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Craig Sommers

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Paul Reisch, ARA

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Past President
Allan Husby, ARA

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David Baker (2015)

Jeff Barker (2016)

Terry Leibel (2017)

Loy Matthes, ARA (2016)

Gordon Wendell (2016)

Committee Chairs:

Membership
Paul Reisch, ARA

Social
Craig Sommers

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

10 / 2014

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

DATES TO REMEMBER!

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

Nov. 21 - East River Breakfast Meeting - 9 A.M. - Sioux Falls Roll'N Pin

Dec. 11 - West River Breakfast Meeting – 9 A.M.

Rapid City Marlin's Roadhouse Grill

2015

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

June 2-5 – SDAAO Conference – Yankton

July 19-23 - ASFMRA Summer Education Week – Omaha, NE

Sept. 14-18 - Leadership Institute – Washington, DC

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

CHAPTER MEMBER ANNIVERSARIES

Member	Join Date	Years
Jerry Hulm	10-11-1985	29
Jim Dunlap	10-7-1988	26
Dave Koenigshof	10-2-1998	16
Mark Elder	10-01-2005	9

Thank you for your support!!

CHAPTER MEMBERSHIP UPDATE

We welcome Joseph John Doran and Dave Koenigshof as our newest members!

Joseph has been with the Pennington County Department of Equalization since 2011 and became the AG Appraiser for the county in August 2014. He is originally from eastern Montana.

Dave is an appraiser with Agri-Access. He joined the Iowa chapter in 1998. He moved to Tabor, SD and has justly recently switched his membership to the SD chapter.

Summary of Current 78 Members:

3 Academic 6 Student 2 Affiliate 4 Partner 1 Honorary
1 ARA/AFM 10 ARA 7 AFM 44 Associate – 39 appraisers
- 5 farm managers

PRESIDENT'S MESSAGE

Greetings from western South Dakota!

Wow, what a different October from a year ago. Last year's early October winter storm Atlas dropped up to five feet of snow in some areas and killed tens of thousands of cattle, horses and sheep. Quite a change from a year ago. Many that were affected by Atlas will continue to regroup and rebuild their livestock numbers.

South Dakota will have good representation (Jim Dunlap, Norm Edwards, Mark Elder, Brian Gatzke, Barb Hegerfeld, Paul Reisch, Troy Swee, and Don Threadgold) at the National Meeting in Tucson next week. One of our members, Troy Swee, will receive his Accredited Farm Manager designation. I had planned on attending but work is getting in the way and I needed to cancel my registration. Paul Reisch will be the SD Chapter delegate and voting member at the business meeting.

We had a good Chapter board of directors meeting in Rapid City on October 10th. There are two articles later in this newsletter relating to the West River Chapter Breakfast and the Board meeting. The Chapter had another financially successful year and the board approved disbursing \$1,000 to the National ASFMRA Education Foundation fund and \$2,000 to the Kjerstad Member Scholarship fund.

Be sure to mark your calendars for the winter meeting in Chamberlain on January 15 and 16. You should be receiving a mailing soon outlining the offerings. Be sure to register. Our Chapter membership meeting will be held late afternoon on January 15.

Looking at the anniversaries on page one, I see we have a couple of members closing in on 30 years of membership. Both Jerry and Jim have been active in the SD Chapter in the past. Jim Dunlap is finishing up his term as District Vice President for the ASFMRA. Thanks to all of you for your continued membership.

Hard to believe but the next newsletter will be heading your way the week of Thanksgiving. Have a fun and rewarding November and I will visit with you next month.

CHAPTER HAS PRESENCE AT SDSU CAREER DAYS

Chapter members attended the SDSU Ag Bio Career Days on October 15th. Our Chapter was represented this year by Tom Jass, Amanda Leighton, Adam Nelson, and Paul Sickler. SDSU Career Days Chair Jay Knuppe handled lining up the booth and materials.

Committee goals for this event:

- Increase student awareness of the property economics professions of appraisal, farm management, and agricultural consulting.
- Increase student awareness of the ASFMRA and South Dakota Chapter.
- Increase student awareness and interest in the Chapter's SDSU Scholarship.

Chapter members answered questions that students had about ASFMRA and how to become a farm manager and / or appraiser. Students were encouraged to apply for the ASFMRA SDSU scholarship for next year. The Denver office provided career description brochures along with the display materials. The winner of the \$50 card drawing was Ashley Zutz. She is an Ag Business major, freshman, interested in horses and running her own business.

LEADERSHIP INSTITUTE HIGHLIGHTS

By Brian Gatzke, ARA

The ASFMRA Leadership event in Washington DC this past September was very successful and we had some great reviews by the attendees. This year, the event was sponsored by DuPont / Pioneer for the ASFMRA farm manager program and the appraisers really appreciated the support of both ASFMRA and DuPont / Pioneer. The appraisers were the benefactors of the Pioneer / DuPont donation. Thank you to them.

There were challenges from membership with attendance in advance, but in the end, the farm managers had 13 people attend with independent and companies support from Farmers National, Stalcup, Hertz, Agri Affiliates, Western Ag Services, United Farm Management, ProCrop Farm, and ASFMRA. There were also 9 appraisers plus 2 Dupont / Pioneer and 1 ASFMRA for a total of 25 attendees. The attendees participation was dynamic and cooperative.



Highlight confirmed by all was meeting and the presentation by Secretary of Agriculture, Mr. Tom Vilsack, arranged by Darryl Limkeman with Mid States Farm Management Company.

Appraiser Highlights:

Meeting Secretary of Ag, Mr. Vilsack.

Presentation by our Washington DC lobbyist for the appraisers, Mr. Bill Garber and Scott Dibiasio of the Appraisal Institute regarding highlights of appraisal related topics.

Overview presentation by The Appraisal Foundation by Dave Bunton, president of The Appraisal Foundation and Jim Park of the Appraisal Sub-Committee.

American Bankers Association presentation of appraisal challenges and discussions with agriculture economy.

John Ross, Director of Office of Valuation Services for the US Department of Interior.

IRS presentation with conservation easements and partial interest donation valuations with non-cash charitable contributions of real property by Karin Gross, Charlie Gorham, and Deena Devereaux, legal counsel's.

Continued

LEADERSHIP INSTITUTE HIGHLIGHTS CONTINUED

Farm Managers Highlights:

Presentation by Secretary of Ag, Mr. Vilsack discussing farm bill and EPA water of American, along with understanding of the Rail challenges with grain in the upper Midwest and plains.

Guest speaker presentation with DuPont/Pioneer, Mr. Rick Miller, President of DuPont Crop Protection.

FSA presentation by Brad Kamen, Deputy Director for Farm Programs of USDA.

Mike Conaway, House Ag committee presentation about Farm bill and EPA waters of US, along with agriculture and transportation challenges.

DuPont Chesapeake Bay activity with research, social networking, Crab House meal, Skeet Shooting, and DuPont Crop Protection Ag Issue discussion.

Presentation with the DuPont and Chesapeake Farm discussion with deer and wildlife management along with recreation enhancement and conservation easements providing support to balancing the environment and agriculture production.

Presentation by the ASFMRA Farm Manager Lobbyist, Mr. Stephen Frerichs.

Highlights for all included:

DuPont / Pioneer Sponsored Advocacy training by the Wixted Group and setup for the hill visits along with promotion of talking points.

Dinner with the group sponsored by DuPont / Pioneer Sunday evening Chart House restaurant in Old Town Alexandria, with great views of the bay and networking of appraisers and managers.

Review of the Waters of the USA by both EPA and US Army Corps of Engineers specialists. Presenters stated they have over 300,000 comments to review and they still had additional weeks remaining for public comment.

Economists and forecasting from the USDA, House and Senate Ag Committee, grain commodity groups, and Farm Credit Council policy analyst

Lunch at the USDA food commons

Evening tour of the DC Monuments

Excellent networking opportunities, sharing of ideas, and meeting new friends. Like all ASFMRA events, the networking and sharing of information is incredible.

I have agreed to be the co-chair with Dennis Reyman for the 2015 and 2016 years. The 2015 event will be Sept. 14-18, a week later from this past year. Chapters are encouraged to promote and market the Leadership event early for ASFMRA to have strong attendees.

The Leadership alumni are looking forward to a presentation at the National meeting in Tucson and we would encourage all members to attend the national meeting. Special thanks for the support.



WEST RIVER BREAKFAST NETWORKING

By Norm Edwards, ARA

October 10, 2014 Breakfast Meeting of the West River Portion of the South Dakota Chapter of the ASFMRA was held at Marlins truck Stop in Rapid City at about 9 am. It was a great fall day in the Hills and the meeting was well attended. There were seventeen members and guests present with chapter boards joining the gathering prior to their board directly afterwards at the Farm Credit Offices nearby.

West River members and guests were Dave Baker from Hermosa , Joe Doran from Rapid City, Norm Edwards of Spearfish Ron Ensz from Belle Fourche , Loy Matthes from Rapid City, Keith Newman from Rapid City, Kent Rasmussen from Rapid City, Dawn Rasmussen from Belvidere, Gordon Wendell from Rapid City , Josh Whetham from Rapid City, Russell Wyatt of Hot Springs, and guest Jay Widdoss from Rapid City.

East River board members joining the group were Allan Husby from Sioux Falls , Paul Reisch from Watertown, Terry Leibel from Pierre, Paul Sickler from Brandon , and Craig Sommers from Aberdeen.

Because of the size of the group and some of the new members we went around the table and introduced ourselves and our experience and/or employer.

We had a big table and had a good chance and opportunity to ask, discuss and exchange current information and opportunities in the organization and in the current procedures:

We had a discussion on the problems and benefits of the trainees and supervisory training procedures and problems in complying with current guidelines and how they can be improved or expedited to work in the current market and the increased demand for qualified and experienced rural appraisers.



We also went over the educational selections for the upcoming winter meeting and demands of the membership for upcoming offerings and opportunities.

We had a good discussion of the recent IRS meeting in Souix Falls and the benefits and pit falls of performing Conservation Easement Appraisals and the Demands of the Federal Agencies. There were several of our members who attended this Seminar and offered eye witness accounts of the program.

We had a good meeting and I heard some good comments about the format and chance to meet and greet our leaders and get to know them.

SD ASFMRA BOARD MEETING HIGHLIGHTS

The SD ASFMRA fall board meeting was held October 10th in Rapid City at the Farm Credit Services of America office. Nine 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 September 30, 2014 balance was \$21,164.80. The Kjerstad Member Scholarship account balance is just over \$19,200.

Highlights not covered in other newsletter articles:

Our support of IRS Seminar was well received by North Star Appraisal Institute chapter. We built good relationships with this support. They had a great turn out and have returned our \$500 plus \$300 from a chapter member. This \$800 is not part of the September end balance shown above.



The board voted to donate \$1,000 to ASFMRA Education Foundation and transfer \$2,000 to Kjerstad Member Scholarship Fund.

2015 Winter Meeting education has been set.

- January 15 Cost Estimating; January 16 Cost Approach Applications
- Instructor Jeff Berg, ARA

The Education Committee continues to explore the possibility of holding a national course in Deadwood but is now looking at a late September / early October 2016 time frame.

SDSU Relationships Real Estate / Appraisal Curriculum Development Committee continues to work on additional appraisal education at SDSU. A delay in ASFMRA development of a Basic Appraiser Procedures 102 class meant that students would not be able to receive credit for licensing so the course was not offered in fall of 2014.

Brian Gatzke and Larry Janssen continue to work with SDSU and ASFMRA regarding a fall of 2015 offering. Tentative plans are for a 4 credit hour class, broken up in 2 credit hour segments. Segment 1st half is introduction A101 (Basic Appraisal Principles) taught by Brian in the spring 2014. Segment 2nd half is application A102 (Basic Appraiser Procedures).

There was discussion of Nominating Committee and Positions to be Filled at the January 2015 annual meeting elections. In addition to officer positions (President, President Elect, Secretary, Treasurer), there will be election of two director positions. David Baker has served two terms. An additional director is needed per bylaws of one director for every 10 academic, accredited, and associate members as of September 30th. In reviewing member numbers in various locations and existing board member locations, it was decided both directors should come from the east central / southeast part of the state.

SD CHAPTER MEMBERSHIP SUCCESS STORY

This success story was shared with ASFMRA to be included in the **Chapter Officers Workshop Book** for the Tucson chapter workshop meeting.

The SD chapter board held a planning meeting in May 2001. At the time of the meeting, the chapter had 34 members. We came out of that planning meeting with a chapter mission statement that has served us well ever since.

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

This mission statement has given the chapter a purpose and focus to serve members independent of, but in support of the national organization. Every other month breakfast meetings were implemented in Sioux Falls and Rapid by the end of 2002 and a monthly newsletter was started in August of 2002. . Regular newsletter features include dates to remember, President's message, member news, and events update. There are also periodic emphasis articles on the plans / activities of a specific chapter committee. Appraisal items of interest can also be highlighted. An annual SDSU Network Event at the university campus was started in 2003.

The Kjerstad Member Scholarship was established in 2007 and currently offers the following member scholarship opportunities:

- \$500 scholarship for Leadership Institute attendance.
- Pay member registration fee for first time national meeting attendance.
- Pay up to two \$500 scholarships annually to attend the National Meeting for members who have attended the National Meeting in the past.
- \$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.
- \$500 scholarship for accreditation education for those committed to achieving accreditation.
- Pay for cost of the accrediting exam.
- Pay member registration fee when receiving accreditation at national meeting.

Through these efforts, chapter membership had grown to 54 members (excludes partner / honorary members not part of national membership) by January 2011 including 48 in the accredited, academic, and associate member categories.

An active membership committee of 9 members was established in 2011 and has continued to the present. This committee has both retention and recruitment responsibilities.

Retention:

Committee members will have ongoing activation / communication with assigned chapter members that are not a committee member. The communication would involve encouragement to attend chapter activities including education offerings, breakfast meetings, and social events as well as discussion on future committee member interest.

Committee member will contact assigned members who let their membership lapse or become delinquent.

Continued

SUCCESS STORY CONTINUED

If possible, committee member will conduct exit interviews with those members who choose to leave the Chapter. Interview will focus on reasons for leaving and what steps the chapter could take to retain their membership or bring them back to membership. Committee member will report interview results to Committee Chair.

Committee Chair will monitor and report findings to chapter board and committee members at the end of each calendar year to assess needed changes in chapter processes.

Committee Chair will maintain a monitoring process to ensure that the above objectives are met.

Recruitment:

Follow up with potential prospects identified by contact with committee members and chapter member referrals. Committee Chair will identify committee / chapter members to do this and communicate with them about achieving the follow up.

Committee Chair will send welcome e-mail to new member attaching Member information documents if not already received prior to joining within 30 days of joining the chapter.

Committee member will visit with each new member within 60 days after Committee Chair assigns this task to committee member based upon geographic and / or committee member relationship with the new member. The visit will address:

- their expectations of chapter membership,
- interest in serving on a committee,
- interest in accreditation track
- interest in Kjerstad Memorial Scholarship opportunities.

Committee member will report interview results to Committee Chair.

Committee Chair will monitor and report findings to chapter board and committee members at the end of each calendar to assess needed changes in chapter processes. Committee Chair will maintain a monitoring process to ensure that the above objectives are met.

Retention History:

- **2011 – 91%**
- **2012 – 100%**
- **2013 – 91%**
- **2014 to date – 96%**

Most members lost fall into one of the following categories – leave profession often by retirement and students no longer in college.

Since January 2011 to early October 2014, chapter membership has increased to 72 members (excludes partner / honorary members not part of national membership) including 59 in the accredited, academic, and associate member categories. This is an 18 member (33%) increase in total members and 16 member (33%) increase in accredited, academic, and associate member categories.

MEMBER PROFILE IS MEGAN HAMMOND

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

We have been offering farm management services with Advantage Land Company since 2012. Farm management harmonizes well with our primary service of land brokerage across the state. Brian Gatzke originally encouraged us to become a part of ASFMRA. Thankfully, in 2011, we decided to join and start attending education week. It has been fun getting to know new, genuine people throughout the US and hear stories from their part of the world. We always learn a lot at education week and hope to be accredited farm managers soon.

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 raised on a farm / cattle operation near Elkton, SD, and graduated from Mount Marty College in Yankton with a Business Management and Marketing degree. I made some lifelong friends and had an awesome experience playing Lancer fast pitch during my four years at MMC.

My first job out of college was at US Bancorp in Marshall MN in the credit department, then moved to Boise Idaho and worked for a national commercial real estate company in the finance department. I worked for a cutting horse trainer in my spare time in Idaho and ended up buying a working cow horse named Jerry. Once I decided to move home in 2008 to work for the family business, there was no way I was leaving Jerry.

My parents must have really wanted me home because they hauled Jerry over and through the mountains for 22 hours! I think he misses the winters in Idaho but I lease him out to the SDSU Equestrian Team during the cold season, so he has it pretty good. It is hilarious to watch our daughter Josephina, who is just over a year old, get so excited when we go see the horses. she knows the horsie says "NEEEIIGHH!"

Describe a few memorable or unique experiences in your life.

My First Antelope Hunt... My husband, Lane, took me out to Harding County for my first antelope hunt. (I drew a tag but he didn't. ☺). You have to realize I have shot pheasants and skunks, but no big game at this point in my life....so we walked and crawled around the gorgeous plains of southern Harding County, trying to get to a position where these goats couldn't see us.

Comical in itself as they have binocular vision, Lane reminded me. With our knees & elbows full of cactus, we are



finally ready to make the move. Lane, so nervous and excited he can hardly sit still, is telling me every little detail on what to do next. He said, "now there's a big buck to the right side of the pack about 200 yards out, so when you get above the hill you have to dial in and take the shot right away."

I think he is secretly thinking there is no way she is going to get one of these goats. So, I did what he said even though I could only see his head and neck because the grass was so tall. I dialed in as best as I could and let 'er go! By this time I was so nervous I had no idea if I got it or not! Lane yells, "You got it!

You dropped it! I can't believe you got it on the first shot!" It was really an enjoyable experience...it made me thankful for wide open spaces, hunting and husbands like mine!

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.