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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
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Kjerstad Member Scholarship
Ron Ensz, ARA

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Newsletter Editor:
Paul Reisch, ARA
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SOUTH DAKOTA CHAPTER

5 / 2014

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

June 12 – SDAAO Conference Luncheon – Deadwood

June 19 - West River Breakfast Meeting - 9 A.M.
Rapid City Marlin's Roadhouse Grill

July 13-17 - ASFMRA Summer Education Week – Des Moines, IA
July 18 - East River Breakfast Meeting - 9 A.M. - Sioux Falls Roll'N Pin
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. 1-2 - Chapter Education Course – Deadwood (Tentative)
Oct. 26- 31 – 86th ASFMRA Annual Meeting – San Antonio, TX

CHAPTER MEMBER ANNIVERSARIES

| Member | Join Date | Years |
|---------------|-----------|-------|
| Russell Wyatt | 5-29-1987 | 27 |
| Paul Reisch | 5-06-1988 | 26 |
| Tom Jass | 5-26-1995 | 19 |
| Kayla Suther | 5-31-2013 | 1 |

Thank you for your support!!

CHAPTER MEMBERSHIP UPDATE

We welcome Julie Bauman as our newest member! Julie is from Elkton, SD and a student member at South Dakota State University.

Summary of Current 74 Members:

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

Total membership has grown from 59 to 74 since January 2011 with accredited, academic, and associate membership growing from 47 to 59 in the same time frame.

PRESIDENT'S MESSAGE

Greetings to Everyone! When it has been in the 50's or below for so long, 75 to 80 degrees seems rather hot. Did a little yard work on Monday and it didn't take long to start perspiring. I am sure the weather will really warm up next month.

This newsletter contains information about the SDSU Network Event that many of you attended and also about the recent board meeting held in Pierre. You will find the article about the board meeting is missing something even though Paul Reisch was in attendance. Any guesses? NO PHOTO! Not sure when that last happened.

As shown above, the West River Breakfast Meeting will be on June 19th instead of June 12th. Be sure to make this change to your calendars and plan to attend.

Not much news to report from this side of the state. I actually get to go fishing on Lake Oahe the first weekend in June.....always good to have friends with boats. Wishing you all an enjoyable fun-filled summer. I will visit with you next month.

A LIST TO LIVE BY

The most destructive habit.....Worry
The greatest joy.....Giving
The greatest loss.....Loss of Self Respect

The most satisfying work.....Helping Others
The ugliest personality trait.....Selfishness
The most endangered species.....Dedicated Leaders

Our greatest natural resource.....Our Youth
The greatest "shot in the arm".....Encouragement
The greatest problem to overcome.....Fear

The most effective sleeping pill.....Peace of Mind
The most crippling failure disease.....Excuses
The most powerful force in life.....Love

The most dangerous pariah.....A Gossiper
The world's most incredible computer.....The Brain
The worst thing to be without.....Hope

The deadliest weapon.....The Tongue
The two most power-filled words.....I Can
The greatest asset.....Faith

The most worthless emotion.....Self-Pity
The most beautiful attire.....SMILE!
The most prized possession.....Integrity

The most powerful channel of communication.....Prayer
The most contagious spirit.....Enthusiasm

CHAPTER BOARD MEETS IN PIERRE

The SD ASFMRA spring board meeting was held May 15th in Pierre at the Farm Credit Services of America office. Eight board members were in attendance.

Treasurer Paul Sickler provided a positive financial report. The January 1, 2014 checking, savings, and CD beginning balance was \$16,701.14, and the May 15, 2014 balance was \$22,874.48. Winter education net income was \$5,448.71 (\$1548.71 over budget). The Kjerstad Member Scholarship account balance is just over \$20,700.

Highlights not covered in other newsletter articles:

Social Committee:

The location of current and prospective members shows:

- 30 in Sioux Falls / Brandon or within one hour drive
- 40 in Brookings or within one hour drive counting 9 current or prospective student members.
- 7 within 1 hour drive of Yankton, 26 within 1 ½ hour drive
- 6 within 1 hour drive of Aberdeen
- 5 within 1 hour drive of Pierre
- 18 in Rapid City or within one hour drive

There was discussion regarding having breakfast or lunch meetings with some type of program, social, or tour in additional locations besides Sioux Falls and Rapid City or holding some East River meetings in a different location than Sioux Falls. The second idea would be an expansion of the SDSU Network Event in Brookings. This event is held in May in lieu of East River Sioux Falls meeting, which traditionally draws 20 plus members in attendance.

There was also discussion of having a social around other board meetings besides the traditional West River get together with members as part of a West River board meeting.

Discussion will continue at the fall board meeting regarding whether to implement changes for 2015-2016.

Assessor's Conference: Ron Ensz and Gordon Wendell will attend and represent the chapter at the 2014 Assessor's Conference in Deadwood and take care of purchase of Black Hills gold watches for door prizes. This year the drawing for the watches will be part of the June 12th Awards Luncheon.

Education Committee:

The Education Committee will pursue two options for two days of continuing education on January 15-16, 2015 in Chamberlain:

- Option 1: Best Practices for Rural Property Appraisals and Rural Case Studies.
- Option 2: Cost Approach Applications and Cost Estimating.

The committee is also looking into the possibility of offering one of the national three day course offerings that could draw national attendance in the first part of October 2015.

SDSU NETWORK EVENT HAS TECHNOLOGY / INNOVATION THEME

Thirty three individuals gathered on May 9th at the SDSU Foundation Office in Brookings for the purpose of fellowship, networking, and building relationships between the SD Chapter and South Dakota State University.

Those attending from SDSU included:

- Economics - Nicole Klein, Evert Van der Sluis
- Plant Science – James Doolittle, Doug Malo
- SDARL – Dan Gee

Members Attending:

- Academic Members – Jack Davis, Larry Janssen, Jerry Warmann
- Farm Managers – Tom Jass, Paul Sickler, Don Threadgold, Jorge Vicuna
- FCS America Appraisal Staff – Jay Knuppe, John McMahon, Paul Reisch, Jaret Sievers, Craig Sommers, Travis Shaykett, Tyler Urban
- Fee Appraisers – Michael Braun, Jim Dunlap, Brian Gatzke, Barb Hegerfeld, Allan Husby, Kayla Suther.
- Affiliate Members – Jackson Hegerfeld, Phillip Mueller

Guests: Marsha Braun, Kevin Johannsen, Ryan Molitor, Matthew Pullen, Steve Shaykett, Shane Swedlund

President Elect Craig Sommers welcomed and thanked attendees for coming. Craig also recognized Monsanto for their sponsorship of the event and introduced Philip Mueller, Monsanto Farm Manager/Account Manager.



Philip shared the Climate Basic tool with those attending the event. It is especially a useful tool for farmers with a large land base providing them with field specific weather for the past 30 years as well as current soil moisture levels, rainfall, and field notes.

SDSU Network Event Chair Brian Gatzke introduced the program speakers, Marketing Manager Ryan Molitar and Engineering Manager Shane Swedlund from Raven Industries. Their talk was titled Precision Agriculture Technology-Past-Present-Future, a presentation on agriculture changes and the technical challenges and changes in the industry.

Continued

SDSU NETWORK EVENT CONTINUED

Raven was founded in Sioux Falls, SD, in 1956 as a manufacturer of high-altitude research balloons for the American space program to help solve a great challenge in space exploration. Raven currently has 1,200 employees with corporate headquarters in Sioux Falls.

Raven's purpose is to solve great challenges through our high-quality, high-value products in areas of safety, feeding the world, energy independence, and resource preservation. Today, Raven is represented by three businesses.



Applied Technology Division helps feed the world by providing electronic Global Positioning System (GPS) products and information management tools designed to reduce operating costs and improve yields for the global agriculture market.

Engineered Films Division is an innovative manufacturer of high performance plastic films and sheeting to major markets throughout the United States and abroad.

Aerostar Division is a world leader in the design and manufacture of aerospace, surveillance technology, electronics and specialty sewn products.

After providing this brief overview of the company, Ryan and Shane shared more specifics for the Applied Technology Division. Raven's 1978 start in Precision Agriculture was presented from this perspective:

- 5500 BC – First plow
- 1500 BC – First wooden plow
- 1868 – First engine powered tractor
- 1935 – Conservation tillage introduced
- 1948 – First irrigation pivot system
- 1978 – Raven's automatic spraying control system
- 1999 – Automated steering system and satellite imagery
- 2000's – Automatic section control, boom leveling, first CORS system thru state DOT, wireless communications, use of data
- 2014 – UAV's

How does precision pay?

- Increases yields, profits, and operational efficiency
- Reduces input costs, chemical use, operator fatigue, and operator error

Ryan provided an example of reduction of chemical use by citing the spraying progression from foam markers (240 acre overlap) to lightbars (120 acre overlap) to auto-guidance (0 to 30 acre overlap).

Continued

SDSU NETWORK EVENT CONTINUED

In Raven's early years they provided automatic spray controls, yield monitors, and variable rate application (VRA) fertilizer. By 1996, they provided variable rate controller with GPS technology. In 2014, they are a full solution provider for planting, spraying, tillage, fertilizing, harvesting, and analyzing.

Customer demands today are products and services that are simple, reliable, compatible, and connected. They also want this with one monitoring system. Ryan provided several examples of Raven products and services geared to these customer demands.



The future will bring emphasis on sustainability, international market adoption including food safety, university collaboration, and increased emphasis on data.

In 2013, Raven established a presence in Brookings working with SDSU in research and providing agricultural and engineering internship programs for students. Shane heads up this effort. Their Omnirow Multi-Hybrid Control for planting was developed in conjunction with SDSU. With this control, you can select hybrids based on moisture and disease resistance. The advanced hydraulic-motor clutch provides population control and row shut-off while turn compensation optimizes seed spacing when planting on a curve. Key Benefits:

- Supports up to 36 rows configured in conventional, twin-row or interplant toolbar configuration
- Automatically shifts tractor or implement guidance line to keep rows straight
- Fully integrated with Raven's suite of liquid, granular and liquid injection product control
- Real-time seed monitoring and singulation information
- Slingshot-ready for wireless data transfer

After a box lunch catered by SDSU, participants had a tour of the new Bel Brands cheese plant. The plant has started production testing but is still a couple of months away from consumer production.



When up and running, the plant will process 500,000 lbs of raw milk daily with 1.5 million cheese pieces leaving the plant each day. They will have about 260 employees with most being from South Dakota. One innovative and sustainable feature was the polished water (recycled water from whey using reverse osmosis) that will be used for cleaning the plant.

Chapter members thank SDSU Network Chair Brian Gatzke and his committee members for putting together this interesting and informative event.