

Officers:

President
Craig Sommers

President-Elect
Terry Leibel

Secretary
Paul Reisch, ARA

Treasurer
Paul Sickler, AFM

Past President
Ron Ensz, ARA

Directors:

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

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

www.asfmra-sd.com



SOUTH DAKOTA CHAPTER

8 / 2015

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

DATES TO REMEMBER!

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 14 – SDSU Ag-Bio Career Fair
October 21 – SDSU Economics and Management Career Fair - Brookings
October 26- 31 – 86th ASFMRA Annual Meeting – San Antonio, TX
November 12 - West River Breakfast Meeting – Rapid City
November 20 - East River Breakfast Meeting

2016

January 27-29–Winter Education & Joint Meeting W/PAASD - Chamberlain
June 25 – July 1 – Summer Education Week – Des Moines, IA
November 7-11 - 87th ASFMRA Annual Meeting – Indian Wells, CA

PRESIDENT’S MESSAGE

The ASFMRA District update call was held August 13th with about 20 participants from across the Central and Western United States. These calls are to help Chapters learn from other Chapters and to focus on where ASFMRA is headed, and how to collectively get there.

All Chapters are focused on growth and bringing in new members to sustain and reinvigorate the organization. The SD Chapter is recognized as being successful in the goals that all Chapters have. Due to the strong commitment of several members, our SDSU meeting has been noticed by others around the USA. The strong showing at our Summer Education Week was also noted, and again was because of our member commitment to success.

The numbers:

Since January 1, we have 11 new members (2 associate appraisers, 1 accredited farm manager, 1 associate farm manager, 1 academic, 1 affiliate, 5 students). Retention of existing members is 95% (71 out 75) losing three student members and one associate appraiser from career change.

Continued

PRESIDENT'S MESSAGE CONTINUED

Summary of Current 82 Members / 67 accredited / associate / academic:
1 ARA/AFM 10 ARA 7 AFM 4 Academic 8 Student 2 Affiliate
45 Associate – 39 appraisers / 6 farm managers 4 Partner 1 Honorary

These numbers are great. But of course we must continue with our efforts. This is where each of us has a responsibility to the Chapter to make it happen. One participant commented that their chapter had trouble making people aware of ASFMRA. It doesn't just happen by accident, we must make it happen. Let's be proud of the successes of our Chapter. Be sure to brag about the SD Chapter to everyone, and whenever you get the chance.

Craig Sommers craig.sommers@fcsamerica.com

ASFMRA DISTRICT UPDATE CALL HIGHLIGHTS

Annual Survey Results

- Top 4 reasons that members join ASFMRA - education, accreditation, career development and networking
- 91% plan to stay an ASFMRA member throughout their career.
- 87% are extremely satisfied/very satisfied with their ASFMRA membership.
- 50% of our members have their dues paid for by their employer.
- 51% of our members plan to retire in the next ten years.
- Over 96% "*Believe it is important for ASFMRA to actively develop the next generation of rural property experts*".
- Over 92% "*Believe that ASFMRA is the leader in providing education and training for rural property professionals*".
- Over 89% "*Believe that ASFMRA is relevant to their career as a rural property professional*".

Membership Notes:

- Membership end of July 2015 is 2,065 compared to 2,060 end of July 2014.
- Percentage under 40 at end of 2014 was 18% compared to 12.8% at end of 2010.
- District VI (includes South Dakota) membership end of July 2015 is 340 compared to 327 end of July 2014.

Looking Out A Year

- Reviewing All Education
- Enhancements to the new AMS
- New Website - 2016
- Start digital delivery of ed. materials

EAST RIVER BREAKFAST NETWORKING

Paul Sickler, Travis Shaykett and Barb Hegerfeld attended the July 30th breakfast meeting along with partner member Kevin Ulvestad and his two sons Cooper (10) and Carter (7).

Some then took in Hefty Fields including talks by Mike Ditka and John Ratzenberger.

Kevin's sons, in particular, appeared to enjoy the event.



CHAPTER MEMBERS ENCOURAGED TO ATTEND ASFMRA ANNUAL MEETING

The 86th ASFMRA annual meeting & trade show and Agronomics, Vision for 2016 will be held in San Antonio, TX October 26 through October 31, 2015. AgroNomics, Attending AgroNomics, Vision for 2016 will make you more knowledgeable, more successful and provide the opportunity to engage with THE most trusted rural property professionals!

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 3, 2015. The meeting is a great educational learning opportunity and provides unprecedented networking with other rural property professionals. 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 Craig Sommers and Treasurer Paul Sickler by October 1st.

Membership Chair / Newsletter Editor Paul Reisch would appreciate being informed by all chapter members who are planning to attend the national meeting.

MEMBER PROFILE IS KIM LARSON

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

I had worked for Farm Credit Services of America for 17 years as an account specialist in the credit department before moving to the appraisal department. I have a BS in Computer Science from SDSU and a Master's of Science in Computer Education Technology from DSU.

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 became a member of the society at the urging of the other appraisers at Farm Credit Services of America. I wanted to be a part of an organization that will help me to meet other appraisers and to grow in my new profession. The ASFMRA looked to be exactly what I was looking for.



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 crop & livestock farm north Kennebec, SD. I worked for my father and his brothers until I graduated from college. They raised corn, wheat and sunflowers and crossbred cattle. We had open flow, gated pipe and center pivot irrigation. I have one older sister who lives in Texas and is in the banking industry. My parents retired from farming in 2000.

When I graduated from college, my husband and I moved to Colby, KS for two years and worked for Colby Community College. I got a job with the South Dakota Lottery in Pierre in 1992 and we moved back to SD and have been here ever since.

I have two children, my daughter, Martee, is a senior at Stanley County High School in Ft Pierre with future plans of becoming a veterinarian. My son, Cade, is a sophomore at South Dakota School of Mines and Technology in Rapid City majoring in metallurgical engineering. My husband, Dave, is the Part Manager at Eddies Truck Center in Ft Pierre.

I am involved in the school booster club and various community groups. I work with several of the rodeo committees that hold events in Fort Pierre. I am also a member of the chamber Agri-Interest committee and have been the chairman of the Ag Field Day for the last 15+ years. Every spring we invite area 4th graders to come and learn more about agriculture by participating in some hands on learning activities.

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.