

2Officers:

President
Craig Sommers

President-Elect
Terry Leibel

Secretary
Paul Reisch, ARA

Treasurer
Paul Sickler, AFM

Past President
Ron Ensz, ARA

Directors:

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

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 Knuppe
Curriculum – Gatzke / Janssen
Network Event
– Brian Gatzke, ARA
Scholarship - Jay Knuppe
Student Involvement- Jesse Ball

Assessors Conference
Wade Buck

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

www.asfmra-sd.com



SOUTH DAKOTA CHAPTER

8/2016

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

DATES TO REMEMBER!

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 19 – SDSU Ag-Bio Scholarship Banquet
October 28 - West River Breakfast Meeting – Rapid City
October 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
July 17 – 21 – Summer Education Week – Omaha, NE
October 18-20 – Yellow Book Seminar – Deadwood

CHAPTER MEMBER ANNIVERSARIES

September	Member	Join Date	Years
	John Widdoss	9-30-1981	35
	Kassidy Noem	9-24-2015	1

Thank you for your support!!

PRESIDENT'S MESSAGE

I am writing this in mid-August, and I've been thinking more about my youngest son going off to SDSU just three days from now. Time flies and eighteen years have gone screaming by.

He is joining my oldest son who will be graduating in 2017 with his Masters in Architecture. (Yes, I'm a proud SDSU parent!) His leaving home is a big step, but I've decided to celebrate the success they have shown over the past years.

Continued

PRESIDENT'S MESSAGE CONTINUED

And, regarding successes, I've watched as our South Dakota ASFMRA Chapter has been groomed over the past 30 years to become a great example of what our members can accomplish. Our SD Chapter and the ASFMRA continue to strengthen our profession. We are a success! Let's keep the energy flowing!

I am very proud of Paul Reisch, Chapter Secretary, and Terry Leibel, President Elect, for taking their time to attend the Chapter Administrator's Day in Denver. That level of commitment is the rock foundation that makes this a great Chapter. Their work and energy speaks to the success of our Chapter. That work is awesome, and I thank you both!

I attended the August SD Appraiser Advisory Council meeting in Pierre on August 17th. Items discussed were the appraiser population estimates and plans of how to help those numbers; AQB criteria changes under consideration; and the ASC Compliance Review Report. One interesting topic was the unauthorized use of MLS data. (no reason for this ever) I left the meeting knowing that our Appraiser Certification Program is in great hands, and SD has very engaged people at the Council meetings.

SD ASFMRA & PAASD TO CO-SPONSOR RURAL RESIDENTIAL SEMINAR

Discussions the last half June 2016 resulted in SD ASFMRA and PAASD (Professional Appraisers Association of South Dakota) combining efforts to jointly sponsor the ASFMRA Appraising Rural Residential Properties Seminar in Chamberlain on Thursday January 26, 2017.

This one day 8-hour, rural residential valuation seminar is designed for the appraiser to understand the role of the appraiser and the role of the underwriter, myths and truths of rural lending, legislated appraisal requirements, uniqueness of rural property appraisals, report types, market extraction method of adjustments including depreciation utilized in the appraisal process of today's environment. The student will learn what underwriters expect of the appraiser and how to better meet those expectations via hands-on drill problems and case studies involving rural residential property examples.

The seminar has recently been rewritten. James Synatzske, ARA from Stephenville, TX will be the instructor.

This Rural Residential Class should have a lot to offer those who are working in rural areas (which could define most every SD appraiser even if they live in a metro area).

Education Committee Chair Scott Heimes and Education Committee member Brian Gatzke, ARA, were instrumental in securing our instructor and making arrangements with ASFMRA in Denver for the course offering. After obtaining input from chapter board members, President Sommers communicated with PAASD to reach agreement on the details of the joint sponsorship of the seminar.

James Synatzske will also be the instructor for the chapter ethics offering on Wednesday afternoon January 25, 2017. All accredited and associate members are required to take the ethics class within two years of joining ASFMRA and every six years thereafter. **ASFMRA has approved members needing the course in 2016 can meet the requirement by taking the January 2017 class.**

We have 27 members needing the ethics class by the end of 2017. All chapter members are encouraged to take the class, even those not needing it until 2019 thru 2021. In order to have a successful offering, we need a good turnout of chapter members to make the offering viable financially. If this is accomplished, the chapter can offer in future years as well so that members can address this requirement in a class environment rather than online.

SD CHAPTER MEMBERS ATTEND CHAPTER ADMINISTRATOR'S MEETING IN DENVER

By Secretary Paul Reisch, ARA

President-Elect Terry Leibel and Secretary Paul Reisch were part of the 15 chapter leaders who participated in the August 1-2 meeting with Denver staff members.

There were chapter representatives from California, Idaho-Utah, Illinois, Kansas, Michigan, Missouri, Nebraska, Northeast, Ohio, Oklahoma, Oregon, South Dakota, and Texas.

Those represented came from diverse backgrounds. Examples:

- California, Illinois, and Oregon have paid executives .
- Northeast represents professionals in 10 different states.
- Illinois and Nebraska have more farm manager members than appraiser members.



The noon to noon meeting started with chapter and Denver participants pairing up to learn more about each other in interviews, then sharing this information with all those in attendance.

Next each chapter participant was asked to put an idea or activity from their chapter on a post it note. The notes were put on a wall, then all had three votes for those ideas they wanted to learn more about. The three ideas with the most votes, then gave a short presentation on the topic.



California Executive Vice President Suzie Roget shared Toolbox Topic Workshops that the California chapter started in 2016. The goal of the program is to offer each workshop several times in various parts of the state, making it convenient for more people to attend.

The workshops are two hours in length and offer continuing education credit. A social hour follows the workshop allowing time for networking and connecting with other industry professionals. Their first workshop was “Considerations in the Valuation of Transitional Property” with three presenters. Future topics are on water and a nut facility. Perhaps this concept could be

utilized at East River and West River breakfast meetings.

There was also discussion on ways to get younger individuals into the profession and active in our chapters. California is paying for two \$7,000 internships; Kansas shares the cost of a \$3,000 internship with a sister organization. I shared the SD chapter Kjerstad Member Scholarship and SDSU Relationships activities.

Continued

CHAPTER ADMINISTRATOR'S MEETING CONTINUED

In the ending afternoon discussion activity, participants shared:

- Key chapter achievements because of national support.
- Chapter programs that national staff was able to promote to all chapters.
- What would be a “true game changer” service or activity?

Monday ended with an enjoyable group supper.

Tuesday morning began with small group discussion on 1 to 3 ideas, programs, or concepts that would be good for all to consider, then reporting findings to the larger group. Highlights of this discussion:

- Strong public relations results of land value studies produced by California and Illinois.
- Illinois public relations program to promote professions thru editorial space (bullet point articles), then ads over a 6 month period in Dakota Farmer type publication.
- On line education with chapter profit sharing in continuing education seminars.
- On line networking.
- Continuing education certificates posted on line as pdf under member profile continuing education tab.
- Training on new chapter micro sites on upcoming new website.



Brian Stockman shared the current national initiatives:

- Formed three task forces to study Membership, Leadership (Brian Gatzke member) , and Governance.
- Branding Efforts.
- Improving education process.
- Planning for new website.
- Growing our conferences and meetings.
- Continued operational improvements.
- YPN

After a tour of the new national office, the morning ended with national staff conveying information on available services to help chapters with education offerings, membership database tools, AgPro Link tools, branding survey results, YPN development including chapters having YPN representative, and getting members involved.

The two days was very beneficial in getting to know national staff better, learning about national resources available to aid chapters in administration, sharing ideas of chapter successes, and networking with members from other chapters.

CHAPTER ADMINISTRATOR'S DAY REFLECTIONS

By President Elect Terry Leibel

Paul Reisch and I attended the Chapter Administrator's Day at the home office in Denver on August 1st and 2nd. It was, basically a one day event, the afternoon of the 1st and the morning of the 2nd, which left the morning of the first to get there and the afternoon of the 2nd to get back home---for most attendees, anyway.

I understand this is the first such meeting that they have ever had. It was basically a sharing of ideas on various topics, to help get the national office and chapters in sync, with the attendees being primarily chapter administrators. Paul will share more details on the administrative aspect elsewhere in this newsletter.

As we shared what our chapter is about, one of the things that I think really caught their attention was how much interaction and the relationship that we have developed with SDSU. Another was the benefits to our members of our Kjerstad Scholarship. And, they were very impressed with our chapter membership growth over the last many years.

Possibly even more impressive to the others, than our growth, was our strong membership involvement in so many different aspects of our chapter in the various committees. To me, it came across that we have one of the stronger and more involved chapters anywhere, especially considering the relative sparse population of our state.

When Paul and I first started organizing the trip, I suggested flying. By driving, I have an 8 hour ride one way, or 16 hours round trip. For Paul, it is about 11 ½ one way, or 23 hours round trip. We decided on driving. Just a note, Paul drove the entire way---it was a company vehicle, and I couldn't drive.

Anyway, I rode along as I figured it would be good for me to familiarize myself with the administrative process, being President-Elect, and hoping I wasn't going to be wasting my time. Well, I certainly didn't waste my time. I found it very beneficial on several levels.

One, I did get to learn more about the administrative process at the chapter level and how it interacts with the national office. Two, I got a sense of where we are headed as a national organization; the vision for the future. Three, I got to meet the people who make the Society roll on, the staff; really a great bunch. (I will never hesitate to call if I need their help---that's what they are there for.)

Four, I got to meet and know members of other chapters, and share ideas on the workings of our chapters; networking is never a bad thing. Five, I got to see the new offices they moved into this year; according to the staff, not only less expensive but nicer than the offices they moved out of. Six, and the best reason of all, I got to spend some serious road time absorbing the wisdom and knowledge of one of the members who has help make our chapter so strong over the many years. **Thanks, Paul!**

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