

**Officers:**

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



**SOUTH DAKOTA CHAPTER**

12/2016

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

**DATES TO REMEMBER!**

December 10 - West River Breakfast Meeting – Rapid City  
January 25-27 – Winter Education & Joint Meeting W/PAASD - Mitchell  
May 30 – June 2 – SD Assessor Conference - Brookings  
July 17 – 21 – Summer Education Week – Omaha, NE  
September 10-15 - Leadership Institute – Washington, DC  
October 18-20 – Yellow Book Seminar – Deadwood  
November 13-17 - 88<sup>th</sup> ASFMRA Annual Meeting – Savannah, GA

**CHAPTER MEMBER ANNIVERSARIES**

| Member       | Join Date | Years |
|--------------|-----------|-------|
| Geoff Oliver | 1-22-1993 | 24    |
| David Baker  | 1-13-2003 | 14    |
| Jay Knuppe   | 1-01-2009 | 8     |
| Wade Buck    | 1-28-2016 | 8     |
| Adam Nelson  | 1-01-2010 | 7     |
| Kim Larson   | 1-20-2014 | 3     |
| Ron Dunker   | 1-23-2015 | 2     |
| Jim Jansen   | 1-23-2015 | 2     |

Thank you for your support!!

**CHAPTER MEMBERSHIP UPDATE**

We welcome our newest members Peter Fellabaum, Paul Joerger AFM, and Ryan McKnight J.D, M.B.A. Peter is a new student member.

Paul is a long time ASFMRA member and ASFMRA National President in 2013. Paul recently moved to Sioux Falls. He and his wife Tamara are going to be working with Jim Dunlap and seeking certified general appraiser licenses.

Ryan is a new academic member from Brookings, SD. Ryan is an instructor with the SDSU Economics Department, F.I.R.E. Club advisor, and a member of the South Dakota Bar.

Summary of Current 89 Members / 69 accredited / associate / academic:  
1 ARA / AFM 1 ARA / RPRA 10 ARA 8 AFM  
44 Associate – 38 appraisers / 6 farm managers  
5 Academic 11 Student 2 Affiliate 3 Retired 4 Partner

## **PRESIDENT'S MESSAGE**

Our education committee has once again done an excellent job by lining up CE for the January meetings in Mitchell. I need to give a special thanks to Scott Heimes who was integral in getting all of this done. Education and our social activities (limited as they are) are critical to our Chapter's successes.

I'm looking forward to visiting with you in Mitchell at classes and at the Annual Meeting on Wednesday, January 25th. Please make plans to come and support the Chapter, gain some great continuing education, meet some new people, and to simply have fun. There will be many friends from our Chapter and many friends from PAASD at the meeting. I think this will be a great time!

This is my last President's Message as Terry will be taking over in January. It has been a privilege and an honor to serve as President of this Chapter. I've enjoyed all of it. I've come to know and appreciate the dedication that our members have shown. I have been extremely fortunate to have a highly committed Board of Directors and Committee Chairs. Paul Reisch has been my right arm over the past two years. Thank you Paul. Thank you Board Members and thank you Committee Chairmen.

Christmas is here and the New Year is only a few days away. How did the year pass that quickly? Well, it did and this is the best time to catch up with friends, enjoy family gatherings, and to be thankful for the blessings that we have. I hope that each of you has a wonderful and blessed Christmas.

Take a step back from work for a moment and enjoy time with your families and friends. Best wishes to you and your family, and Happy New Year! Let's make 2017 another year of ASFMRA growth and continued success!

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

## **ELECTIONS TO BE HELD JANUARY 25, 2017**

Nominating Committee Chair Ron Ensz and committee members Jim Hollenbeck and Tom Jass have secured nominations for the 2017 elections to be held on January 25<sup>th</sup> at the chapter membership meeting at Ramada Inn and Suites in Mitchell beginning at 5:30 p.m.

### **Chapter Officer Nominations:**

- President – Terry Leibel
- President Elect – Paul Sickler
- Secretary - Paul Reisch
- Treasurer - Adam Nelson

### **Board Member Nomination:**

Jim Dunlap

**2017 Nominating Committee Member:** Allan Husby - Will join Past President Craig Sommers as Chair and a member to be appointed by President and / or board.

**Other nominations can be made at the meeting on January 26<sup>th</sup>.**

## **DUNLAP & SICKLER NAMED GOVERNMENT RELATIONS CHAPTER REPS**

ASFMRA National President Michael Krause has recently conveyed the desire for the national organization to improved communication and interaction with the chapters regarding national governmental issues.

Appraisal Review recently reported that Freddie Mac will waive appraisals in lieu of an "appraisal alternative" in a host of situations, including first-purchase loans. The Appraisal Foundation has been discussing possible changes to appraiser qualifications and/or education requirements and other organizations have been promoting multiple standards in an attempt to address the "appraiser shortage."

On the farm management side, individuals and organizations have already started to discuss the upcoming Farm Bill and possibly separating nutrition, farm and conservation compliance.

With such issues to address, national has asked each chapter to have both an appraiser and farm manager representative to help national ensure that members are informed and adequately address the ever-changing regulatory environment. Jim Dunlap and Paul Sickler have both attended Leadership Institute in Washington, D.C. With their representation and chapter member Brian Gatzke serving as national Government Relations Committee Co-Chair, SD chapter members will be well served at the national level.

The first conference call with chapter representatives is planned for the week of January 16, 2017. Chapter members can contact Jim and Paul with their input regarding national issues.

## **WEST RIVER BREAKFAST NETWORKING**

**By Ron Ensz , ARA**



Members attending the breakfast: Jerry Hulm, Kent Rasmussen, Loy Matthes, Keith Newman, Russell Wyatt, Ron Ensz,, and Dave Baker.

Guests attending the breakfast: Jay Widdoss and Betty Wyatt.

Numerous discussions occurred around the table regarding sales, hunting and the weather.

The highlight of the meeting was when Jerry Hulm led a discussion regarding training appraisers in 2018. It is a novel idea and will be explored more over the next several meetings.

We also discussed the January education and annual meeting being moved to Mitchell.

## MITCHELL ANNUAL MEETING AND CONTINUING EDUCATION

The South Dakota American Society of Farm Managers and Rural Appraisers (SD ASFMRA) and Professional Appraisers Association of south Dakota (PAASD) will hold their joint annual meeting and continuing education meeting on January 25 thru 27 in Mitchell at the Ramada Inn & Suites (1525 West Havens Avenue).

The event will begin Wednesday afternoon and will run thru Friday.

Wednesday Afternoon Jan 25<sup>th</sup> from 1 to 5 p.m.– Ethics Course Sponsored by SD ASFMRA – CE Hours 3 (also pending with RE Commission) - Taught by James Synatzske, ARA.

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.** 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. **Early Bird Registration by January 16, 2016 Members: \$100 After January 16, 2016: \$125. Includes snacks**

### **SD ASFMRA Annual Meeting Wednesday January 25<sup>th</sup> – 5:30 Start**

Thursday Jan 26<sup>th</sup> from 8 a.m. to 5 p.m. – Rural Residential Seminar – CE Hours 8 (also pending with RE Commission) - Sponsored by SD ASFMRA and PAASD - Taught by James Synatzske, ARA.

It is intended that the student attending this 8-hour course will become better equipped to handle and more familiar with the challenges of Appraising Rural Residential Properties in today's environment. The student will learn what rural lenders and/or 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.

Following this class there will be a voluntary roundtable discussion on filling out URAR and UAD forms for Rural Residential Properties going to the secondary mortgage market

**Early Bird Registration by January 16, 2016**  
**PAASD and ASFMRA Members: \$225**  
**Non-Members: \$325**

**After January 16, 2016:**  
**PAASD and ASFMRA Members: \$250**  
**Non-Members: \$350**

Includes lunch and snacks

Thursday Evening Joint SD ASFMRA – PAASD pizza social

Continued

## **MITCHELL MEETING CONTINUED**

Friday Jan 27<sup>th</sup> from 8 a.m. to 4 p.m. - CE Hours 7 (also with RE Commission) – Effective Appraisal Writing – Sponsored by PAASD and WY/Western SD Chapter of AI – Taught by Alan Blankenship, Ph.D.

Learn to write reports that are reader friendly, concise and convincing. This seminar also stresses the importance of the final product and the numerous communication decisions required to make it an effective and persuasive document.

At this hands-on seminar you'll gain proficiency at writing appraisal reports that demonstrate the utmost in professionalism. See how a few simple changes in prose style and layout can make vast changes in the client's understanding and reaction to the report. At this seminar you get loads of tips for improving your appraisal writing style.

**Early Bird Registration by January 16, 2016**  
**PAASD and ASFMRA Members: \$175**  
**Non-Members: \$225**

**After January 16, 2016:**  
**PAASD and ASFMRA Members: \$200**  
**Non-Members: \$300**

Includes lunch and snacks

Friday Jan 27<sup>th</sup> from 8 a.m. to 4 p.m. - CE Hours 7 (also with RE Commission) - Drone Technology and Its Impact on the Appraisal Industry Seminar - Sponsored by SD ASFMRA and PAASD - Taught by Lamar Ellis, III, MAI, SRA.

Unmanned Aerial technology is revolutionary and can give those who understand it an advantage in the highly competitive world of appraisal. Since this is a new technology, the ways it can be used in appraising are still being discovered. The goal is to open the appraiser's eyes to the possibilities of how this technology may benefit them and their practice.

**Early Bird Registration by January 16, 2016**  
**PAASD and ASFMRA Members: \$175**  
**Non-Members: \$225**

**After January 16, 2016:**  
**PAASD and ASFMRA Members: \$200**  
**Non-Members: \$300**

Includes lunch and snacks

Register at [www.paasd.com](http://www.paasd.com)

Rooms available at Ramada Inn and Suites - **605-996-6501**

Room Block Available under "Appraisers" - Block expires January 2, 2017 - \$74.99 per night

## **MEMBER PROFILE IS DARWIN THUE**

**Describe your experience and education related to the property professional field (appraisal, farm management, consulting, academic relation).**

I grew up on a family farm in Hamlin County which is in East Central SD that was homesteaded by my great grandfather 125 years ago this coming summer and is being farmed by my brother as the 4<sup>th</sup> generation of family farmers. I graduated with a BS degree from Dakota State College (now DSU) in Madison, SD.

**Describe what has led you to becoming a chapter member of the South Dakota ASFMRA and why you remain a member, if a member for a number of years.**

I have been a member of the MN and SD Chapters of ASFMRA since joining Farmers National Company in 2014. The association is a key ingredient in the roles I have in Farm Management and Real Estate.

The membership offers both education and networking opportunities with other professionals in the same field that have common goals and services we provide to our landowner customers. It is comforting to know that no matter what situation you encounter one of the ASFMRA members has successfully dealt with it at some point in time and are willing to share their experience.

**Describe personal background items that would be of interest to fellow chapter members (e.g. family, ethnic heritage, other communities lived, other jobs / careers, main hobbies or interests).**

I currently reside near Willmar, MN and manage farms in both West Central MN and East Central SD. Prior to joining Farmers National I spent a few years with Cargill working with local farmers in Cargill's Ag Horizons business unit. Prior to getting back to the Ag industry I spent 20+ years in the insurance industry with Farmers Insurance in a variety of different management and agency ownership roles.

My wife Lori and I have 4 children and 3 grandchildren. I would say my hobbies range from golf to an occasional hunting or fishing event – none of which happen nearly often enough.

I have called home to South Dakota, Colorado, Nebraska and now Minnesota.



## **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.