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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

Mentor
Ron Ensz, ARA

Kjerstad Member Scholarship
Ron Ensz, ARA

Nominating Committee
Allan Husby, ARA

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



SOUTH DAKOTA CHAPTER

3 / 2014

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

DATES TO REMEMBER!

April 10 - West River Breakfast Meeting - 9 A.M.

Rapid City Marlin's Roadhouse Grill

May 9 – SDSU Network Event – Brookings

Raven Industries Speakers on Precision Agriculture-Past-Present-Future

Bel Brands cheese plant tour after lunch.

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

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
Assessors Conference	Paul Sickler	3-27-1992	22
Terry Leibel	Jim Hollenbeck	3-12-1999	15
Education Foundation	John McMahan	3-12-1999	15
Mark Elder	Ron Rucker	3-12-1999	15
Government Relations	Craig Sommers	3-12-1999	15
Terry Leibel	Jim Vietor	3-12-1999	15
Appraisal Review & Ethics	Allan Husby	3-15-2002	12
Jerald A. Hulm, ARA	Brian Gatzke	3-21-2003	11
Mentor	Loy Matthes	3-07-2003	11
Ron Ensz, ARA	Scott Heimes	3-26-2004	10
Kjerstad Member Scholarship	Dan Hilgenkamp	3-11-2005	9
Ron Ensz, ARA	Troy Swee	3-18-2011	3
Nominating Committee	Amanda Koch	3-04-2013	1
Allan Husby, ARA	Bronc McMurtry	3-22-2013	1

Thank you for your support!!

PRESIDENT'S MESSAGE

Hello Everyone:

Hard to believe the 1st Quarter of 2014 is history. Spring is upon us even though we will probably have “up and down” weather for another month or so. Even though we have been getting snow and cold, some of the days of sunshine and warmer temps have prompted our dandelions to stick their noses out of the ground. I was travelling from Pierre to Belle Fourche on Wednesday and passed several pieces of equipment for spraying or fertilizing cropland so I am sure the farmers are ready to go when weather allows.

Based on several auctions in western SD this last month, it appears West River is trying to catch up on East River price increases. One of the larger auctions, 12,000 acres north of Philip, sold for over \$14.8 million. Two small cropland tracts sold to a ND buyer with the balance sold to SD buyers with all but one being area operators. I just heard some good cropland southwest of Onida sold at auction on Thursday at \$5,450 / acre. Also received the results of the recent Hand County auction and that went well also. Still appears to be more demand than supply for land in South Dakota.

All I know, in western South Dakota, appraising properties is becoming more difficult with some sales not making a whole lot of sense. Hard to measure that “atypical buyer motivation” but it definitely exists and some of the sales would be hard to replicate in the market.

I want to again, thank all who attended the winter meeting in Chamberlain and attended the USPAP and the Farmland Drainage courses as the Chapter's net income was over \$5,300. The 2014 Budget had projected a \$3,900 net income. This income will allow the Chapter to conduct the typical and usual activities for the balance of the 2014 fiscal year.

The SDSU Network Even is scheduled for May 9th. I encourage you to register for the meeting and the opportunity to tour the new Bel Brands cheese plant. This looks to be a great event and opportunity.

Be sure to review the list of Chapter Member Anniversaries on the prior page. Fourteen listed at ten years or more.

Congratulations to Chapter members Jackson and Barb Hegerfeld on the birth of their son Dawson Hegerfeld. Reports are that all are doing well and Dawson plans to apply for membership in about 18 years.

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

GREAT TRUTHS ABOUT GROWING OLD

1. Growing old is mandatory; growing up is optional.
2. Forget the health food. I need all the preservatives I can get.
3. When you fall down, you wonder what else you can do while you're down there.
4. You're getting old when you get the same sensation from a rocking chair that you once got from a roller coaster.
5. It's frustrating when you know all the answers, but nobody bothers to ask you the questions.
6. Time may be a great healer, but it's a lousy beautician.
7. Wisdom comes with age, but sometimes age comes alone.

EAST RIVER BREAKFAST NETWORKING

By East River Breakfast Chair Tyler Urban



The regularly scheduled East River Breakfast meeting was held March 21st at the Roll'n Pin in Sioux Falls. Members present included Allan Husby, Paul Sickler, Tom Jass, Brian Gatzke, Travis Shaykett, Ron Rucker, Jerry Warmann, Tyler Urban, Jesse Ball, Adam Nelson and guest Kevin Johannsen.

Brian Gatzke was able to report on his appraisal class at SDSU. Of the 48 students that registered, 38 stayed in the class and it appears that 25 students want to use this class for qualifying education. If these 25 students sign up for the fall class, it will go on as scheduled. Paul Sickler shared the income from the January classes which were very successful.

The upcoming SDSU network event will take the place of the May breakfast meeting. Brian and Allan Husby discussed the schedule of events which includes a tour of the new Bel Brands plant in Brookings. See the rest of the details in the newsletter for more information on this event.

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 will be inviting 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.

Invitations will be sent to SDSU representatives and chapter members in the near future.

MEMBER PROFILE IS KAYLA SUTHER

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

I attended Northern State University where I earned a B.S. in Finance with a minor in psychology followed by an M.S. in School Counseling. I managed a federally-funded TRiO grant for five years during which I became a licensed insurance agent and began selling insurance with my dad at his agency.

Looking to get back into the business sector full time, I transitioned to a commercial lending position with a local non-profit organization before beginning my career in appraising.

Growing up, I was raised in a small farming community surrounded by friends and cousins who were raised on farms and had the opportunity to view the ag sector in that capacity as well as through the business end of things through my dad's insurance agency. In addition, my husband worked at a local ag dealership until he began farming full time with my brother-in-law several years ago. These experiences have helped me to see the agricultural sector through several different lenses.

In 2012, Mike Braun provided the opportunity for me to begin working with him as an appraisal trainee. I continue to work with and learn so much from Mike as I build toward my state certified general certification.

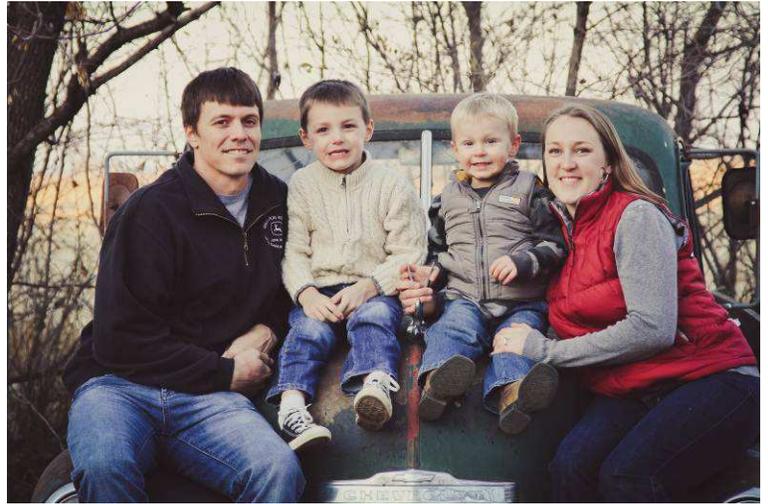
Describe what has led you to becoming a chapter member of the South Dakota ASFMRA and why you remain a member, if a member for a number of years.

Mike Braun encouraged me to become a member of ASFMRA when I first began working with him. He has developed an invaluable network of peers, and I have appreciated the opportunity and encouragement to begin doing the same.

ASFMRA has been a very welcoming organization that I am excited to be a part of. In addition, it has been a great resource for educational opportunities as I work toward my certification. I was able to take part in the ASFMRA Education Week in Omaha last summer and am looking forward to another course in Denver the beginning of April.

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

I was born and raised in northeastern South Dakota where I have remained to raise my children with my husband, Adam. We have two boys – Ben (5) and Max (2). We love to spend time together as a family at my parents' house and my in-laws' farm, teaching the boys to ride bike, hunt, and enjoy spending time outside. Most of our summer is spent on a baseball/softball field, and I foresee many sporting events in my future.



Continued

SUTHER PROFILE CONTINUED

Describe a few memorable or unique experiences in your life.

Of course, the most memorable days in my life were the days my children were born. But outside of those two days, one of my most memorable experiences would be the trip I took to New York City with my college basketball team in September of 2001. We flew out of the same airport to come home about a week and a half before the attacks on the twin towers. I was bummed we didn't get to go up in the twin towers while we were there, but I have a great photograph of myself and teammates with the twin towers in the background as we took the ferry out to the Statue of Liberty.

MARCH 13 DISTRICT CONFERENCE CALL SUMMARY

Annual Member Survey Results:

- We are getting younger as an organization.
- Members benefit from networking.
- Education is providing good value.
- Being a member makes a better professional.
- Membership is not a bargain but a good value.
- Members are not using small member benefits.
- Not all network nation-wide

Agree or Strongly Area From Survey:

- 89% - "Through ASFMRA, I have established lasting friendships."
- 86% - "Education sessions make a difference in my business."
- 85% - "I am better at what I do because of my membership."
- 81% - ASFMRA educational sessions are applicable."
- 77% - "ASFMRA education has kept current."
- 71% - "ASFMRA offers professional growth opportunities I cannot get anywhere else."
- 67% - "If I could only belong to one organization it would be ASFMRA."

Situational Analysis:

- Best growth in decades
- Strong financial position
- Updated hardware and software
- New Staffing – Andy Barlow and Michelle Guszak in Education and Jaleen Edwards – Director Marketing & Communications

Membership Trend:

- Decreased about 40 members a year from 2004 thru 2012; from 2,218 members to 1,933.
- Increased 83 members in 2013 to 2,016 members.
- Growth is continuing in 2014.
- Percentage under age 40 has gone from just under 13% in 2010 to almost 18% in 2013.

2014 Focus:

- Reviewing all education to be up to date and having accuracy in all written material.
- Improving all data management systems.
- New Association Management Software
- Online committee applications