

**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



**SOUTH DAKOTA CHAPTER**

1 / 2016

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

- January 27-29–Winter Education & Joint Meeting W/PAASD - Chamberlain
- March 10 - West River Breakfast Meeting – Rapid City
- March 18 - East River Breakfast Meeting – Sioux Falls
- April 22 – SDSU Network Event – Brookings
- May 12 - West River Breakfast Meeting – Rapid City
- May 20 - East River Breakfast Meeting – Sioux Falls
- May 20 – SD Chapter Board Meeting – Sioux Falls
- 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
- October 12-14 – Yellow Book Seminar – Deadwood
- October 27 or 28 - West River Breakfast Meeting – Rapid City
- October 27 or 28 - SD Chapter Board Meeting – Rapid City
- November 7-11 - 87<sup>th</sup> ASFMRA Annual Meeting – Indian Wells, CA
- November 18 - East River Breakfast Meeting – Sioux Falls
- December 10 - West River Breakfast Meeting – Rapid City

**CHAPTER MEMBER ANNIVERSARIES**

	Member	Join Date	Years
Assessors Conference	Jorge Vicuna	2-14-1992	24
Education Foundation Auction	Ryon Rypkema	2-06-2004	13
Government Relations	Michael Braun	2-01-2007	9
	Vince Hanson	2-01-2007	9
	Jerry Warmann	2-01-2009	7
Appraisal Review & Ethics	Megan Hammond	2-04-2011	5
	Jackson Hegerfeld	2-04-2011	5
Mentor	John Herrity	2-23-2012	4
	Jaret Sievers	2-23-2012	4
Kjerstad Member Scholarship	Barb Hegerfeld	2-15-2013	3
	Patrick Wyatt	2-15-2013	3
Nominating Committee	Rod Geppert	2-19-2014	2
	Dawn Rasmussen	2-19-2014	2
Communication	Haley Clark	2-23-2015	1
	Ridge Sandal	2-23-2015	1
	Darwin Thue	2-23-2015	1

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

Thank you for your support!!

## **PRESIDENT'S MESSAGE**

Happy New Year to everyone, and I hope 2016 is off to a great start. I am looking forward to seeing you all for our continuing education and our ASFMRA Chapter Annual Meeting January 27<sup>th</sup>

There is much discussion lately about the real estate market. I've noticed that the market in NE South Dakota is slower than typical for this time of year. As of mid-January, I have only three tracts publically listed for sale or auction in a ten county area of northern SD. I've also noted that the sales occurring are showing less optimism than those of 12 to 24 months prior, particularly on cropland tracts.

I'm certain that all of you get questions like: "What is the land market doing?" "How much is cropland worth?" "How can these guys pay that kind of money for that?????" and so on.... I get them every week. My stock answer is that this market can't be categorized by one simple answer. The market is much more complex than that. Some areas appear to be stable.... Some tracts appear to have dropped significantly, especially on lower quality land.

Overall, the sky is not falling on the land market. It is apparent that our operators are more discriminating and not as eager to purchase. Similarly, sellers are less eager to divest of land, by the number of tracts offered. Cropland rents are generally stable to slightly lower, another sign of the economic times. Rangeland sales too, have shown the market to be taking a breath.

What does this mean to each of us? It means that we must be even more aware of the economics shaping the markets in our communities and neighborhoods. We might have to dig for information, rather than have it served up by Realtors, Auctioneers, and by University surveys. It is incumbent on each of us to be informed for our customers, and to be "The Most Trusted Rural Property Professionals."

## **ELECTIONS TO BE HELD JANUARY 27, 2016**

Nominating Committee Chair Ron Ensz and committee members David Baker and Tom Jass have secured nominations for the 2016 elections to be held on January 27<sup>th</sup> at the chapter membership meeting at Cedar Shores Resort in Chamberlain beginning at 5:15 p.m.

### **Chapter Officer Nominations:**

President	Craig Sommers	President Elect	Terry Leibel
Secretary	Paul Reisch	Treasurer	Paul Sickler

### **Board Member Nominations:**

Jeff Barker      Loy Matthes    Don Threadgold

**2017 Nominating Committee Member:** Tom Jass - Will join Past President Ron Ensz as Chair and a member to be appointed by President and / or board.

**Other nominations can be made at the meeting on January 27<sup>th</sup>.**

## **SD CHAPTER CONTINUES MEMBER GROWTH**

**By Membership Committee Chair Paul Reisch ARA**

The SD chapter continued to have member growth in 2015. Total membership has increased 12% from 75 to 84 in the past year and 55% percent since January 2011. Accredited / associate / academic membership has increased 1% from 64 to 65 in the past year and 59% percent since January 2011.

### **2015 Committee Goals Status**

Retention: Retain 90% of existing members.

2015 Year End – 93% (70 out of 75). Drops were two associates (one career change) and three students. Three members moved to retired status.

Appraiser Chapter Members (ARA / RPRA and Associate): Increase by 1 to 50 members.

We ended the year with 46 members in this category. We gained two new members to replace two that did not renew, but three transferred to retired status. The committee has five serious prospects, one of whom has indicated he will be joining.

Farm Manager Chapter Members (AFM and Associate): Increase from 11 to 13 members.

We ended the year with 14 members in this category. We gained three new members, all out of state and already ASFMRA members in home states. We have two farm managers on prospect list.

Academic Chapter Members: Increase from 3 to 4 members. We ended the year with 4 members in this category. We added one member and have one on our prospect list.

Student Chapter Members: Maintain at 6 members by signing up new members to place those who graduate. We ended the year with 10 members in this category. We added seven members, more than replacing the three members lost.

Affiliate / Partner / Retired Chapter Members: Increase from 6 to 8 members.

We ended the year with 9 members in this category. We added one affiliate and three members switched from associate to retired member.

Summary of Current 84 Members / 65 accredited / associate / academic:

1 ARA/AFM 10 ARA 7 AFM 42 Associate – 35 appraisers / 7 farm managers - 61 total  
4 Academic 10 Student 2 Affiliate 3 Retired 4 Partner 1 Honorary

I wish to thank committee members for their efforts in 2015 in promoting membership to selected individuals, new member activation & orientation, and retention monitoring of existing members. Committee members are David Baker, Jeff Barker, Jim Dunlap, Ron Ensz, Tom Jass, Dave Koenigshof, and Adam Nelson.

2016 Committee goals are 90% retention (76 out of 84) of existing members and increasing to 86 total members.

## **CHAMBERLAIN ANNUAL MEETING AND CONTINUING EDUCATION**

As of January 20<sup>th</sup>, registrations for the classes were:

- 42 for Wednesday afternoon
- 84 for Thursday
- 34 for Friday morning

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

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

This ½ day seminar will inform and update appraisers and farm managers on cropland and pasture management issues that impact real estate values.

Wednesday Night Membership meeting – 5:30 p.m.

Thursday Jan 28<sup>th</sup> 8:00- 5:00 - USPAP – Craig Steinley, SRA, AI-RRS

Thursday evening Joint SD ASFMRA – PAASD pizza social

Jan 29<sup>th</sup>. Fri. 8:00-12:00 – Using Excel in Specific Appraisal Applications, Excel for Managers – Ann Roehm - This ½ day seminar will cover:

- The User Interface: Data Entry and Editing, Key-board shortcuts, Ribbon and Menus,
- Functions and Formulas: Absolute and relative references, functions of a dollar, trend analysis, simple statistics, regression (light)
- Graphs: Generating scatterplots, line of best fit
- Applications for the Approaches: Soils adjustments for sales and subject analysis, soils adjustments for income analysis
- Incorporating Data into Reports: Formatting and generating tables and graphs

8 Hours of CE Credit with SD Appraiser Certification Program & RE Commission Credit for Wednesday afternoon and Thursday morning.

Registration Fees (Includes Lunch and Snacks):

Wednesday – \$125 after Jan. 18, 2016 for members; \$175 non-members

Thursday – \$200 after Jan. 18, 2016 for members; \$300 non-members

Friday – \$125 after Jan. 18, 2016 for members; \$175 non-members

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

Call 605-734-6376 for hotel reservations - Room Block under APPRAISERS by Dec. 28, 2015

For More Information: Bev Luke – PAASD Executive Secretary - 605-716-9011,

[bkluke@rushmore.com](mailto:bkluke@rushmore.com) or Scott Heimes- Education Chairman, SD Chapter ASFMRA

- 605-254-5863 or [scott.heimes@fcsamerica.com](mailto:scott.heimes@fcsamerica.com)

## PROFESSIONAL APPRAISER APPEARANCE

By Jerry Hulm, ARA

A very non-professional photographer (Ron Ensz) took these three photos.

Which one of these looks do you want representing you as a professional appraiser?

We will take a vote at the annual meeting on your preferences.

And by the way I have no intentions of having plastic surgery.

Your choices are Hat-Cap-Inverted Mohawk.

