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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
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Government Relations
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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

9 / 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
October 12-14 – Yellow Book Seminar – Deadwood
November 7-11 - 87th ASFMRA Annual Meeting – Indian Wells, CA

CHAPTER MEMBER ANNIVERSARIES

Member	Join Date	Years
John Widdoss	9-30-1981	34
Jerry Hulm	10-11-1985	30
Jim Dunlap	10-7-1988	27
Dave Koenigshof	10-2-1998	17
Mark Elder	10-01-2005	10

Thank you for your support!!

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

I was in Kansas City in late September for a meeting. While there we had the opportunity to listen to John Brenan, the Director of Research and Technical Issues for The Appraisal Foundation. It was interesting to hear about the political issues that are circling around the appraisal community. It is clear that there are many ideas and thoughts about appraisal regulations across the nation. Some of those thoughts and ideas are conflicting.

John made it clear that everyone in this profession has a responsibility to stay informed about potential regulation changes and issues that are floating around the country involving appraisers, or lack thereof. He also told us that "every comment made to The Appraisal Foundation is read and considered". It is easy for us to skim the contents of the emails that we get regarding policy and advisory opinions without much thought. His advice was to stay involved. He highly encouraged everyone to send comments. Your opinions do matter.

The appraisal world is complex. We toured a sod farm near Lawrence Kansas that supplies sod to customers such as Lowe's or Home Depot as well as to local contractors. We watched as a very highly specialized machine cut exact strips of sod, rolled them and wrapped the rolls and all controlled by a computer. Someone has to value this type of property.

We toured the J&N Ranch, the birthplace of Black Hereford cattle.....Someone is valuing these animals and facilities. We listened to Mitch Holthus, the "Voice of the Kansas City Chiefs" who is the franchise radio host of all games. Mr. Holthus mentioned that when teams are bought and sold, someone has to put a value on those assets too! The appraisal world is a large and complex place! Enjoy the fall.

Craig Sommers craig.sommers@fcsamerica.com

CHAPTER MEMBERSHIP UPDATE

We welcome our newest members. Kassidy Noem from Castlewood, SD is a new student member attending SDSU. Matt Gunderson, a Nebraska member, has now also joined the South Dakota chapter. Matt is Assistant VP-Farm & Ranch Mgmt, with Farmers National Company in Omaha, NE. Matt is a South Dakota native and SDSU graduate.

Three of our members transitioned this month to retired status...Perry Beguin, Ted Risty, and Ron Rucker. Current requirements for the Retired classification are:

- (1) Those Accredited, Professional, Associate and Academic members who have held such membership for at least ten (10) years, and
- (2) Who no longer provide farm and ranch management, agricultural consulting, rural appraisal and/or appraisal review services on property belonging to others for a fee or a salary.

Summary of Current 85 Members / 65 accredited / associate / academic:

1 ARA/AFM 10 ARA 7 AFM 4 Academic 10 Student 2 Affiliate
43 Associate – 36 appraisers / 7 farm managers 3 Retired
4 Partner 1 Honorary

MANAGEMENT FOR FOREST AND WILDLIFE BENEFITS

By Norm Edwards, ARA

This was a workshop for Landowners and Natural Resource Professionals held at Ranch A, Beulah, WY on September 9, 2015.

With the increased demand for Habitat Preservation and Rehabilitation having a bigger impact on the economic and aesthetic benefit to Rural Land and Ranch operations this workshop was particularly timely and interesting. The workshop was held at the Ranch A complex on Sand Creek just South of Beulah which was a beautiful setting for the class.

This Class was sponsored by the National Wild Turkey Federation, Wyoming State Forestry Division & the Weston County Natural Resource District. This was a well-attended function with approximately 30 participants including landowners and professionals from the general area. It started with an introduction and overview by Jonathan Sloan, Forester for the National Wild Turkey Federation. There were six sessions:

Session 1 was an introduction to Ponderosa Pine Ecology in the Black Hills by Chris Bogan, a forester for the USFS Bearlodge Ranger District. This covered the historic background of the predominant tree species in the Hills and its historic and economic value to the area.

Session 2 was a presentation of the wildlife uses of the Forest Systems by Matt Stefanich, a wildlife biologist with the USFS in the Bearlodge District and covered the needs and demands of the wildlife in the forest ecosystem to maintain and balance their particular habitat and species vigor.

The Forest Management tools available in the Custer State Park session 3 was presented by Mr. Adam Gahagan, senior Forester. Adam had some interesting stories and experiences of the interaction with the public in the park and the continued high demand for participation of the public for participation in the annual Buffalo Round up. He said that all that "help" wasn't working out real well for herding elk, which ends up like herding cats with the helpers wanting to pose for pictures with the elk behind them. The desire for the public to watch and participate has drawn international attention and demand for the park and tourist business in the Custer area.

Session 4 was a presentation by Rochelle Plocek a fire manager and Forester with the Custer State Park on Woody Draw Maintenance and Hardwood interfacing in promoting composition Diversity in the woods to promote wildlife habitat and protection.

Meadow Maintenance and Range and Grazing Forest Systems session 5 was presented by Mark Hendrix the Range Ecologist from Custer State Park. He explained how moving the Bison, Elk and mountain goat heads around in the park add to the utilization of the range resources available and protect the ecology and bio-diversity of the park.

Session 6 was presented by Jonathan Sloan again and was a question and Answer session and tying together of the subjects presented and was an interesting session with discussions from the Landowners and Government representatives on local and regional experiences and plans.

The second day was a field trip to the Moskee Area to examine the harvesting and thinning of timber on the Moskee Land Corporation, LLC land and their practices in Forest Management on their considerable holding in the area.

WEST RIVER BREAKFAST NETWORKING

By Norm Edwards, ARA

It was a quiet meeting of the group this time at Marlins Restaurant in Rapid City and the general area has quieted down since the Sturgis Rally and got back to the normal traffic construction activity.

We had a small but interested and attentive group including Loy Matthes, Perry Beguin, Tom Young from the USDOJ and myself Norm Edwards. We had a good conversation on recent sales and activity in the area and there seems to continue to be an active market particularly in the Rangeland component in the hills and sand hills portion of Nebraska.



Our guest this time was Lori Cope, the Executive Director of the South Dakota Agricultural and Rural Leadership Inc. (SDARL) organization and she was good enough to share with us some of the goals and values of the organization.

Generally the SDARL was organized to develop leadership and to enhance the quality of life for all South Dakotans. She provided us with a brochure of the members and we discussed the programs and presentations that the group participate in (there are several members of our Chapter which are members).

This group seems very compatible with our group and it appears that our interests are similar.

The SDARL has a series of training classes and seminars which are used to provide a working background to train the individuals for leadership in the community and for the enhancement of leadership skills. Lori provided us with examples of some of the courses provided including a Dale Carnegie Course.

We thanked Lori for her participation and are considering having her back at a future meeting.

EAST RIVER BREAKFAST NETWORKING

By Paul Reisch, ARA

We had a small group (Jim Dunlap, Paul Reisch, Paul Sickler) in attendance on Friday September 18th in Sioux Falls. We had some discussion on 2016 land rents and reasons for such a low attendance when there had been advance promotion of Executive Director Lori Cope attending to speak on SDARL (South Dakota Agricultural Leadership).

We had an informal discussion of the SDARL program with Lori while having breakfast. Lori became Executive Director as Class VII was starting.

The current Class VIII has 32 members with 6 West River with 64 applicants for this class. Historically, there have been 50 to 60 applicants for a class. The program involves 12 sessions over 18 months held in various SD locations in addition to a weeklong Washington, DC trip, and a 12 day international trip. The SD sessions involve an orientation program, leadership development, communication skills, state government / lobbying, national social / economic / political issues, public speaking skills, Native American governance and economy, Black Hills resources /mining / tourism, crops, value added enterprises, dairy industry, livestock permitting, Hutterite colony lifestyle and economics,

A new addition to the program this summer was an Alumni Exchange where Class VIII members spent 3 days / 2 nights with a Class I thru VIII alumni. Lori indicated this has had a very positive response from both class members and alumni. n alumni The Class VIII international trip in February 2016 to Portugal and Spain will include 1 or 2 nights with a farm family for each class participant.

It costs about \$16,000 per student for the 18 month program; the class tuition is \$4,200. Currently, most of the funding for the program comes from industry donations and an auction fundraiser by the current class at their graduation ceremony. A foundation has been started that will, hopefully, be a future more sustainable revenue source.

The goal of the program is to have a diversity of participants with about 2/3 of a class participating being involved in farming and ranching with the other 1/3 from agri-business. Lori conveyed it would be good to have our professions represented.

Applications for Class IX will be available from January - March 2016. Class IX members will interview in April 2016 with class selection being announced by May 2016. The first seminar will be held in Chamberlain in November 2016. Class IX will graduate April 2018.

Instructions on how to apply, including an application form and other documents will be available by late December 2015. More details regarding the program can be found at the SDARL website www.sdarl.org.

CHAPTER SCHOLARSHIP PRESENTED AT SDSU

Paul Sickler and Tom Jass represented the chapter at the September 23rd Ag-Bio Scholarship Banquet at the Student Union Volstorff Ballroom.

Elizabeth Bertolotto was announced as the recipient of the chapter's \$1,000 scholarship for the 2015-2016 academic year. Elizabeth was chosen from those who submitted application / essays for the scholarship.

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.

Upper level undergraduate students enrolled in the College of Agriculture and Biological Sciences are eligible for the 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. The following preferences are also considered:

- Community service achievements and demonstrated leadership qualities,
- Completion of / or current enrollment in the Rural Estate Appraisal course (Econ 373 / Plant Science 373) and / or Farm and Ranch Management course (AgEd 271).
- South Dakota resident,
- Financial need.

Past Scholarship Winners:

2005 – Seth Zilverberg – Holabird, SD
2007 – Emily Hansen – Marshall, MN
2009 – Kent Buchholz – Philip, SD
2011 – Jerilynn Reed – Faith, SD
2013 – Sara DeClerk – Flandreau, SD

2006 – Becky Lambert – Doland, SD
2008 – Jim Jansen – Fordyce, NE
2010 - Maria Skoglund – Canova, SD
2012 – Austin Mann – Bloomfield, NE
2014- Brett Ziemer – Browns Valley, MN

The establishment of the scholarship continues to contribute to a strengthened chapter relationship with SDSU personnel and students.

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.

As of this writing, six chapter members have indicated plans to attend at least some portion of the meeting. Jack Davis will be installed as Academic Vice President on the Executive Council. President Craig Sommers will be representing the SD Chapter as our Board of Directors delegate. Brian Gatzke, ARA, will participate as Co-Chair in Government Relations Committee meeting along with other activities. Jim Dunlap, ARA / AFM, Allan Husby, ARA, Paul Resich, ARA, and John Widdoss, ARA are also attending.

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