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Craig Sommers

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Ron Ensz, ARA

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Jeff Barker (2019)
Jim Dunlap, ARA-AFM (2017)
Brian Gatzke, ARA (2018)
Jay Knappe (2018)
Loy Matthes, ARA (2019)
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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



SOUTH DAKOTA CHAPTER

4 /2016

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

DATES TO REMEMBER!

- May 12 - West River Breakfast Meeting – Rapid City
Rapid City Marlin's Roadhouse Grill
- May 20 - East River Breakfast Meeting – Sioux Falls
Denny's Restaurant at the Flying J Travel Plaza
- May 20 – SD Chapter Board Meeting – Sioux Falls
- May 24-27 – SD Assessor Conference - Spearfish
- Jun 8-10 – Professional’s Range Camp – Lamphere Campground Sturgis
- June 25 – July 1 – Summer Education Week – Des Moines, IA
- July 14 - West River Breakfast Meeting – Rapid City
- July 22 - East River Breakfast Meeting – Sioux Falls
- September 8 - West River Breakfast Meeting – Rapid City
- September 12-16 - Leadership Institute – Washington, DC
- September 16 - East River Breakfast Meeting – Sioux Falls
- September 28 – Ag-Bio Career Fair – Brookings
- October 27 or 28 - West River Breakfast Meeting – Rapid City
- October 27 or 28 - SD Chapter Board Meeting – Rapid City
- November 7-11 - 87th ASFMRA Annual Meeting – Indian Wells, CA
- November 18 - East River Breakfast Meeting – Sioux Falls
- December 10 - West River Breakfast Meeting – Rapid City

2017

- January 25-27 –Winter Education & Joint Meeting W/PAASD - Chamberlain
- May 30 – June 2 – SD Assessor Conference - Brookings
- October 18-20 – Yellow Book Seminar – Deadwood

CHAPTER MEMBER ANNIVERSARIES

Member	Join Date	Years
Russell Wyatt	5-29-1987	29
Paul Reisch	5-06-1988	28
Tom Jass	5-26-1995	21
Kayla Suther	5-31-2013	3
Ethan Pieske	5- 26-2015	1

Thank you for your support!!

www.asfmra-sd.com

PRESIDENT'S MESSAGE

Relationships. Everything we do, everyone we meet... We work at relationships. I am very proud of our member commitment and drive to improve our relationships with each other and with the broad world of agriculture. Last week we had an opportunity to meet SDSU President David Chicoine and to listen to his thoughts at South Dakota State University. The group also met and heard from Terry Hansen with Climate Corp. That is relationship building!

Spring is a busy time for all in our lines of work. I'd like to thank each of you who took time from your workload to help the Chapter build relationships. I want to encourage the entire membership to take advantage of the networking opportunities offered only a few times a year. We have great members!

The South Dakota Chapter ASFMRA would like to extend our hearty "congratulations" to the new SDSU President, Dr. Barry Dunn. Many of our members have met President Dunn during our many SDSU relationship building breakfasts and lunches.

Craig Sommers craig.sommers@fcsamerica.com

CHAPTER MEMBERSHIP UPDATE

We welcome our newest member.

Joe Kalina is a student member attending South Dakota State University.

Summary of Current 87 Members / 67 accredited / associate / academic:

1 ARA/AFM 10 ARA 7 AFM 45 Associate – 38 appraisers / 7 farm managers - 63 total
4 Academic 11 Student 2 Affiliate 3 Retired 3 Partner 1 Honorary

WORDS TO LIVE BY

Do as little harm to others as you can; make any sacrifice for your true friends; be responsible for yourself, and ask nothing of others; and grab all the fun you can.

Don't give much thought to yesterday, don't worry about tomorrow, live in the moment, and trust that your existence has meaning even when the world seems to be blind chance and chaos.

When life lands a hammer blow in your face, do your best to respond to the hammer as if it had been a cream pie. Sometimes black humor is the only kind we can summon, but even dark laughter can sustain.

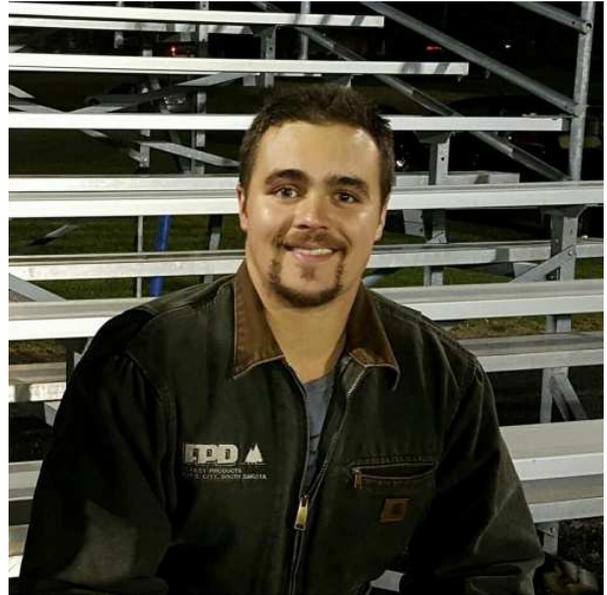
Dean Koontz

SDSU SCHOLARSHIP SELECTION MADE

Ridge Sandal has been selected as this year's recipient of the Chapter's \$1,000 scholarship for the 2016-2017 academic year.

Ridge is working on an Ag & Resource Economics major (with Marketing and Ag Business minors) and is from Quinn, SD, in addition to being a graduate of Wall High school. When asked how he first heard about the scholarship opportunity, Ridge indicated that he had received an email from his advisor. He also indicated the member Brain Gatzke brought it to his attention.

High school highlights included attendance at 2012 HOBY leadership seminar, 2013 Summit Worldview Seminar in Colorado, and 2013 Washington D.C. Rural Electric Youth Tour.



In his college career, he is an active member of the F.I.R.E. club, Equip campus ministry, and the SDSU College Republican club. He has taken several appraisal classes and is planning to sit for the state registered license exam. He also volunteers for the local Quinn Fire Department when he is home for the summer.

Scholarship Chair Jay Knuppe is responsible for promoting the scholarship to students and arranging for an interview team of chapter members to interview and select a scholarship recommendation for Ag-Bio Associate Dean Don Marshall.

This spring, twelve students applied for the ASFMRA scholarship. Chair Jay Knuppe put together a great interview team to conduct interviews of the top four candidates for the Chapter's \$1,000 scholarship. Paul Sickler led the interview team that also included Jack Davis and Jaret Sievers. This year two of the top four candidates were SD chapter student members. The four individuals were interviewed on the SDSU campus on April 6th.

The scholarship was created to develop and support student interest in the rural appraisal, farm management and agricultural consulting professions and to encourage students to become American Society of Farm Managers and Rural Appraiser (ASFMRA) chapter members.

Upper level undergraduate students enrolled in the College of Agriculture and Biological Sciences at SDSU are eligible for this 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.

SDSU NETWORK EVENT

Twenty four individuals gathered on April 22nd at McCrory Garden for the purpose of education, fellowship, networking, and building relationships between the SD Chapter and South Dakota State University.

Those present from SDSU included:

- SDSU President David Chicoine
- Ag-Bio College - Associate Dean Don Marshall
- Economics - Department Head Eluned Jones, Nicole Klein
- Office of Research: James Doolittle

Members & Guests Attending:

- Academic Members – Jack Davis, Jerry Warmann
- Farm Managers – Jackson Hegerfeld, Tom Jass, Paul Sickler, Donald Threadgold, Seth Van Duyn
- Lending Services – Barbara Hegerfeld, Jay Knuppe, Kim Larson, John McMahon, Paul Reisch, Craig Sommers, Teresa Stuart
- Fee Appraisers – Jim Dunlap, Brian Gatzke
- Affiliate Member – Ron Dunker
- Student Member - Ridge Sandal
- Climate Corporation – Terry Hansen



Monsanto sponsored the breakfast event and had Terry Hansen, Business Manager for South Dakota, share information regarding Climate Corporation (www.climate.com)

Climate FieldView Prime (field level weather, notifications, scouting) is free and provides you with agronomic and weather data at the field level so you can make more informed decisions. With mobile access and visibility into current and future field conditions, you can make timely operational decisions anytime, anywhere.

Climate FieldView Plus adds data connectivity and field data visualization. It provides seamless data integration for a deeper understanding of your fields to help you make important operating decisions with confidence.

- Understand yield-limiting factors by comparing critical farm data layers
- Monitor your progress with digitally-displayed data as you pass through the field
- Seamlessly collect and send your data from the cab to the cloud
- Easily share your farm data with trusted advisors
- Available only with enabling technologies of FieldView Drive™ or SeedSense 20/20®

Continued

NETWORK EVENT CONTINUED



Climate FieldView Pro adds field health advisor, nitrogen advisor, and script creator.

Terry provided examples of how the different programs could address nitrogen needs, weed problems, field health, and yield information analysis.

He stated Climate Corporation has 5 research farms (one near Wentworth) that are used to validate data and processes. Terry's contact information is thansen@climate.com and 402-992-4246.

SDSU President David Chicoine shared thoughts on the past, present, and future of agriculture land economics, and the forecasted future.

President Chicoine started by going through the Illinois Farm Business Farm Management Association 2014 results for the top third and low third of the operators in the study. It showed significant differences in prices received and income. He stated this was a good illustration that **management counts!**

Next he shared global Disruptions that will change the local economy.

1. Age of urbanization – countries more urbanized, emerging markets taking the lead, emerging markets economies become major forces, and the growth of urban consumer class.
2. Accelerating technology change – example: took radio 38 years to have 50 million users; took Twitter $\frac{3}{4}$ of a year.
3. Challenges of an aging world – proportion of elderly increasing, global life expectancy increasing, and graying workforce. Without productivity increase, GDP growth will shrink dramatically.
4. Greater global connections – the volume of trade, finance, people, and data increasing resulting in higher volatility in a more connected world. This increases the need to manage risk.



This management of all risks (business, financial, strategic) is critical with a “newer normal” of lower commodity prices, stronger dollar, lower crude oil prices, increase in interest rates, widening credit spreads, and controlling production costs. President Chicoine noted that 60% of the land value increase since 1990 is attributed to low interest rates.

Important financial planning considerations in the “newer normal” include follow the cash (cash is king), manage and monitor working capital, and closely monitor interest rates and debt.

The SD chapter members thank Ton dunker for the Monsanto sponsorship, SDSU Network Committee Chair Brian Gatzke for spearheading the event, Barb Hegerfeld for handling registration, name tags, and welcoming attendees, and Jack Davis / Ridge Sandal for helping Barb with welcoming attendees.

2016 S.D. PROFESSIONAL'S RANGE CAMP

Training Ag Leaders in Rangeland and Natural Resource Management

South Dakota Professionals Range Camp will be held June 8-10, 2016 at the Lamphere Campground near Sturgis (East Hwy 34). Camp set up is Tuesday p.m. June 7th and Wednesday morning June 8th with the formal program starting at 10 a.m. The camp ends with noon lunch on Friday June 9th.

“This camp had its origins with the Ag Lender’s Range Camp and has expanded its educational content to meet continuing education credit requirements for appraisers, assessors, realtors as well as undergraduate/graduate credits for agriculture educators and agriculture industry related professionals,” explained David Ollila, SDSU Extension Sheep Field Specialist and co-coordinator for the camp.

With rangelands covering approximately 50 percent of South Dakota, Ollila explained that rangelands are an important natural resource that impacts the economy of the state. “Rangeland is a kind of land, not a land use,” Ollila said. “Rangeland is fragile, yet durable and resilient. Management profoundly impacts the rangeland forage productivity and its value for livestock, wildlife and humans.”

The Professionals Range Camps seeks to educate attendees about the productive potential of the rangeland based on the ecological range site, the similarity index of the range plant composition and the management practices that will support sustainable multiple uses. Participants will be able to better determine the economic value of the rangelands as well as the production and conservation practices that will improve or sustain this precious resource.

Hands-on training

The camp’s itinerary is designed to place participants on area ranches that will serve as case studies toward meeting the objectives of the program.

“Attendees will participate in hands-on activities that ranchers actually use to manage their rangelands and determine the appropriate livestock carrying capacity for the current year,” Ollila said.

Regionally and nationally-recognized rangeland management professionals, practitioners and ranchers will present key messages and concepts that have been proven to promote and support rangeland forage production.

Activities are scheduled into the agenda to promote valuable networking opportunities and listening sessions will occur each evening with a question and answer period for invited panelists who can share years of rangeland management experience and strategic planning scenarios when implementing practices.

Registration details: \$150 registration cost

For more information and to register, contact Dave Ollila at david.ollila@sdstate.edu or 605-394-1722.

SDSU Extension Contact: Dave Ollila, SDSU Extension Sheep Field Specialist
David.Ollila@sdstate.edu <http://igrow.org/about/authors/dave-ollila/>

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 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 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 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, Secretary, and Treasurer.