

5Officers:
President
Ron Ensz, ARA

President-Elect
Craig Sommers

Secretary
Paul Reisch, ARA

Treasurer
Paul Sickler, AFM

Past President
Allan Husby, ARA

Directors:
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

9 / 2014

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

DATES TO REMEMBER!

October 10 - West River Breakfast Meeting – 9 A.M.

Rapid City Marlin's Roadhouse Grill

October 10 – Board Meeting – FCS America Office – Rapid City

October 15 – SDSU Ag-Bio Career Fair

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

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

2015

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

June 2-5 – SDAAO Conference – Yankton

July 19-237 - ASFMRA Summer Education Week – Omaha, NE

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

CHAPTER MEMBER ANNIVERSARIES

Member	Join Date	Years
John Widdoss	9-30-1981	33
Don Kinker	9-20-1991	23

Thank you for your support!!

CHAPTER MEMBERSHIP UPDATE

We welcome Megan Haupert and Kevin Johannsen as our newest members!

Megan is from Granville, IA and a student member at South Dakota State University.

Kevin is from Madison, SD and employed as a sales specialist with Farm Credit Services of America in Sioux Falls.

Summary of Current 76 Members:

3 Academic 6 Student 2 Affiliate 4 Partner 1 Honorary

1 ARA/AFM 10 ARA 7 AFM 42 Associate – 37 appraisers / 5 farm managers

PRESIDENT'S MESSAGE

Greeting from western South Dakota! We have had our share of the "land of infinite variety" this last month as we had a hard frost and snow on September 11th and 95 degree weather on September 26th.

The fall board meeting for the SD Chapter will be held in Rapid City on October 10th. Board members plan to attend the West River Breakfast. I encourage your attendance at the West River Breakfast/Lunch to discuss the activities of the Chapter with the board and to offer suggestions on what other activities we should be pursuing.

I plan to attend the ASFMRA Annual Meeting and Agronomics Vision for 2015 the end of October in Tucson, AZ. As you will read later in this newsletter, the SD Chapter will be well represented with nine members presently planning to attend. We will be there to celebrate with Troy Swee who will be recognized for achieving the Accredited Farm Manager designation. Congratulations Troy!

I see Mr. John Widdoss is celebrating 33 years and Don Kinker is celebrating 23 years as Chapter members. Congratulations! John, I hope you realize we have a growing number of members that haven't even reached the age of 33....and I better just leave it at that...

All for now. I look forward to seeing many of you at the West River Breakfast and board meeting in Rapid City on October 10th. Have a great month!

EAST RIVER BREAKFAST NETWORKING

By Jeff Barker

Ten chapter members gathered in Sioux Falls for breakfast networking on Friday September 19th. It was a farm manager day with six farm managers (Tom Jass, Paul Sickler, Troy Swee, Don Threadgold, Seth Van Duyn, Jorge Vicuna) joining academic member Jerry Warmann and three appraisers (Jeff Barker, Barb Hegerfeld, Travis Shaykett).



The group had a good discussion regarding rents, upcoming sales, forecasted yields, and the national meeting in Tucson at the end of October.

CHAPTER SCHOLARSHIP PRESENTED AT SDSU

Jay Knuppe and Kevin Johannsen represented the chapter at the September 24th Ag-Bio Scholarship Banquet at the Student Union Volstorff Ballroom.

Brett Ziemer was announced as the recipient of the chapter's \$1,000 scholarship for the 2014-2015 academic year. Brett was chosen from those who submitted application / essays for the scholarship.

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 has been an active member of the Swine, Economics, Agronomy, and Conservation Clubs. He has been on the Dean's List every semester.



Upper level undergraduate students enrolled in the College of Agriculture and Biological Sciences are eligible for the scholarship. A cumulative GPA of 2.5 minimum, or upper half of class ranking, is required – along with a stated interest in considering rural appraisal, farm management, or agricultural consulting as a career. The following preferences are also considered:

- Community service achievements and demonstrated leadership qualities,
- Completion of / or current enrollment in the Rural Estate Appraisal course (Econ 373 / Plant Science 373) and / or Farm and Ranch Management course (AgEd 271).
- South Dakota resident,
- Financial need.

Past Scholarship Winners:

2005 – Seth Zilverberg – Holabird, SD
2007 – Emily Hansen – Marshall, MN
2009 – Kent Buchholz – Philip, SD
2011 – Jerilynn Reed – Faith, SD
2013 – Sara DeClerk – Flandreau, SD

2006 – Becky Lambert – Doland, SD
2008 – Jim Jansen – Fordyce, NE
2010 - Maria Skoglund – Canova, SD
2012 – Austin Mann – Bloomfield, NE

The establishment of the scholarship continues to contribute to a strengthened chapter relationship with SDSU personnel and students.

TROY SWEE JOINS AFM RANKS!



South Dakota chapter member Troy Swee was recently notified he had passed the AFM exam and had completed all requirements for accreditation and receiving of the AFM designations. Troy will be formally recognized at the Tucson national meeting at the end of October.

Swee earned his AFM designation by meeting stringent requirements in experience and education, in addition to passing rigorous oral and written examinations and abiding by the American Society's Code of Ethics.

Troy is a farm manager with Farmers National.

CHAPTER MEMBERS ENCOURAGED TO ATTEND ASFMRA ANNUAL MEETING

The 85th ASFMRA annual meeting & trade show and Agronomics, Vision for 2015 will be held in Tucson AZ October 27 through November 1, 2014. AgroNomics, Vision for 2015 is THE conference for individuals interested in understanding the impact of technology, economics, and data on rural land management and land valuation.

AgroNomics brings together the most highly accredited rural property professionals and industry experts from around the country to provide you the opportunity to:

- Network with the best and the brightest land experts
- Gain insights into utilizing cutting-edge technology
- Recognize the impact that technology could have on how you manage and operate your business today and in the future
- Understand how policy, regulations, investment decisions and even the weather impact land values
- Find out how data analysis can provide insight into trends, helping you to make more intelligent and fact-based decisions
- Obtain education and CE credits – to acquire and maintain your specialized accreditations.

Details on the above and registration can be found at www.asfmra.org. Early registration deadline is October 6, 2014. The meeting is a great educational learning opportunity and provides unprecedented networking with other rural property professionals.

Nine chapter members have informed Membership Chair / Newsletter Editor Paul Reisch of their plans to attend: Jim Dunlap, Norm Edwards, Mark Elder, Ron Ensz, Brian Gatzke, Barb Hegerfeld, Paul Reisch, Troy Swee, and Don Threadgold.

All chapter members are encouraged to attend.

Kjerstad Member Scholarship opportunities are available as follows to help with expenses.

- **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.

Chapter members interested in either the first time national meeting attendance or the opportunity for members who have attended in the past should inform President Ron Ensz and Treasurer Paul Sickler by October 1st.

VALUATION OF REAL ESTATE INTERESTS FOR TAXATION PURPOSES SEMINAR

This September 4th event held in Sioux Falls was sponsored by the North Star Chapter of the Appraisal Institute with support from the SD Chapter of American Society of Farm Managers and Rural Appraisers. The SD Chapter of ASFMRA provided the funds for the coffee and promotions. This was the only national offering of this IRS Seminar in 2014.

Topics discussed in the seminar:

- The Law - Federal Tax Code and Regulations related to Real Estate Donations
- Valuing Interests in Real Property
- Market Analysis/Highest & Best Use
- Responsibilities of Appraiser, Taxpayer, and Charity in completing IRS Form 8283
- Mock Trial presentation in the afternoon with Cross Examination and Re-Direct of Expert Witness
- Real Property Appraiser in Tax Court



Chapter Member Brian Gatzke co-chaired the event with Steve Shaykett for the North Star Chapter. Brian stated:

“This joint team effort between the SD Chapter ASFMRA and the North Star Chapter of The Appraisal Institute was a huge success. The SD Chapter deserves a huge thank you from all.

This just shows how a team of appraisers with one common focus can have a successful and positive event by working together as a team. Without both the support from the two chapters and support from both national associations, I believe this would have been a challenging event.”

There were 105 people registered. There were folks from across the country both AI and ASFMRA and non-association members. The IRS folks were impressed with the team work of everyone along with the diversity of questions and dynamics of the audience.



As a reference the IRS had held this three other times and this was the largest appraiser focused crowd focused on this specific topic.”

In August, National provided each chapter a table top display and table runner for use at job fairs, trade shows, and other events. It was used for the first time at this IRS Seminar. Brian indicated it worked out well for both chapters.

MEMBER PROFILE IS JACKSON HEGERFELD

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

I attended Northern State University and received a bachelor's degree in Finance with a minor in Economics. While attending school, I played strong safety and was team captain for the Northern State Wolves' football program.

My education in the agricultural industry started early on. I grew up with hands-on experience in cattle and row crop farming. Throughout high school and home from college, I worked as a hired hand at our feedlot. I now custom farm 120 acres of my parents land. I feel there can be no better experience than hands-on.

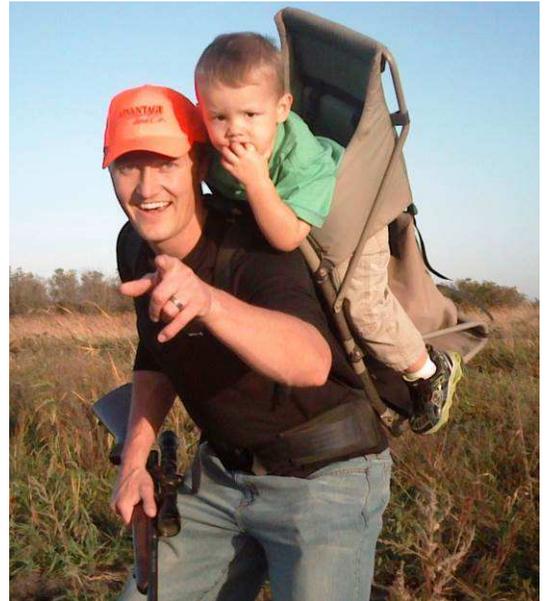
My 1st year of farming, or I should say my 1st year of 100% risk in our dirt, was in 2012. That brought more anxiety than I've ever had in my life! With the drought in full swing that year, I was a mess of anxiety and nerves. It wasn't easy on my family either, as I'm usually the easy going, laid back one. My wife, Barb, said that worrying is her role in the family, not mine!

I have been in the Land Brokerage business since the summer of 2008 serving SD and MN. It was through my starting with Advantage Land Company that I was introduced to the Farm Management field.

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.

ASFMRA is a great organization to meet great people across the US. The organization helps to inform on what is happening across the US and world with the ag industry and also updates on the new and upcoming farm bill. I feel that being a member of ASFMRA is an honor. As I now know the people that are affiliated are the best in the industry and outstanding professionals. It is also great to see the younger generation getting involved with this organization.

Since my wife is becoming an appraiser, I have to dish her out a little smack (not Ray Rice style), so I tell her that the American Society of Farm Managers ***Rule***. With a minor adjustment in the spelling of a word I also tend to forget to say the last letter of the acronym!



Continued

HEGERFELD PROFILE CONTINUED

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).

We have a little family of four, which is a new highlight every day! There is always something new happening. Barb, my wife is an appraiser for Rabo AgriFinance. She tries her dandiest to keep me out of trouble. We keep busy with our two sons, Mason (2 ½) and Dawson (6 months old) -or “babe Daw” as Mason likes to call him.

Hunting is a true passion. A few years ago, I built a deer stand to stay out of the elements & bring the kids. I bring Mason up there with me, but to keep him quiet IF & WHEN a buck walks by, I have a hand full of Snickers nearby to keep the kid on the quiet side! I feel it is so important to get the kids out at a young age in the outdoors even if they have too many treats!

Describe a few memorable or unique experiences in your life.

Well, although I love to hunt, I was considering myself to be the worst deer hunter in the upper mid-west. A couple of years ago, my wife finally taught me how to shoot a deer rifle.

A short story, A few years ago, I wasn't a very good shot, and had to shoot a buck twice with my 270 Winchester to drop him. I got up to him and I drug him about 10 yards so I could find him when I came back. I quickly went home, which was less than a half mile walk, came right back, and the deer was gone. He was absolutely nowhere to be found. Now how many people have drug a deer and ended up losing it? Not many.

Now, I am pretty good with a shotgun. I have my own little flinch and that flinch is built into my shot. But with my rifle, I too have my good'ol flinch, so good of a flinch my 3 shots at the paper bulls eye has NO pattern and NO consistency. I was convinced the scope had to be loose, No, if's, and's, or but's, about it. So one day, Barb, my caring wife that she is, says **“Don't pull the trigger, Just squeeze it!”** I will never forget those simple words.