

**Officers:**

- President  
Craig Sommers
- President-Elect  
Terry Leibel
- Secretary  
Paul Reisch, ARA
- Treasurer  
Paul Sickler, AFM
- Past President  
Ron Ensz, ARA



**SOUTH DAKOTA CHAPTER**

2 / 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!**

- February 26 – SDSU Economics Career Fair - Brookings
- March 12 - West River Breakfast Meeting – 9 A.M.  
Rapid City Marlin's Roadhouse Grill
- March 20 - East River Breakfast Meeting- 9 A.M. - Sioux Falls Roll'N Pin
- May 8 – SDSU Network Event – Brookings- McCrory Gardens
- May 14 - West River Breakfast Meeting
- June 2-5 – SDAAO Conference – Yankton
- 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 17 - East River Breakfast Meeting
- July 19-23 - ASFMRA Summer Education Week – Omaha, NE
- September 10 - West River Breakfast Meeting
- September 14-18 - Leadership Institute – Washington, DC
- September 18 - East River Breakfast Meeting
- 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
Paul Sickler	3-27-1992	23
Jim Hollenbeck	3-12-1999	16
John McMahan	3-12-1999	16
Ron Rucker	3-12-1999	16
Craig Sommers	3-12-1999	16
Jim Vietor	3-12-1999	16
Allan Husby	3-15-2002	13
Brian Gatzke	3-21-2003	12
Loy Matthes	3-07-2003	12
Scott Heimes	3-26-2004	11
Dan Hilgenkamp	3-11-2005	10
Troy Swee	3-18-2011	4
Amanda Koch	3-04-2013	2
Bronc McMurtry	3-22-2013	2
Dawn Rasmussen	3-03-2014	1

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

Thank you for your support!!

## **PRESIDENT'S MESSAGE**

Time is flying by as usual. Our wise Newsletter Editor has given me an order to complete my message as soon as possible... This Chapter President role is new to me, but I am very much enjoying the details that come with it. Good people, this Chapter has! Speaking of good people, I encourage everyone to try to attend an East River or West River Breakfast meeting for some socializing and sharing. I've attended three or four over the years and I have enjoyed them very much. It is tough to travel long distances for them, and we've been toying with the idea of having a breakfast meeting in another town sometime. Let me know your thoughts on that, and if you would like to help plan for one.

The first 10 days of February were pretty hectic with HB 1222 on the table in Pierre. The bill was in a word, ridiculous. It basically stated that in order to be either Certified General or Certified Residential, an individual needed either 120 months and 10,000 hours of appraisal experience, or have been a County Director of Equalization (DOE) for 10 years. It was written by a party that was clueless as to current requirements to become a certified appraiser. Many hours of time were spent by some of our members and by diligent PAASD members to beat this thing down. Special thanks to Terry Leibel, who fought against this for our Chapter by showing up to give testimony against the bill. I want to thank the PAASD members who rallied against the bill and also traveled to Pierre, made phone calls and worked to defeat this poorly written bill.

I visited with my local DOE, Mary Worlie of Brown County, and apparently one (not Mary) Director of Equalization in SD was upset at the State for not allowing any of their education (Mass Appraisal/Assessor ed.) to be used as qualifying education for appraisal certification. He thought the law should be changed and had a visit with his legislator and the race was on! I explained to Mary that these are Federal regulations and that it is not dictated at the State level. I did tell Mary that we will...(because we don't hold a grudge and are generally a nice group of people!)... be giving away some nice gifts on June 4<sup>th</sup> in Yankton at the Assessor Conference!

Some good things are going on with our Chapter. We now have a "Kjerstad Membership Scholarship" tab as a reference for members on SD ASFMRA website. Links are available for information and opportunities. Take a look and give us some feedback.

In even better good news, Brian Gatzke's dad, Lee, is very much on the mend and doing quite well in spite of the ordeal he had. Brian wanted to thank everyone for their support, prayers and concern for his family. Lee is a partner member and has always been supportive of our Chapter.

Thank you for your time reading the newsletter this month. This medium keeps us a little closer as a professional group and Paul does a tremendous job as Editor-in-chief. Thanks Paul!

## **SD ASFMRA ADDS TWO NEW MEMBERS**

We welcome Terry Longtin, AFM and Darwin Thue as our newest members!

Terry has been an ASFMRA member since 1990 but is new to our chapter. He is the North Region Area Vice President and Sales Manager for Farmers National and lives in Grand Forks, ND. He is currently the District IV ASFMRA Vice-President.

Darwin is a Farm Manager with Farmers National and lives in Willmar, MN.

Summary of Current 78 Members - 65 accredited / associate / academic:

1 ARA/AFM	10 ARA	7 AFM	43 Associate – 37 appraisers / 6 farm managers
4 Academic	6 Student	2 Affiliate	4 Partner 1 Honorary

## **GOVERNMENT RELATIONS COMMITTEE MONITORS LEGISLATIVE ACTIVITY**

Chapter committee activities are planned, implemented, and assessed in relation to the chapter mission statement of **“Enhancing our members' ability to succeed in their rural and agriculturally related professions!”**

The Government Relations Committee role is to achieve the chapter mission statement by promoting high standards and ethics in our professions and promoting awareness and confidence in the integrity, objectivity, competence and professionalism of our members.

Government Relations Committee responsibilities include:

- Monitor State Legislature activities and respond / communicate to members as needed.
- Coordinate with PAASD on pertinent issues.
- Communicate Advisory Board activities and issues to members through chapter newsletter.

2015-16 Government Relations Committee Chair & Board Liaison is again Terry Leibel. Terry has capably served the chapter in this role for a number of years. His location in Pierre helps greatly in maintaining relationships and attending legislative committee hearings. Other members of this committee include:

- President Craig Sommers & past Advisory Board member.
- Jim Dunlap, AFM-ARA – past Advisory Board member; experienced in providing testimony to legislative committees.
- Brian Gatzke, ARA – national ASFMRA Government Relations Co-chair.
- Allan Husby, ARA - past Chapter President & current Advisory Board member.
- John McMahon – current Advisory Board member.

The committee members bring solid experience and background in meeting the committee responsibilities.

Frequently committee activities are in the background. When effective, chapter members may not even be aware they occurred. Examples during the current legislative session included:

- Making lobbyist aware of chapter farm management interest in drainage legislation and monitoring such legislation.
- Communicating with legislator sponsor of proposed HB 1222 and being prepared to provide testimony at committee hearing.

## **MARCH BREAKFAST MEETINGS KICK OFF 2015-16 SOCIAL COMMITTEE ACTIVITIES**

The breakfast meetings are a function of the chapter's Social Committee. This committee's role is to achieve the chapter mission statement by developing and conducting fellowship opportunities to network and share information among our members.

Social Committee responsibilities include:

- Promote social interaction among membership through social events.
- Coordinate social activities including at chapter annual membership meeting, breakfast meetings, board meetings, and special events.
- Set dates, secure location, plan & set up programs.
- Look for and take advantage of opportunities to combine with other events.

2015-16 Social Committee Chair & Board Liaison is Jeff Barker. West River Breakfast Chair is again Norm Edwards, ARA, who has capably served the chapter in this role the past two years. The new East River Breakfast Chair is Barb Hegerfeld.

Travis Shaykett and Paul Sickler, AFM have volunteered to help Barb in planning & setting up programs for the East River breakfast meetings. With additional people involved, this will enhance opportunities for speakers / programs / tours to be a part of the meetings. The East River group is also considering other East River locales besides Sioux Falls once or twice a year.

The first breakfast meetings for the chapter in 2015 will be held on March 12<sup>th</sup> at Marlin's Roadhouse Grill in Rapid City and March 20<sup>th</sup> at the Roll'N Pin in Sioux Falls. A Dr. Larry Janssen presentation will be a highlight of the East River Breakfast meeting.

Larry has completed two terms (four years) as a member of the National Advisory Council to NASS (USDA National Agricultural Statistics Service). There are roughly 20 members of the advisory council including 4 from academia and the remainder from various agriculture/consumer related groups that are users of NASS data. Larry will share some of his experiences and thoughts regarding his NASS Advisory Council role.

The breakfast meetings have typically been held every other month with West River meeting the second Thursday of the month and East River meeting the third Friday of the month. A May meeting has been skipped East River since many members are attending the SDSU Network Event in Brookings that month.

For several years the Chapter Board has held their fall meeting in conjunction with a West River breakfast meeting. President Sommers is continuing this practice in 2015 and also applying it to an East River board and breakfast meeting. As shown on the Page 1 Dates to Remember:

June 4 – Chapter Board Meeting – Sioux Falls - Rabo Agrifinance Office  
June 5 -- East River Breakfast Meeting- 9 A.M. - Sioux Falls Roll'N Pin  
October 2 - West River Breakfast Meeting – Rapid City  
October 2 - Chapter Board Meeting – Rapid City – FCS America Office

These breakfast meetings are in addition to the regularly scheduled meetings which are listed for the 2015 year in the Page 1 Dates to Remember.

## **COMMUNICATIONS COMMITTEE FORMALIZES PAST ACTIVITIES**

Communication with chapter members and the public is an important function in meeting the chapter mission statement of **“Enhancing our members' ability to succeed in their rural and agriculturally related professions!”**

Such communication contributes to the mission statement by promoting awareness and confidence in the integrity, objectivity, competence and professionalism of our members as well as aiding in developing and conducting fellowship opportunities to network and share information among our members.

Chapter Secretary and newsletter editor activities have provided such information but have not been designated as committee functions. A chapter web site has been maintained for a number of years under a Technology Committee. The new Communications Committee responsibilities include:

- Distribute communication to members via e-mail.
- Develop and distribute monthly newsletter.
- Maintain chapter web site.

2015-16 Communications Committee Chair & Board Liaison is Chapter Secretary Paul Reisch, ARA. Paul will also continue as Newsletter Editor, a role he has served since the monthly newsletter was started in August 2002. A look back at that first edition found an article conveying six new members had increased total chapter membership to 37, half the total as of this edition!

Adam Nelson will continue maintenance of the chapter web site as he has capably done since October 2011. Mark Elder helps with this function as he has graciously allowed the chapter to use the Ag Ware server for the chapter web site.

Information available at the chapter web site [www.asfmra-sd.com](http://www.asfmra-sd.com):

Home Tab – Dates To Remember

Membership Tab – Chapter Directory (kept current); Membership Benefits (national & chapter); links to national directory and to become an ASFMRA member.

- Leadership Tab – Current officers, directors, and committee chairs; link to chapter officer (President, Secretary, Treasurer) history.
- Committees Tab – Current chapter committees (chairs, board liaisons, and responsibilities) – will be brought current for 2015-16 in March 2015.
- Kjerstad Member Scholarship Tab – Jerry Kjerstad picture and obituary; link to June 2014 newsletter article about the scholarship history & implementation; link to scholarship objectives & opportunities.

About Tab – Chapter mission statement and operations statement

- History Tab – Chapter history summary.
- National Tab – Mission, objectives, summary history, and link to national web site.
- Bylaws – link to current chapter bylaws.

Scholarship Tab – Information on the chapters SDSU Scholarship for students and a link to apply.

Newsletter Tab – Archive of all monthly newsletters since August 2002.

## **MEMBER PROFILE IS DAVE KOENIGSHOF**

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

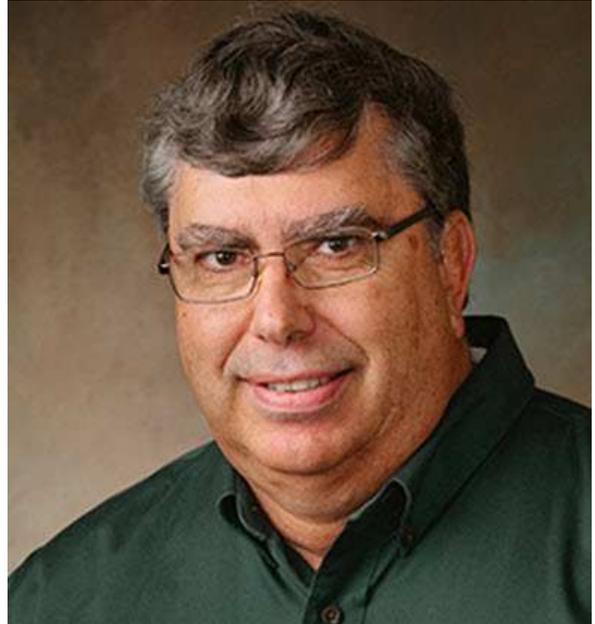
I joined the ASFMRA in the late 1990's in North Dakota and at that time was primarily interested in consulting and management. I completed most of the consulting courses offered and several of the farm management classes.

Several years later when I was a real estate broker in Southwestern ND I became interested in appraisal and since that time have taken the majority of my appraisal courses from the ASMFRA.

### **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 was a member of the Iowa chapter for approximately 10 years and then we moved to Yankton in 2013. Last year I received a call from Ted Risty about becoming a member of the South Dakota chapter.

Shortly after I switched, I received a welcome from Paul Reisch. Although I have only been a member of this chapter a short time, I have been impressed by the newsletter and email communications and look forward to being a member of this chapter.



### **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 and raised on a farm in Buchanan, Michigan only a few miles from the farm that my great grandfather settled on when he immigrated from Germany in the mid 1800's. I took over the farm in the early 1970's and raised corn and soybeans with a farrow-to-finish hog operation.

In the mid 1990's I moved my family west. I had an opportunity to co-manage a bison feedlot near Cheyenne, Wyoming. My wife Debbie and I along with our three youngest children were there for about a year and a half and then we moved to southwestern North Dakota where I worked at a bison feedlot and ranch and owned a small herd of bison cows. It was during that time period that the bison market crashed and the owners of the ranch decided to sell and retire.

I then decided to study for my real estate sales license and several years later, my broker's license. I sold mostly small town residential real estate for several years and was then approached by a realtor/appraiser from the nearest large city about doing appraisals in my area, as the distance for him and other appraisers was over 80 miles. After thinking it over for about a year, I decided I would pursue appraisal as an additional business and started taking ASFMRA appraisal courses. To make a long story short, it soon became evident that appraisal was a much better fit for me than real estate sales and I soon focused solely on appraisal.

In 2004 I accepted an appraisal position with Agri-Access in Des Moines, Iowa and lived there until 2013 when we moved to South Dakota. My wife and I had been thinking of moving to South Dakota for several years because much of the work I do is in this region. Fortunately, Agri-Access was on board with the move.

In my free time I enjoy woodworking and my wife Debbie enjoys quilting. Since our move, we have been very happy here and it is our hope to be here for many years to come.

Continued

## **KOENIGSHOF PROFILE CONTINUED**

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

My wife Debbie and I have been married for 43 years and have been so blessed over the years it's hard to relate any one experience. Together we have 5 children and 8 Grand Children. Along with all the great memories of those years, of course there have been some sad moments and close calls, but thankfully we all survived and are very close.

As I get older I reflect more on my father and the stories that he told. I was fortunate in the fact that although I was the youngest of four children, I was the only one that stayed on the farm and we worked together many years before his passing.

My father Carl was born in 1904 in Michigan and even though he had only a sixth grade education he was extremely literate and wise. Born into the world of the horse and no electricity he saw advances in technology and quality of life that were nothing short of a miracle. Remembrance of his stories has created some great memories and awards me a sense of perspective that few people alive today have.

## **SUPERVISION INCENTIVE TASK FORCE FORMED**

**By Jim Dunlap, ARA**

The Supervision Incentive Task Force met in Chamberlain before the January 2015 winter meeting of ASFMRA / PAASD. Task Force members are Bill Bear, Charles King, Jim Dunlap, Ron Ensz, Greg McCurry, Jim Hollenbeck, Lisa Jensen, Scott Kopplin, Matt Van Zee, Amber VanDam, and Daryl Washecek

The function of the Task Force is to explore possibilities and ideas that could be implemented in South Dakota to encourage certified appraisers to become Supervisory Appraisers to train, guide and mentor State Registered Appraisers.

Task force membership represents South Dakota appraisers; the Advisory Council of the State Appraiser Certification Program; the State Chapter ASFMRA; the PAASD membership; South Dakota bankers, and others interested in seeking ways to increase the number of appraisers available to those people using appraisal services.

It was noted at this organizational meeting that the average age of appraisers licensed in South Dakota is increasing. Given the number of State Registered Appraisers entering the profession, and the difficulty the Registered Appraisers are having in finding a Supervisor as required by State Law, we need to find acceptable ways to improve the licensing process for new appraisers.

This task force is not about changing current law, appraisal education, nor is it discussing anything new required by federal mandate. It is about encouraging Supervisors and trainees in the process of licensing. A follow-up meeting will be scheduled in the near future.

## 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.