

**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

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**SOUTH DAKOTA CHAPTER**

10 / 2015

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

**DATES TO REMEMBER!**

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 – Sioux Falls

**2016**

January 27-29–Winter Education & Joint Meeting W/PAASD - Chamberlain  
April 22 – SDSU Network Event – Brookings  
June 25 – July 1 – Summer Education Week – Des Moines, IA  
October 12-14 – Yellow Book Seminar – Deadwood  
November 7-11 - 87<sup>th</sup> ASFMRA Annual Meeting – Indian Wells, CA

**CHAPTER MEMBER ANNIVERSARIES**

Member	Join Date	Years
Norm Edwards	11-01-1979	36
Ted Risty	11-14-2003	12
Joseph John Doran	11-10-2014	1
Kevin Johannsen	11-10-2014	1

Thank you for your support!!

**2016 SDSU NETWORK EVENT DATE & FORMAT SET**

The 2016 SDSU Network Event is scheduled for Friday April 22<sup>nd</sup>. The planning concept is 1 ½ hours before noon lunch with sponsor, department heads, chapter discussions, etc. and after lunch main program speaker from 12:30 to 1:30 with half hour wrap up by 2 p.m. Further details on the event will follow in future newsletters. Mark your calendar now.

**YELLOW BOOK SEMINAR COMING TO DEADWOOD!**

The SD Chapter has confirmed offering of the ASFMRA Yellow Book course at The Lodge in Deadwood in the fall of 2016 on Wednesday October 12 thru Friday October 14th. This offering will replace the annual fall offering in Denver.

Loy Matthes, ARA, has been leading the SD ASFMRA Education Committee efforts in putting this offering together. Future newsletters will convey additional details as we get closer to the event.

## **PRESIDENT'S MESSAGE**

Our SD Chapter Board met in early October for our fall and winter planning meeting. Prior to the board meeting we attended the WR Breakfast that morning and had a great time with lots of laughs and interesting banter. Norm has again supplied a good article in this issue... Thanks Norm.

During our board meeting, we had a serious discussion about the future of our Chapter and how to maintain and increase our membership. I am a firm believer that our Chapter will thrive if our members are engaged in both social and education opportunities. We do well on education.

Two areas that we must make priorities are our social and networking opportunities. I was the Committee Chair for social activities for a number of years. I realize how difficult it can be to offer social events that our members could or would like to attend. Without exception, everyone is busy with life and the job we do. In the past we have had members organize hunts and camping trips that were very successful. Our Chapter sponsored bus tours for members that included Hutterite Colonies, the SDSU Seed Lab, EROS Data Center and many other interesting locations.

Our Breakfast meetings continue to be an excellent opportunity for us to network and to stay in touch with our fellow members. Those of us who live over 100 miles away from Sioux Falls or Rapid are not likely to drive the distance, but those of you who are closer have a wonderful opportunity. I have attended a handful of breakfast meetings over the past three years. I've enjoyed each of them and leave with a good feeling about our Chapter and our membership. I encourage everyone to make the extra effort to attend. Sodality and shared knowledge are the goals! (you will have to look that one up!)

I was planning to write the "Top Ten Reasons to Attend a Breakfast Meeting" for an issue of the newsletter this year, so here it is: 10: gone from the office; 9: Bacon, 8: eggs, 7: Land sales updates, 6: Rents, 5: Coffee, 4: Friendships, 3: Laughs, 2: Fellowship, and the number 1 reason to attend a Breakfast Meeting: To actively belong to and participate in this very successful South Dakota Chapter of the ASFMRA!

Please give some thought regarding activities or ideas that we can try to strengthen the network of talented people in our Chapter. Send me any thoughts you might have. Until next time, make sure to attend the next breakfast meeting!

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

## **CAREER DAYS COMMITTEE PARTICIPATES AT SDSU FALL CAREER FAIRS**

Chapter members attended the SDSU Ag Bio Career Fair on October 14<sup>th</sup> and the fall Economics & Management Career Fair on October 21<sup>st</sup>. Our Chapter was represented this year at the Ag-Bio Career Fair by Tom Jass, Adam Nelson, Kevin Johannsen, and Paul Sickler and at the Economics & Management Career Fair by Jay Knuppe, Megan Hammond, Jaret Sievers, and Troy Swee. SDSU Career Days Chair Jay Knuppe handled lining up the booth and materials.

Committee goals for these events:

- Increase student awareness of the property economics professions of appraisal, farm management, and agricultural consulting.
- Increase student awareness of the ASFMRA and South Dakota Chapter including the Summer Education Week Career Day for students..
- Increase student awareness and interest in the Chapter's SDSU Scholarship.



Committee members answered questions that students had about ASFMRA and how to become a farm manager and / or appraiser.

Thru these visits and handouts, committee members 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 Des Moines in June 26, 2016.

Students were encouraged to apply for the ASFMRA SDSU scholarship for next year and to register for the SEW Career Day. The Denver office provided career description brochures along with the display materials.

The winner of the \$50 card drawings at the two events were Mandy Hoistad and Aaron Held. Mandy, a SD chapter student member, is a senior from Havana, ND with a major in Agronomy and Animal Science and a minor in Ag Business. Aaron Held is also a senior that is majoring in Ag Business and is from Aurora, SD.

THANK YOU FROM SDSU STUDENT MEMBER SCHOLARSHIP RECIPIENT

Chapter members of ASFMRA,

Thank you for giving me the opportunity to represent the chapter, and for choosing me as the recipient of the South Dakota American Society of Farm Managers and Rural Appraisers Scholarship this year. I really appreciate it, and plan to use it as an investment towards my future.

This year I am a junior at SDSU, and I am studying Animal Science with emphasis in business and production, and I am getting a minor in Ag business. I plan on using my degree towards rural appraisal, or for whatever comes my way after I graduate. Besides school, I am active in collegiate 4-H, Range Club, and Ag and Bio Prexy Council.

I would like to thank you again for choosing me for this scholarship. Because of your generosity, I am now one step closer to completing my education, and one step closer to accomplishing my life goals. This year I'd like to become more active in the chapter and start working towards this profession. Thanks again.

Sincerely,

  
Elizabeth Bertolotto

## CHAPTER BOARD HAS PRESCENCE AT WEST RIVER BREAKFAST

By Norm Edwards, ARA

It was a foggy and rainy day on October 2, 2015 when the West River contingent of the South Dakota Chapter of the ASFMRA met for a breakfast meeting and get together at Marlins in Rapid City. The crowd was in good humor and very congenial with a lot of catching up on current developments and old friends and associates.

We had a good rehashing of Sales in the area, at our end of the table, including the recent sale of the Triple U Ranch to Ted Turner and associates and it was good to get the perspective by several people who had appraised the Ranch over the years. We also talked about recent sales in Corson County that are at the top of the market for Rangeland in the area. I couldn't hear what was discussed at the other end but it probably was interesting by the responses.

The group was really enhanced by our Officers and Directors who were able to attend the breakfast before their meeting, which was held nearby, at the Farm Credit office. It was good to have them there to discuss concerns and to meet our officers.

We had about a dozen members at this meeting including:

- Loy Matthes from Rapid City
- Jerry Hulm from Rapid City
- Don Threadgold from Artesian
- Paul Sickler from Brandon
- Russell Wyatt and Betty from Hot Springs
- Terry Leibel from Pierre
- James Dunlap from Renner
- Paul Reisch from Watertown
- Craig Sommers from Aberdeen
- Jeff Barker from Brandon
- Norm Edwards from Spearfish



After the breakfast we had a discussion on Current Conditions in the Real Estate Field, Changing Cattle Prices, Corn Prices and Yields, Pending weather, Cell Phone Ethics and Protocol, Prairie Fires, Puppy Dogs and Politics. It was a fun meeting of Friends.

## **CHAPTER BOARD ACTIONS AT FALL MEETING**

Nine of the eleven board members were in attendance at the SD ASFMRA spring board meeting held October 2<sup>nd</sup> in Rapid City at the Farm Credit Services of America. Meeting highlights included:



### **Agenda Set for January 27-29 Meeting in Chamberlain:**

The Education Committee under the leadership of Committee Chair Scott Heimes has finalized continuing education for the joint meeting with Professional Appraisers Association of South Dakota.

In response to member input, the education will start on Wednesday afternoon and end Friday noon allowing members an earlier departure home for the weekend. Another change is holding ASFMRA annual meeting on Wednesday evening.

The agenda:

Wednesday Jan 27<sup>th</sup> 1:00- 5:00 Continuing education

- Corn Production Costs – Jack Davis
- Pasture and Range Management – Alexander Smart
- PRF Insurance & NAP - Matt Diersen
- Crop Basis - Lisa Elliot

Wednesday Night Membership meeting

Thursday Jan 28<sup>th</sup> 8:00- 5:00 - USPAP followed by evening Joint SD ASFMRA – PAASD pizza social

Friday Jan 29<sup>th</sup> 8:00-12:00 - Drone Program - Arend Schuurman

**The continuing education agenda is subject to obtaining continuing education approval for the planned topics.** Further details on the education seminars will follow in upcoming newsletters.

### **Ethics Seminar Will Be Held At January 2017 Winter Meeting:**

After researching the viability of a chapter ethics seminar, the board approved having such a seminar in January 2017 at the winter meeting. All accredited and associate members are required to take the ethics class within two years of joining ASFMRA and every six years thereafter.

July research indicated that 33 members need the ethics course in 2016 thru 2018. ASFMRA has approved the 12 members needing the course in 2016 can meet the requirement by taking the January 2017 class. All chapter members are encouraged to take the class, even those not needing it until 2019 thru 2021. If participation is good enough to make the seminar work financially, the chapter can plan future seminars to address the ethics requirement.

Continued

## **CHAPTER BOARD ACTIONS CONTINUED**

The chapter board also reviewed the Kjerstad Member Scholarship policy. Three changes were made.

The policy made no differentiation regarding member status (i.e. – accredited, associate, academic, affiliate, partner / honorary, retired, student). In order to clarify in line with the original intent, the board approved policy wording conveying that accredited, associate, and academic members are eligible for Kjerstad Member scholarships.

The \$500 scholarship for first education course that is a part of accreditation track after becoming a new member was out of date. At the time this became part of the scholarship opportunities, the cost, sales, and income approach courses as well as highest and best use were all part of the defined accreditation track. These courses are now part of defined modules that are part of the education requirements for certified general appraiser. The accreditation track checklist has now been rewritten as follows:

Complete and pass the following appraisal courses.

Be current with ASFMRA Best in Business Ethics six- year requirement

Eminent Domain (A250 or A-25)

Integrated Approaches to Value (A304)

Advanced Rural Case Studies (A400)

Valuation of Conservation Easements and Other Partial Interests in Real Estate (A315)

The intent of the scholarship opportunity was to help someone with the initial appraisal education requirements with the classes needed for both certified general and ARA. The board approved the following change to this scholarship opportunity.

**\$500 scholarship for first ASFMRA education course that is a part of obtaining AFM accreditation or certified general appraiser license after becoming a new member.**

There was also discussion regarding the national meeting scholarships related to members who have gone to national meeting multiple times and those attending as part of national responsibilities (Executive Council, national committees). The discussion indicated a consensus:

- that those attending who are younger members that have already used the first time attendance scholarship should have priority.
- That participation on Executive Council and national committees should not preclude members from being eligible for this Kjerstad Member scholarship opportunity.

The board approved the following change to this scholarship opportunity.

**Pay up to two \$500 scholarships annually to attend National Meeting for members who have attended the National meeting in the past.** Scholarships are intended for members that are not reimbursed their costs by their employer. Priority for the two scholarships will go first to younger members that have already used the first time attendance scholarship; then to other members that have gone to national meeting multiple times. Those intending to attend a National Meeting would state their intent to do so and be considered for the scholarship to the President and the Treasurer. In the event more than two members apply, there will be a drawing for the scholarships – first among those in the younger member priority, then to other members who have gone to national meeting multiple times. The scholarship is limited to the same winners once every three years if several members apply and are entered into the drawing.

## **SD CHAPTER - KJERSTAD MEMBER SCHOLARSHIP**

The scholarship focus:

- A lasting memorial of Jerry's contribution to our chapter.
- A means to generate funds that can allow expansion of chapter support for members in accord with the chapter mission of *Enhancing Our Members' Ability to Succeed in Their Rural & Agriculturally Related Professions!*

### **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 accredited, associate, and academic 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 National Meeting for members who have attended the National meeting in the past.** Scholarships are intended for members that are not reimbursed their costs by their employer. Priority for the two scholarships will go first to younger members that have already used the first time attendance scholarship; then to other members that have gone to national meeting multiple times. Those intending to attend a National Meeting would state their intent to do so and be considered for the scholarship to the President and the Treasurer. In the event more than two members apply, there will be a drawing for the scholarships – first among those in the younger member priority, then to other members who have gone to national meeting multiple times. The scholarship is limited to the same winners once every three years if several members apply and are entered into the drawing.
- **\$500 scholarship for first ASFMRA education course that is a part of obtaining AFM accreditation or certified general appraiser license 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 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, Secretary, and Treasurer.