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**SOUTH DAKOTA CHAPTER**

4 / 2015

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

**Directors:**

- Jeff Barker (2016)
- Jim Dunlap, ARA-AFM (2017)
- Brian Gatzke, ARA (2018)
- Jay Knappe (2018)
- Loy Matthes, ARA (2016)
- Don Threadgold, AFM (2016)

**DATES TO REMEMBER!**

- May 8 – SDSU Network Event – Brookings- McCrory Gardens – 9 A.M.
- May 14 - West River Breakfast Meeting - 9 A.M.  
Rapid City Marlin's Roadhouse Grill
- June 2-5 – SDAAO Conference – Yankton
- June 3-5 – South Dakota Professionals Range Camp - Sturgis
- June 4 – Chapter Board Meeting – Sioux Falls - Rabo Agrifinance Office
- June 5 -- East River Breakfast Meeting- 9 A.M. - Sioux Falls Roll’N Pin
- July 9 - West River Breakfast Meeting
- July 19-23 - ASFMRA Summer Education Week – Omaha, NE
- July 30 - East River Breakfast Meeting in conjunction with Hefty Field Days
- September 10 - West River Breakfast Meeting
- September 14-18 - Leadership Institute – Washington, DC
- September 18 - East River Breakfast Meeting
- September 23 – Ag Bio Scholarship Banquet - Brookings
- October 2 - West River Breakfast Meeting – Rapid City
- October 2 - Chapter Board Meeting – Rapid City – FCS America Office
- October 26- 31 – 86<sup>th</sup> ASFMRA Annual Meeting – San Antonio, TX
- November 12 - West River Breakfast Meeting – Rapid City
- November 20 - East River Breakfast Meeting
- January 28-29–Winter Education & Joint Meeting W/PAASD - Chamberlain

**Committee Chairs:**

- Membership  
Paul Reisch, ARA
- Social  
Jeff Barker
- East River Breakfast  
Barb Hegerfeld
- West River Breakfast  
Norm Edwards, ARA
- Education  
Scott Heimes
- SDSU Relationships – Reisch  
Career Days – Jay Knappe  
Curriculum – Gatzke / Janssen  
Network Event  
– Brian Gatzke, ARA  
Scholarship - Jay Knappe  
Student Involvement- Jesse Ball
- Assessors Conference  
Ryon Rypkema
- Education Foundation Auction  
Ron Ensz, ARA
- Government Relations  
Terry Leibel
- Appraisal Review & Ethics  
Jerald A. Hulm, ARA
- Mentor  
Jim Dunlap, ARA
- Kjerstad Member Scholarship  
Craig Sommers
- Nominating Committee  
Ron Ensz, ARA
- Communication  
Paul Reisch, ARA  
Newsletter – Paul Reisch  
Website – Adam Nelson

**CHAPTER MEMBER ANNIVERSARIES**

Member	Join Date	Years
Russell Wyatt	5-29-1987	28
Paul Reisch	5-06-1988	27
Tom Jass	5-26-1995	20
Kayla Suther	5-31-2013	2

Thank you for your support!!

[www.asfmra-sd.com](http://www.asfmra-sd.com)

## **PRESIDENT'S MESSAGE**

Looking at the past few months one wonders if it will ever be wet again. From here in NESD, wondering about enough precipitation is not typical. For the past 22 years, we have been fighting water and fighting about too much water. Now we are waiting for moisture. That said, winter was a great time to be dry. We can worry about precipitation after the crop is planted and the cow / calf pairs start on new grass. What will be, will be.

Spring planting is in full swing. That usually means less appraisal work as farmers get into the field and most leases are in place for the crop year. The slower demand for appraisals offers each appraiser time to research the market data that has been overlooked over the past year. I've noticed that there are very few land auctions and Realtor sales in northeastern SD. What we have found, is that there are many, many more private sales happening away from the public eye.

I had one customer tell me that he didn't dare sell his land at auction as it "might not get bid high enough that day". His concern was that a bid price could become the new "value" even though he could not accept the bid. He said he'd rather negotiate one on one. With that thought in mind, it is imperative that each of us fully researches the market in our working areas. One can no longer rely upon auction data alone.

Numbers indicate that about 80% of the market activity in northern SD is by private treaty. Private treaty sales really define the market here. Researching the market takes a lot of time. Many of us do not have that information online so we have become very good friends with our Directors of Equalization and Registers of Deeds offices. We owe our customers all of the market information that is available.

I'm not a farm manager, but I suspect our Farm Managers have been quite busy since last fall. I hope they have time to sort out the nuances of the demand, cash rents, and general trends that producers and operators are shaping. I hope we can get our Farm Managers to share that knowledge with the appraisers at a breakfast meeting sometime soon!

Other economic forces changing rapidly are cash rental rates for pasture. I've heard rents of up to \$400 per pair for a grazing season. Demand for grass is unbridled. In some areas pasture rents can be stronger than marginal cropland rents! Good luck with nailing this information down. Our livestock producers are living the life that \$7 corn brought grain farmers. It will likely not last as long as producers would like.

Make sure to get the SDSU Event on your calendar for May 8<sup>th</sup>. This event at SDSU has always been well worth my 150 mile drive to Brookings. If you know of a good prospect for our Chapter, bring them along, but let us know so we have enough food! I know that the UAV presentation will be very interesting. May 14<sup>th</sup> will be the west river breakfast meeting, so get that on your calendar too. Enjoy the spring!

Craig Sommers [craig.sommers@fcsamerica.com](mailto:craig.sommers@fcsamerica.com)

## **CHAPTER MEMBERSHIP UPDATE**

We welcome our two newest members. Elizabeth Bertolotto from Sturgis, SD is our newest SDSU student member. We also welcome Jordan Bauer. Jordan began employment with Farm Credit Services of America in March as a Sales Specialist in the Sioux Falls office. He is originally from the Eureka area.

Summary of Current 80 Members / 66 accredited / associate / academic:  
1 ARA/AFM 10 ARA 7 AFM 4 Academic 7 Student 2 Affiliate  
44 Associate – 38 appraisers / 6 farm managers 4 Partner 1 Honorary

## **SDSU NETWORK EVENT UAV DRONE PROGRAM**

SDSU Network Event Chair Brian Gatzke and his committee have again put together an interesting program for the May 8<sup>th</sup> event.

Arend Schuurman of the Brookings Aeronautics Club will be the keynote speaker on UAV's aka drones at the May 8<sup>th</sup> SDSU Network Event. Arend is an avid hobbyist and builder of drones.

The event will begin with brunch at McCrory Gardens at 9 a.m. on the 8<sup>th</sup> sponsored by Monsanto. After a good meal, there will be some comments from our Chapter President, Monsanto representative Ron Dunker, and Larry Janssen regarding the 2015 land value and rent survey.

Weather permitting, we will then travel to the Brookings Aviation Hobby Airport northeast of Brookings where Arend will address FAA rules and regulations, discuss drone potential uses, and run demo flights with drones. If inclement weather, Arend will speak at McCrory Gardens.

SDSU Network Committee Members:

- Brian Gatzke, ARA – Chair
- Location – Jay Knuppe
- Food – Paul Sickler, AFM
- Invitations – Brian Gatzke, ARA, Larry Janssen, Paul Reisch, ARA
- Registration – Barb Hegerfeld
- Welcome attendees – Jack Davis, Barb Hegerfeld, Paul Sickler, AFM

## **SOUTH DAKOTA CHAPTER MEMBER NOMINATED FOR EXECUTIVE COUNCIL**

Chapter member Jack Davis has been nominated as Academic Vice President for the 2015-2016 ASFMRA Executive Council. Jack is Crops Business Management Field Specialist in Mitchell, SD with SDSU Extension Economics. His responsibilities include developing and delivering educational programs on business matters facing producers including land market survey, Farm Financial Trends of South Dakota Farms, crop planning, cost of production budgets, SDSU Extension Ag Profit Team, Ag CEOs Lenders Conference, and Sustaining the Legacy estate planning.

**Professional Experience/Accomplishments:** SD ASFMRA Chapter Secretary 2003- 2009; 21 years working as Farm Management Specialist for SDSU Extension; Farm Manager for Davis Ranch; Certified Public Accountant.

## **SDSU SCHOLARSHIP SELECTION MADE**

The scholarship was created to develop and support student interest in the rural appraisal, farm management and agricultural consulting professions and to encourage students to become American Society of Farm Managers and Rural Appraiser (ASFMRA) chapter members.

Upper level undergraduate students enrolled in the College of Agriculture and Biological Sciences at SDSU are eligible for this 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.

Scholarship Chair Jay Knuppe is responsible for promoting the scholarship to students and arranging for an interview team of chapter members to interview and select a scholarship recommendation for Ag-Bio Associate Dean Don Marshall.

Eight chapter members have volunteered for the interview committee work in 2015 and 2016.

- Academic – Jack Davis, Larry Janssen
- Appraiser – Kevin Johannsen, Amanda Leighton, Keith Newman, Ryon Rypkema
- Farm Manager – Tom Jass AFM, Paul Sickler AFM

This spring, thirteen students applied for the ASFMRA scholarship matching the all-time high for number of applications. Chair Jay Knuppe put together a great interview team to conduct interviews of the top four candidates for the Chapter's \$1,000 scholarship. Paul Sickler led the interview team that also included Jack Davis and Keith Newman. This year three of the top four candidates were SD chapter student members. The four individuals were interviewed on the SDSU campus on April 23<sup>rd</sup>.

Elizabeth Bertolotto has been selected as this year's recipient of the Chapter's \$1,000 scholarship for the 2015-2016 academic year.

Elizabeth is working on an Animal Science major (with Agricultural Business and Range Science minors) and is from Sturgis, SD, in addition to being a graduate of Sturgis Brown High School.

In her college career, she is an active member of the collegiate 4-H and Little I. She has been on the Dean's List every semester and has been named the top 10% of her class. When asked about how she heard about the scholarship, she mentioned that one of her professors encouraged students to apply. She has spent a day with Loy Matthes learning about the appraisal profession.



She shared the following in her scholarship application: "Once I have my mind set on something, I do not stop working until I accomplish that goal. A scholarship is something to be proud of".

When informed that she had been selected for the scholarship, Elizabeth stated: "Rural Appraisal or Farm Management are definitely careers that I am interested in pursuing. This scholarship and the experiences I have had with SD ASFMRA thus far have been wonderful, and I am looking forward to continuing on towards a career in this field. I would also like to thank everyone in the chapter for being so kind and open, and for helping me find out more about rural appraisal, especially Loy Matthes."

## **MEMBER PROFILE IS KEITH NEWMAN**



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

I have over two years of experience working as a Real Estate / Chattel Appraiser Trainee for Farm Credit Services of America in Rapid City, SD. I graduated from Augustana College in December of 2012 with a Business Administration Degree and a minor in History. I started with Farm Credit in February 2013.

I have been working towards my 3,000 appraisal experience hours, and 300 classroom hours. I mainly work on agricultural appraisal assignments, along with rural-residential work. I look forward to becoming a Certified General Appraiser.

**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.**

I joined the ASFMRA to enhance my professional development. I wanted to be a part of a network of rural appraisers like myself, in order to enhance my appraisal skills and network with other appraisers in a professional setting.

**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 in Pierre, SD and grew up in Watertown, SD, graduating in 2008. My parents still reside in Watertown. My dad George has been a Financial Officer with Farm Credit Services in Pierre and Watertown for the past 30+ years. My mom Jan works for South Dakota Bureau of Information and Technology out of Pierre, SD. I have an older brother Vance. Vance and his wife live in Rapid City, SD with their four kids. My older sister Danielle is working towards her Master's Degree in Speech Pathology at USD in Vermillion.

My fiancé Lydia grew up in Lake Preston, SD. We met at Augustana College in Sioux Falls. Lydia played basketball for the Augustana Vikings for four years and had a very successful career. She works for Riddles Group in Rapid City in Advertising. We are looking forward to our June 2015 wedding.

I grew up playing sports all of my life. This led me to a football scholarship at Augustana College. I played outside linebacker for the Vikings from 2008-2012. College football taught me many great life lessons and introduced me to a lot of friendships. I really enjoyed my time playing college football.

I also enjoy spending my time hunting, fishing, boating, hiking, exercising, camping, and hanging out with family and friends. I am an avid Nebraska Cornhuskers football fan.

**Describe a few memorable or unique experiences in your life.**

Some of my most memorable experiences come from playing sports throughout my life. I have met many great friends and acquaintances through sports. It has been, and always will be a big part of my life.

## 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 1<sup>st</sup>.
- **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 1<sup>st</sup> 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.