

**Officers:**

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



**SOUTH DAKOTA CHAPTER**

3 / 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
- May 14 - West River Breakfast Meeting  
Rapid City Marlin's Roadhouse Grill
- June 3-5 – South Dakota Professionals Range Camp - Sturgis
- June 4 – SDAAO Conference Banquet – 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
- 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

**CHAPTER MEMBER ANNIVERSARIES**

- Assessors Conference  
Ryon Rypkema
- Education Foundation Auction  
Ron Ensz, ARA
- Government Relations  
Terry Leibel
- Appraisal Review & Ethics  
Jerald A. Hulm, ARA

Member	Join Date	Years
Shawn Weishaar	4-22-1994	21
Terry Leibel	4-12-2002	13
Larry Janssen	4-01-2009	6
Mandy Hoistad	4-01-2014	1
Joshua Whetham	4-14-2014	1

- Mentor  
Jim Dunlap, ARA

Thank you for your support!!

- Kjerstad Member Scholarship  
Craig Sommers

**CHAPTER MEMBERSHIP UPDATE**

- Nominating Committee  
Ron Ensz, ARA

We welcome our three newest SDSU student members...Haley Clark, Matthew Pullen, and Ridge Sandal!! We also welcome new associate member Curtis Brooks, state registered appraiser with First Dakota in Yankton.

- Communication  
Paul Reisch, ARA  
Newsletter – Paul Reisch  
Website – Adam Nelson

Summary of Current 82 Members / 66 accredited / associate / academic:  
1 ARA/AFM 10 ARA 7 AFM 4 Academic 9 Student 2 Affiliate  
44 Associate – 38 appraisers / 6 farm managers 4 Partner 1 Honorary

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

## **PRESIDENT'S MESSAGE**

March came in like a lion for a few days, then became very lamb-like by the middle of the month. I was traveling on March 12 and saw a floater going out to spread fertilizer. It was 65 degrees. In Aberdeen, that could be July! I was in Rapid City for the State A Boy's BB Tournament and the temp was 70 degrees for a couple of days. It was glorious, but fleeting. We were driving home to Aberdeen in sleet and had a couple of inches of snow by Sunday night, March 22.

I sat in on my first ASFMRA District update meeting on March 12<sup>th</sup>. It was a great experience to listen in the voices from nearly 15 other states to the west and south of SD. I listened to talk about membership growth, education, and learning opportunities available for all of us. One of the chapters mentioned that they had scheduled the ASFMRA Ethics course for CE. That might be something that we offer as we all must update the ethics course every five years.

There are lots of positives with chapters across the country. "The Best Growth in Decades" was quoted by the National President. You are all responsible for that growth by your positive actions and hard work to encourage new members to our Chapter. Thanks for the work! I gave a brief update of our chapter, and was rewarded with some very nice comments from the boss.

Thanks for completing the ASFMRA survey. There were some very positive things from the survey that will be shared in April.

The Chapter had two successful breakfast meetings again this month. If you can find the time, or simply make the time, these are excellent opportunities for networking and building relationships. The board members have discussed having a breakfast meeting in other locations such as Aberdeen, Pierre or Yankton. If you think this is a good idea and would attend, please send me an email at [Craig.Sommers@fcsamerica.com](mailto:Craig.Sommers@fcsamerica.com). We can get an idea of what might work well for a meeting at another city.

I'd like to welcome the four newest Chapter members, Haley, Matthew, Ridge and Curtis. Thanks for joining and I look forward to meeting you. It is very good to have you with us!

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

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

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 and Monsanto representative Ron Dunker.

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

Mark the date on your calendar. A more detailed e-mail invitation will be sent in April.

## WEST RIVER BREAKFAST NETWORKING

By Ron Ensz, ARA

The March 12, 2015 West River Breakfast meeting of the South Dakota Chapter of the ASFMRA was held at Marlins Roadhouse at the Windmill Truck Stop in Rapid City.

Members attending were Jerry Hulm, Dawn Rasmussen, Perry Beguin, Russell Wyatt, Loy Matthes and Ron Ensz. Guests included JW Hammond and Elizabeth Bertolotto, a sophomore at SDSU.

Most of the morning discussion related to the difficulty in becoming an appraiser. The topic was good as Dawn and JW are State Registered Appraisers and both need training and Elizabeth was interested in finding out about becoming an appraiser. One obstacle is finding a willing supervisor. It takes three to five years of training and supervising before an appraiser has the hours and education to sit for the Certified General exam. That is a rather long commitment.

Another obstacle is a lack of income or minimal income for the appraiser trainee for the first couple of years. The time and cost of the education for an appraiser trainee is also an obstacle as the classes, travel and hotel rooms add up to a significant amount of money.

Basically, becoming a Certified General appraiser is like getting a master's degree. However, there are no student loans to help pay for getting licensed.

The discussion was good and rather blunt at times. Basically, it takes a lot of time and money to become an appraiser. It also takes the right types of individuals and personalities to team up for a three year period.

I am on the Supervisor Incentive Task Force. We have had two meetings and another meeting will probably take place in the next month or so. So far, our discussions have been along the lines identified above.

One goal of the task force is to put together a "tool chest" to assist Supervisors and Trainees with contracts, agreements and such to provide some type of road map on how the process can work.

No one remembered to take a picture. Here is an old photo of Jerry Hulm. I wish I would have taken a picture of him at the breakfast as he has replaced his signature black hat with a plaid Scottish flat cap.



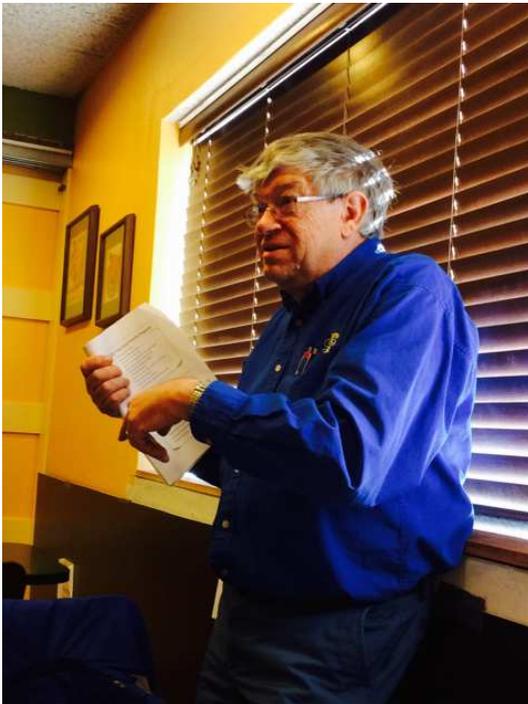
## **JANSSEN NASS PRESENTATION HIGHLIGHTS EAST RIVER BREAKFAST MEETING**

Academic member Dr. Larry Janssen shared experiences and information regarding his past four years of serving as a board member of NASS-ACAS (National Agricultural Statistics Service – Advisory Committee Agricultural Statistics).

Fourteen members and guests were present to hear Larry at the March 20<sup>th</sup> East River Breakfast meeting at the Roll’N Pin in Sioux Falls.

- Other Academic members – Jim Jansen and Jerry Warmann
- Farm Credit Services – Jim Hollenbeck, Paul Reisch, guest Jordan Bauer
- Other Lenders – Curtis Brooks (First Dakota), Barb Hegerfeld (Rabobank), Dave Koenigshof (Agri-Access), Don Threadgold (CorTrust Bank)
- Farmers National - Paul Sickler, Troy Swee, Seth Van Duyn

NASS Mission: Provide timely, accurate, and useful statistics in serviced to U.S. agriculture.



### NASS Vision:

- Ensure relevancy of agriculture data to federal, state, and private data users.
- Produce cost efficiencies in programs and operations.
- Improve data quality and products,
- Position NASS as the statistical agency for USDA.

NASS administers USDA statistical estimating program and 5-year Census of Agriculture, coordinates federal / state statistics, conducts statistical research for others, and supplies statistics necessary to manage USDA programs, improve their program efficiency, and facilitate development of new programs.

NASS does not set policy, regulate activities, permit influence, disclose individual reports, nor favor any group above others.

ASAC membership is based upon an application to USDA Ag Secretary Office. One can serve a maximum of three 2-year terms with two terms typical. The third term is up to NASS; not the board member. Twenty plus members serve on the advisory board representing farm organizations, agribusiness / consumer food groups, Native American group, and university user groups. The advisory board purpose is to advise NASS and Sec. of Agriculture office on matters related to agricultural statistic programs of federal government. There is a two day annual meeting in Washington, DC or St. Louis with expenses covered no stipend.

Budget constraints caused emphasis during Larry’s service on a search for operational budget efficiencies. This was the main driver behind a massive reorganization in recent years.

A new NASS National Operations Center was established in St. Louis in 2012. This center handles phone surveys for the entire country.

Continued

## JANSSEN NASS PRESENTATION CONTINUED

Regional Field Offices were established.

- West – Heartland in St. Louis, Mountain in Denver, Northern Plains in Lincoln, Northwest in Olympia, Pacific in Sacramento, and upper Midwest in Des Moines
- East – Delta in Little Rock, Eastern Mountain in Louisville, Great Lakes in East Lansing, Northeastern in Harrisburg, Southern in Athens, and Southern Plains in Austin

These offices provide staff administrative support, coordination of survey and estimation programs, state-level data review, analysis, and estimation, submit commodity estimates to headquarters, produce regional / state reports, support regions' reimbursable survey activities, and support agency research efforts.

State offices (now typically 2 to 4 persons) provide service to state cooperators, are point of contact for all ag industry and commodity based organizations, represent NASS at state meetings, maintain respondent relations, are consultant for reimbursable survey work, recruit new employees, and assist regional offices. The State Ag Statistician is now more of a public relations role instead of an administrative role prior to the reorganization.

Criteria used to determine top priority programs when addressing the budget constraints:

- Principal economic indicator.
- Directly impacts the market.
- Necessary to implement USDA programs.
- No other publically available sources of information.

Steps taken in reconfiguring the surviving programs:

- Reduced periodicity of some data rather than eliminate programs.
- Established periodic data needs as part of census cycle.
- Got stakeholder input.
- Decided to reduce program quality as a last resort.



Dr. Janssen 4-Year Service Highlights:

- Visit and review new NASS National Operations Center in St. Louis
- Attend USDA National Outlook Conference in 2011.
- Participate in “lock up” for release of agricultural estimates in late March 2012
- Meet with USDA Secretary of Agriculture for “lock up” meeting with 30 minutes of Q & A.
- Meet and interact with senior administrators and mid-career staff of NASS and Census at each meeting.
- Meet with former SDSU graduate students employed by NASS.
- American Airline Flights & unscheduled overnights in Chicago!

## **WHY APPRAISAL REVIEW & ETHICS COMMITTEE?**

**By Jerry Hum, ARA**

The American Society of Farm Managers and Rural Appraisers will be referred to in the remainder of this article as the Society and our chapter as the Chapter.

A committee is needed on the local basis to allow the Society to have someone in the same locale as the complaint. There is also a need for an enforcement arm of standards and ethics or there is no need to have them. The idea of an Appraisal Review and Ethics Committee as far as it relates to our operations statement is one of the ways to promote high standards of professional practice and ethics.

This committee, if it was functioning at 100%, would probably review appraisals for individuals requesting review and opinion of his / her appraisal. This could be done by a professional peer and it would probably be beneficial for all appraisers to have their work product reviewed periodically. Our operations statement also states that we wish to promote awareness and confidence in the integrity, objectivity, competence and professionalism of our members. The Committee would then provide input into how our Chapter would promote this. We have not functioned in this Chapter as a three-person committee in past years because of the lack of complaints.

The procedures manual, which is available on the Society's website, will provide you with a flow chart of how a complaint would flow through the Society and then to the Chapter. The complaint would be acted upon at the Chapter level and returned to the Society for a determination of final disposition.

If a complaint is sent directly to the Chapter it is forwarded to the Society and a case file is opened. If the complaint is sent to the Society they will then notify the Chapter through me of the complaint to determine if I have a conflict of interest. If there is no conflict of interest I would appoint two others to serve on the committee.

The complaint would then be investigated and a report written with a recommendation and returned to the Society's ethics committee or appraisal review committee. They would then determine the final action to be taken. In a private censure situation the investigators and others involved will have no information on what occurred relative to the complaint. The only time the members of our Chapter committee will know what occurred is if it results in public censure or termination of the membership. This information is stated in the Policy and Procedures Manual available on the website under "Publications".

We, as professionals, talk an excellent game; however we are still mostly good old boys. Few of the individuals providing substandard work products are ever called on these deficiencies. As a professional organization we have not been able to police our members adequately and the cause is the "good old boy" network. The certification programs in place in every state support the above statement.

The question is whether we are able to progress beyond this. I am just as guilty as anyone of seeing something that probably should be dealt with and looking the other way. We do need to strive to change this due to the fact that substandard work product produced by one of our members impacts all of us.

From time to time, if I find something that is deserving of your time to read and think about, I will submit it to Paul for inclusion in the newsletter. I feel that there are ethical and character principles that are timeless and need to be reviewed on a regular basis.

For example: When a man marries a woman and she takes his name she is assuming that name will remain good for her lifetime and the lifetime of their children. The man is bound by honor to maintain that good name so that the community knows the name and respects it.

We as Chapter members are in a similar situation. I am obligated to provide services in a manner consistent with our ethics and standards. You, as a part of the same organization, are obligated to me in a similar manner.

I believe ethics and standards of practice when viewed in this manner are easier to comply with than when considered as just a written set of rules. In other words, I let the entire membership down if I do not comply with our standards.

Remember: The only thing a person owns is the integrity of their work.

## **INCREASED MEMBER PARTICIPATION ALLOWS EXPANSION OF SDSU EFFORTS**

Chapter members responded positively to the fall 2014 committee interest survey regarding helping with SDSU Relationship Efforts efforts in 2015-2016. This response and individual member willingness to say yes when asked by SDSU Relationship Chairs results in an expanded committee member list to help with activities.

The SDSU Relationships Committee leadership remains unchanged from 2013-2014:

- Paul Reisch, Chair & Board Liaison
  - Network Event – Brian Gatzke ARA, Chair
  - Real Estate & Appraisal Curriculum – Brian Gatzke, ARA & Larry Janssen, Co-Chairs
  - Scholarship - Jay Knuppe, Chair
  - Career Days – Jay Knuppe, Chair
  - Student Involvement- Jesse Ball, Chair

Network Event, Curriculum, and Scholarship sub-committees will be addressed in upcoming newsletters.

Career Day Chair Jay Knuppe is responsible for taking care of registration, lining up members to man the booth, acquiring promotional materials and gift certificates. Members who have agreed to help with the fall Ag-Bio Career Day and spring / fall Economics & Management Career Fair include:

- Appraisers - Kevin Johannsen, Amanda Leighton, Keith Newman, Travis Shaykett, Jaret Sievers
- Farm Managers - Megan Hammond, Jackson Hegerfeld, Michael Norgaard AFM, Tom Jass AFM, Paul Sickler AFM

On February 26<sup>th</sup> Jaret Sievers and Megan Hammond manned a booth at the spring Economics & Management Career Fair held on the SDSU campus.

Jaret reported about 7 students stopped by the booth; about equal numbers interested in farm management and appraisal. This included Jesse Riediger, who job shadowed with Jesse Ball last year and has a farm management internship lined up with Hurley & Associates in summer of 2015.

Sydney Schellpeper, an Ag Business major from Nebraska was the lucky winner of the \$50 gift card drawing.



Thru visits and handouts, Jaret and Megan made students aware of farm management and real estate appraisal career opportunities, created awareness of SD ASFMRA including the chapter scholarship as well as the ASFMRA Career Day for students at Summer Education Week in Omaha.

Student Involvement Chair Jesse Ball is responsible for this area's efforts:

- Promote interest in appraisal, farm management, and agricultural consulting to students regarding ASFMRA, SD Chapter Scholarship, Appraisal Profession, and Summer Education Week (SEW).
- Coordinate support for students attending Summer Education Week event including transportation.

Continued

## SDSU EFFORTS CONTINUED

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- Promote interest in appraisal, farm management, and agricultural consulting to students regarding ASFMRA, SD Chapter Scholarship, Appraisal Profession, and Summer Education Week (SEW).
- Coordinate support for students attending Summer Education Week event including transportation

Helping with Campus presentations to classes and F.I.R.E. Club.

- Appraisers - Jesse Ball, Jay Knuppe, Allan Husby ARA, Paul Reisch ARA
- Farm Managers - Tom Jass AFM, Michael Norgaard AFM, Troy Swee AFM, Seth Van Duyn

Paul Reisch, ARA spoke to the Rural Appraisal Class on February 18<sup>th</sup>. Jesse Ball and Troy Swee spoke to the Farm Management Class on March 16<sup>th</sup>. Professor Michael Miller introduced Troy and Jesse and gave a short introduction about ASFMRA.

Jesse gave a quick overview of the SD chapter ASFMRA, memberships, and opportunities that it provides. Students were encouraged to become student members (no cost) and start to network with industry professionals. Jesse indicated to the class that our SD Chapter has a \$1,000 scholarship, spoke about the eligibility requirements, and that the deadline was March 22, 2015. Jesse also talked about the opportunity to network at Summer Education week 2015 in Omaha, NE.



Troy Swee spoke about Farmers National and what it takes to be an Accredited Farm Manager. He gave them examples of what his day to day looks like, who his customers are, what Farmers National looks for in potential employees and their internship opportunities.

Jesse Ball followed with some of the same format talking about Farm Credit Services of America and what it takes to become a Certified General Appraiser.

Troy and Jesse fielded questions about potential jobs in their respective fields and the best to go about getting in. They encouraged the students to be proactive and look for opportunities to network and

make yourself known (student membership), not just a name on a resume. Several students signed up for the ASFMRA Monthly Student e-news.

Chapter members Brian Gatzke ARA, Kevin Johannsen, and Jaret Sievers have agreed to initiate efforts to interact and communicate with student members and SDSU F.I.R.E. Club members. SD ASFMRA currently has nine student members. Paul Reisch attended a F.I.R.E. Club mixer in Brookings on March 19<sup>th</sup>, promoting the July 19-20 Student Career Day at Summer Education Week in Omaha. Two student members (Franklin Hatway and Ridge Sandal) are registered to attend the SEW Student Career Day.

We also have members who have agreed to assist interested student members with job shadowing (one or two days to get an idea of a rural appraisal or farm management career.

- Appraisers - Brian Gatzke ARA, Amanda Leighton, Ryon Rypkema, Jaret Sievers
- Farm Mangers - Megan Hammond, Paul Sickler