6 / 2014

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

DATES TO REMEMBER!

July 13-17 - ASFMRA Summer Education Week – Des Moines, IA
July 18 - East River Breakfast Meeting - 9 A.M. - Sioux Falls Roll'N Pin
Aug. 21 - West River Breakfast Meeting - 9 A.M.

Tentatively - Hot Springs At Russell Wyatt's

Sept. 8-12 - Leadership Institute – Washington, DC
October 10 – Fall Board Meeting at West River Location
Oct. 27- Nov. 1 – 85th ASFMRA Annual Meeting – Tuscon, AZ

2015

January 15-16–Winter Education & Joint Meeting W/PAASD - Chamberlain
Oct. 26- 31 – 86th ASFMRA Annual Meeting – San Antonio, TX
June 2-5 – SDAAO Conference – Yankton

CHAPTER MEMBER ANNIVERSARIES

Member	Join Date	Years
Joe Lutter	6-01-2007	7
Jeff Barker	6-27-2007	7
Travis Shaykett	6-29-2011	3
Amanda DeJong	6-27-2013	1
Jason Vaith	6-14-2013	1

Thank you for your support!!

TRANSITIONS

Chapter members Mike Cooper and Don Kinker are retiring from Farmers National in July. We wish both the best in their retirement.

CHAPTER MEMBERSHIP UPDATE

We welcome Seth Van Duyn from Sioux Falls as our newest member! Seth joined Farmers National in April 2014 as a replacement for Mike Cooper. He previously worked as a research specialist for Winfeld Solutions.

Summary of Current 75 Members:

3 Academic 5 Student 4 Affiliate 4 Partner 1 Honorary
1 ARA/AFM 10 ARA 6 AFM 41 Associate – 36 appraisers / 5 farm managers

PRESIDENT'S MESSAGE

Wow, another month come and gone. Summer solstice is also history. I am at least a month behind my goals and plans for this summer. Ah well, at least I am mostly healthy and above ground. I have quite a few older retired friends and the "above ground" is an accomplishment for them each day as they enjoy their senior years.

Green is the color of South Dakota and the region. I traveled across the state earlier this month and seem no one is lacking for moisture at this time. That can change in a short period of time, especially in farming country but the moisture pattern is promising and I see dark clouds and hearing thunder as I write these words.

As usual, there is an abundance of information in this newsletter. Be sure to spend a few minutes reading the articles. Paul Reisch does a remarkable job gathering the information (most by arm twisting and reminding) to keep the SD Chapter members informed of the activities.

Paul wrote the article (pages 6-8) on the Kjerstad Member Scholarship fund and I hope you all read this. Jerry was an integral part of the SD Chapter and he unexpectedly left us almost eight years ago. As shown on the first page of the newsletter, all five anniversary dates of joining ASFMRA are seven years or less and many of our present membership have become members since Jerry's death. The article helps us older members remember Jerry and the younger members understand how the Kjerstad Member Scholarship came into fruition. I encourage you to apply for the numerous scholarships available.

Visit with you next month. Enjoy your summer.

SEVERAL CHAPTER MEMBERS ATTENDING SUMMER EDUCATION WEEK

The South Dakota chapter has four members planning to attend Summer Education Week in Omaha.

The Education / Program Events include:

- Saturday July 12 - ASFMRA Instructor Workshop
- Sunday July 13 - Finding a Great Professional Career in Rural America program for students, Young Professionals Network Meeting with forum on generational communications, presented by Kevin Carpenter from DuPont Pioneer.
- Sunday July 13 thru Wednesday July 16 – Basic Appraisal Procedures (A102)
- Monday July 15 - Key Elements of Grain Elevator Valuation
- Monday July 15 – Lease Negotiations and Food Quality
- Monday July 14 thru Wednesday July 16 - Ag Land Management 1, Ag Land Management 2, Ag Land Management 3
- Monday July 14 thru Thursday July 17 – Cost Approach for General Appraisers (A301)
- Tuesday July 15 – Introduction to Commercial Greenhouse Appraisals
- Tuesday July 15 – Water Issues
- Wednesday July 16 – Legal Issues and Marketing & Forecasting
- Wednesday July 16 – Introduction to the Valuation of Permanent Plantings
- Thursday July 17 – Best in Business Ethics

South Dakota chapter members known to have plans to attend Summer Education Week:

- Executive Council Meeting – District VI Vice President Jim Dunlap
- Ag Land Management 3 – Megan Hammon
- ASFMRA Instructor Workshop & Seminars– Brian Gatzke
- Cost Approach for General Appraisers (A301) – Barbara Hegerfeld, Dawn Rasmussen

WEST RIVER BREAKFAST NETWORKING

By West River Breakfast Chair Norm Edwards, ARA

It was an overcast day at the Windmill Truck stop and we had a great selection of interested and productive participants at Marlin's Restaurant at 9 AM at the June 19, 2014 meeting.

There were a dozen or so interested people present and we had an interesting discussion of sales and real estate activity around the area. We also had an interesting discussion on team roping, politics and the weather in the area.

Present at the meeting were members Dave Baker, Perry Beguin, Mark Elder, Keith Newman, Dawn Rasmussen Kent Rasmussen, Ryon Rypkema, Russell Wyatt and myself (Norm Edwards). We had a few guests Dave Bradley ARA of WAPA in Lakewood, CO, Jay Widdoss, and Russell's wife Betty.



Dave Bradley is up in this area working on a Power Line easement from Rapid City to an older switchyard site south of the city which goes through a bunch of Commercial properties until it get out of the metro area. We had a lively discussion of the trends and characteristic of the real estate market in this area.

Dawn Rasmussen is from Kadoka and is working on here appraisal licensing and getting here training and experience. It is always good to see a fresh young face in the crowd and we encouraged her to continue to come to our meetings. She is looking for a supervising appraiser to gain experience.

We had a discussion of the recent Assessors conference in Deadwood and Ryon and I talked about the program they had and the applicability of the association to our constant need for real estate data. There has been some difficulty in obtaining information from some counties in the state with the change of personnel and interpretation of disclosure information. Ryon said the Black Hills jewelry that we gave to the South Dakota Assessors was well received and appreciated.

Russell Wyatt suggested that we have our August 21 meeting in Hot Springs at their place located on the southerly edge of Hot Springs and we would have it in conjunction with a golf outing and possibly even expanding it to a bigger function with an afternoon BBQ sponsored event. It sounds like a fun event and I told him we would consider these options after consulting with the officers and directors. It might be a good idea to move the meeting around a little.

SD CHAPTER CONTINUES PRESENCE AT ASSESSORS CONFERENCE

By Norm Edwards, ARA

The North Central Regional Association of Assessing Officers (NCRAAO) NCRAAO had their annual conference in conjunction with the South Dakota Association of Assessing Officers (SDAAO) from June 9th thru June 12th 2014 at the Lodge at Deadwood on a rather overcast week. It was a well-attended conference with an enrollment of 312 people and 18 vendors. The people were from mostly from the upper Midwest but there were participants from all across the US.

It started out with a great day on Monday with bright skies for their golf tourney at the Spearfish County Club and the late afternoon outing to Mount Rushmore for the lighting ceremonies. This was well received and enjoyed by the group.

Tuesday started with a general session and broke into sessions including appraisal of vineyards, Sanford



Laboratory, and starting a reappraisal. I went to the Vineyard and Winery session and Mr. Jim Schade, who owns and operates a vineyard just west of Volga went over the considerations and development of the Schade Vineyard Inc. He got into the management consideration, costs and revenue from the management of an operating vineyard and talked about the valuation considerations of such an operation.

The next session I attended was on Valuing Casino Properties and was put on by Mr. Charles King, MAI of Lead and he presented a very informative and interesting presentation on considerations and techniques of evaluating casino properties, primarily in the Deadwood area. The local knowledge and expertise that he had in the area was apparent in his considerations and methodology.

The third session of the day was an interesting presentation by Rick Stuart of the New Technologies Public Information Program in Kansas. He is in charge of developing and teaching courses in appraisal and public relations primarily in assessment offices throughout the country. He talked about Apex Sketch Verification, use of “the cloud”, and Mobile Hardware. Windows 8 (enough said). He talked about new changes in GIS Software and there was a little discussion on Google’s new map / survey referencing software. We had a discussion of Damage Assessment Software and the use of Drones in appraisal applications. There was some discussion on the Realty Property Resource which is the Realty brokerage’s answer to Zillow and is expected to big competition to the existing technology, and is being pushed by the real estate brokers.

The next day, Wednesday was concentrated, on my part by sessions on finding defensible land values and how to be a good witness in court hearings and in the courtroom which was presented by Mr. David Wiest who Deputy Secretary of the Department of Revenue for the State of South Dakota. These sessions were informative and well received by the audience. There were other sessions on Sales ratio Statistics and recognizing changes in the market and measuring those changes.

The South Dakota Chapter of ASFMRA was represented at this conference by Gordon Wendell, Ryon Rypkema and me (Norm Edwards). On behalf of the chapter, Ryon made a presentation of a man’s and woman’s Black Hill Gold watch to Don Burma from Lincoln County and Jill Hoogeveen from Walworth County.



BE THANKFUL!

Be thankful when you don't know something, for it gives you the opportunity to learn.

Be thankful for the difficult times. During those times you grow.

Be thankful for your limitations because they give you opportunities for improvement.

Be thankful for each new challenge, because it will build your strength and character.

Be thankful for your mistakes. They will teach you valuable lessons.

Be thankful when you are tired and weary, because it means you've made an effort.

It's easy to be thankful for the good things. A life of rich fulfillment comes to those who are also thankful for the setbacks. Gratitude can turn a negative into a positive. Find a way to be thankful for your troubles, and they can become your blessings.

Author Unknown

KJERSTAD MEMBER SCHOLARSHIP OPPORTUNITY FOR LEADERSHIP INSTITUTE

One of our Kjerstad Member Scholarship opportunities relates to Leadership Institute.

\$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.

President Ron Ensz has decided he will not be attending in 2014 and no board members have expressed interest **so this opportunity is available for a chapter member.**

Thanks to sponsor, DuPont Pioneer, the advocacy / media training will be available to both managers and appraisers once again this year. This valuable training will help one become more articulate on issues and give your speaking skills a huge boost.

Take advantage of this unique opportunity to enhance your leadership skills and gain useful tools you can apply to your professional life. Get a birds-eye view of your government in action. Tuition to attend is \$795, your airfare to Washington, DC and back, plus any incidental expenses and meals not covered by the Institute. Your tuition includes a shared sleeping room. If you desire a private room, delegates are required to pay the additional costs for the nights you stay.

Schedule: Managers / Consultants: September 8-12, Appraisers: September 7-11.
Registration Deadline & Cost: Received on or before August 6, 2013: \$795.

There is more information available on the national website www.asfmra.org

Please let President Ron Ensz (ensz@rushmore.com) know if you have an interest in attending prior to August 1, 2014.

KJERSTAD MEMBER SCHOLARSHIP HISTORY

By Paul Reisch, Newsletter Editor

Every other month the SD ASFMRA newsletter ends with a page outlining Kjerstad Member Scholarship opportunities. Our chapter has 36 members (almost half of current 74 members) who were not members at the time of Jerry Kjerstad's death in October 2006. The intent of this article is to provide members (especially these 36) with an historical perspective of the Kjerstad Member scholarship.

The chapter lost valued member Jerry Kjerstad on October 15, 2006. Jerry was Chapter President in 1993-94 and involved in national activities (especially Leadership Institute) from that time until his death. From Jerry's obituary:



Jerald Elnoris "Jerry" Kjerstad, age 64, of Piedmont, died Sunday, October 15, 2006, at the University of Colorado Hospital in Denver, Colorado.

Jerald Elnoris Kjerstad was born March 28th, 1942 in Quinn, South Dakota, the son of Elnoris and Ila (Bean) Kjerstad. Jerry grew up on the ranch by Quinn. He graduated from Wall High School in 1960 and he received his BS in Agriculture Economics with a Business Option Degree from South Dakota State University in June of 1964.

Jerry became a loan officer and appraiser with the Federal Land Bank Association of Chadron, Nebraska. He was with the Farm Credit Service System until December 31st, 1984. During his 20 years of appraisal and appraisal review career with the Farm Credit System, he was located in Spokane, Washington, Washington D.C., and Omaha, Nebraska.

Jerry returned to the Quinn area to manage his ranching interest and establish a real estate business in 1985. The appraisal real estate business was moved to Piedmont in 1993. Jerry is the president of Kjerstad Realty, Inc., which provides

a full range of real estate appraisal, brokerage, and consulting services. Jerry approached his business like he did all aspects of his life with leadership, dignity, and respect.

Jerry was united in marriage to Margy White on January 12th 1963, in Wall, South Dakota, and to this union were born three children Rick, Tina, and Lisa. Jerry was a lover of life and adventure. He was always there for his children as a Boy Scout Leader, baseball and softball coach, driving instructor, riding coach, and whatever else was needed. Jerry shared his love of life with his children and his grandchildren every day. He also loved his horses, hunting, fishing, and wine. Jerry's heart reached out to so many people and he gave every person he met a true gift of genuine friendship.

He was a member of the American Society of Farm Managers and Rural Appraisers, South Dakota Alumni Council, South Dakota Buckaroos, Custer Trail Riders, and the US Marshal Posse.

Continued

KJERSTAD MEMBER SCHOLARSHIP HISTORY CONTINUED

From October 2006 Newsletter - Wade Buck President Message:

He always had a smile for you. He always made me feel welcome. Even with all his talent and experience he treated me like an equal. He was one of those people you wanted to be around.

These were just some of the statements I heard over the past couple weeks and at Jerry Kjerstad's funeral. All of these go to support what a well-liked and respected man Jerry was.

It is with heartfelt sorrow my sympathy goes out to Margy and her family. While I can't say I understand how the family feels or pretend to know how this has impacted their lives, I can say as friend of Jerry's, I understand Jerry will be missed. He will be missed by the family, business associates, friends, students and the community of which he was a vital part.

For many of us, our community involvement is primarily local, fairly immediate, and tends to have an easily defined boundary. Based on my knowledge of Jerry and more so, on the comments by those who knew him best, Jerry's community didn't fall into that defined boundary. Whether it was spending time with family and friends, working, or traveling, Jerry touched people.

Jerry certainly touched this chapter. He played an active role in the early development of the chapter as well as the ongoing success of the chapter. Jerry mentored many, and was willing to give of his time and talents.

My son Cody said it very well, while saying a prayer for Jerry, when he said "God Bless Jerry, he's a really nice guy."

Kjerstad Member Scholarship Development:

For several years, SD ASFMRA provided registration fee scholarships for a member to attend Leadership Institute and national meeting attendance for the first time.

At the November 2006 board meeting, an exploratory committee (Ron Ensz, Allan Husby, and Paul Reisch) was established to revisit the National Meeting Scholarship and other ways to provide financial support to our members. At the May 17, 2007 board meeting, this committee presented a proposal titled:

JERRY KJERSTAD MEMORIAL CHAPTER MEMBER SCHOLARSHIP PROGRAM

The proposal focus:

- A lasting memorial of Jerry's contribution to our chapter.
- A means to generate funds that can allow expansion of chapter support for members in accord with the chapter mission of *Enhancing Our Members' Ability to Succeed in Their Rural & Agriculturally Related Professions!*

Consensus at the board meeting was that support and participation from chapter members for the funding part of the proposal was essential for the success and sustainability of the program over the long term. The July member breakfast meetings were utilized for board discussions with chapter members to determine if strong member support for the proposal existed.

Continued

KJERSTAD MEMBER SCHOLARSHIP HISTORY CONTINUED

After receiving this member input, the chapter board announced implementation of Phase 1 scholarship opportunities for members under this program at the January 2007 annual membership meeting:

- Leadership Institute attendance
- National meeting attendance for the first time
- Pay member registration fee when receiving accreditation at national meeting.

Funding is handled outside of the normal chapter operating / budgeting process. A separate money market account has been dedicated for this program. Scholarships are paid from this account. Chapter fundraising projects, continuing education profits, and interest accrual on the account pay for the scholarships.

In May 2010, President Tom Jass announced that due to excellent recent education programs and excellent member support of those programs, chapter finances were at all-time highly positive position. The Board passed a motion to transfer \$25,000 of excess chapter funds into a separate and distinct Kjerstad Member Scholarship fund. It is the Board's intent to never tap these funds for chapter operating or other uses. These funds are to be used only to support the Kjerstad Member Scholarship Program.

The Board also passed a motion to create a new permanent committee to administer this program. The committee is called the Kjerstad Member Scholarship Committee. The committee is made up of the President, Past President, President Elect, Treasurer and one at large Member appointed by the President. The member is appointed at the beginning of each president's new term, at the same time he is appointing all of the other chapter committees.

With this action, the following scholarship opportunities were added:

- \$500 scholarship for first education course that is a part of accreditation track after becoming a new member.
- \$500 scholarship for accreditation education for those committed to achieving accreditation.
- Pay for cost of the accrediting exam.

In August 2012, the SD ASFMRA Board of Directors approved the following addition to the scholarship:

- 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.

This addition provided encouragement and support for members to attend the ASFMRA national meeting, a valuable forum for networking and education.

Those who knew Jerry can review the scholarship objectives as shown on the next page and think of many ways that Jerry touched chapter members that relate to these objectives. The Kjerstad Member Scholarship is a fitting lasting memorial of Jerry's contribution to our chapter.

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.