

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



SOUTH DAKOTA CHAPTER

7 /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 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
July 17 – 21 – Summer Education Week – Omaha, NE
October 18-20 – Yellow Book Seminar – Deadwood

CHAPTER MEMBER ANNIVERSARIES

Member	Join Date	Years
Kent Rasmussen	8-15-1978	38
Perry Beguin	8-24-2001	15
Jesse Ball	8-27-2009	7
Cameron Trudeau	8-19-2015	1

Thank you for your support!!

CHAPTER MEMBERSHIP UPDATE

We welcome our newest member. Austin Bunger is a new student member. Austin is from Spencer, SD and is 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
4 Academic 11 Student 2 Affiliate 3 Retired 3 Partner 1 Honorary

www.asfmra-sd.com

PRESIDENT'S MESSAGE

Summer time is in full swing and as I write the temps are going to hit over 100 degrees in much of South Dakota. It reminds me of when I was much younger and it seemed every summer was hot, dry and we were always looking for a few tenths of rain. It was amazing to get an entire inch of rain. Most of our areas are again looking for any precipitation that we can possibly get.

I'm also reminded of those days as we hear about stress in our agricultural communities. There is no doubt that the shine is off the land market, and the cattle market, and obviously the grains. I find it difficult to give definitive answers to my customers on what is happening with the land market, as those trends vary greatly. I can honestly say that I have seen some geographic areas that reflect a 30% decline in values over the past two years, and some that may be closer to 10-15% down over two years. As professionals in agriculture, both management and appraisal, we are required to be on top of market fluctuations, trends and prices for both land and commodities.

That requirement to stay informed is much tougher today that it was two years ago. I have not seen market conditions this slow in real estate for years. My colleagues in southeastern South Dakota have also noted that auctions and listings are significantly fewer from just a couple of years back. That is a big deal. It is important because many land sales are now being negotiated privately. That means that the sales information is much tougher to get, let alone analyze. We have to make a priority of again researching and working courthouse information the hard way.

In NESD, the market has always leaned toward more private sales than auction or listings. That is simply the way the market is up here. I have a great respect and good relationships with the Directors of Equalization in the territory I cover. They are the best and I should thank them more than I do!

Enjoy the summer, your family and friends!

Craig Sommers craig.sommers@fcsamerica.com

WEST RIVER BREAKFAST MEETING

The West River breakfast meeting was held at Marlins Restaurant on July 14th. Due to it being the vacation season and work demands, the meeting was small with only Dave Baker, Joe Dorn and Jay Widdoss attending.

Joe informed the small group that several areas within Pennington County are being reassessed by the Pennington County Department of Equalization this yea. He provided an overview of the process that the Pennington County DOE follows in reassessing hundreds of properties in an area.

Joe also presented some of his preliminary findings regarding assessed values versus selling prices for the areas he has been working.



JULY 12TH DISTRICT CONFERENCE CALL UPDATE

Branding Update: 489 members responded to the survey -- Statistically valid sample.

Individuals weren't thrilled with the choices

- Survey was too brief
- They wanted to comment
- Comments in regards to Rural / Agriculture / American / Society / Farm Manager / Appraiser

Executive Council:

- Reviewed the survey results.
- Reviewed the comments in the community and emails.
- Agreed to keep the momentum moving forward.

Next Steps:

- ASFMRA National to gather all the suggested name changes from members and AOR.
- Provide to Executive Council to come up with the top 25.
- Survey members to narrow down to top 5 choices.

Member survey will launch on August 17th. Results of survey will determine next steps.

Please participate chapter members!!

Membership Growth Survey: Fifty six chapter leaders responded to the survey with district participation from 10% to 17%.

One thing that ASFMRA could do to recruit new members:

- Spend time at colleges promoting ASFMRA
 - Work with college professors and placement officers
 - Provide internship opportunities
- Increase the Value of Membership
 - Quantify and promote at the national and local level
 - Increase the programming options at the local chapter level
 - Create additional accreditation paths
- Increase Name Recognition
 - Position ASFMRA as the "subject matter experts"
 - Share benefits of membership to others - CPA's, etc.
 - Decrease barriers to entry in the appraisal profession
 - Better explain who we are and what we do

How does ASFMRA encourage more Associate members to become Accredited?

- Quantify/Show the value of being accredited.
- Emphasize the quality of education and the long-term benefits of being accredited.
- Encourage employers/supervisors to get their employees accredited.
- Demonstrate the financial advantage.

South Dakota membership increased by 7 from 77 members in June 2015 to 84 members in June 2016. This places SD chapter in top six chapters in growth by number and 4th by percentage.

EAST RIVER MEMBER MEETING AT CLIMATE RESEARCH FARM

SD ASFMRA members had the opportunity to learn more about the Climate Research Farm at the farm location near Chester and Wentworth on the morning of July 15th.

Monsanto affiliate member Ron Dunker lined up the program with Climate employees. East River Committee members Barb Hegerfeld and Paul Sickler coordinated member communication and lunch after the meeting at Pizza Ranch in Madison.

Chapter members attending included Jim Dunlap, Ron Dunker, Rick Gullickson, Vince Hanson, Barb Hegerfeld, Michael Norgaard, Paul Reisch, Travis Shaykett, Paul Sickler, Don Threadgold, Seth Van Duyn, Jorge Vicuna, and Jerry Warmann.

Climate Farm employees Charles Courtney and Patrick Sprecher shared information regarding the farm and the research being done with those in attendance.

There are five Climate Research Farms in the Midwest located at Martinsville, IL, New Berlin, IL, Ft. Dodge, IA, York, NE, and here near Chester-Wentworth. The farms are 800 to 1,100 acres in size with the Chester-Wentworth farm being the largest..

The SD farm 2016 operation involves:

- 750 acres in corn with research of 500 acres in Nitrogen, 125 acres in Bio Ag, and 125 acres in Multi-generational.
- 250 acres in soybeans and 100 acres in wheat.



Sampling begins at thaw and occurs every other week during the growing season. Moisture readings are taken at four depths (6, 12, 18, 30).

Slides were shared on various topics including:

- Showing the visual differences of N application including zero nitrogen.
- Multi-generational planter precision planting with row by row control.
- N application spraying with individual nozzle output.
- Yield sense harvest system with data generated @ 1 point per second.

The speakers emphasized the research being done could be the basis of addressing runoff concerns for water quality. Future operations may be able to use less nitrogen while getting the same or increased production.