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Craig Sommers

President-Elect  
Terry Leibel

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Paul Reisch, ARA

Treasurer  
Paul Sickler, AFM

Past President  
Ron Ensz, ARA

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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

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**SOUTH DAKOTA CHAPTER**

6 /2016

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

**DATES TO REMEMBER!**

June 25 – July 1 – Summer Education Week – Des Moines, IA

July 14 - West River Breakfast Meeting – Rapid City

**July 15 - East River Member Meeting – Tour Monsanto Research Farm  
Note Date & Location Change – See Details Page 3**

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 - 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

**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
Ron Ensz	7-26-2002	14
Charles Doom	7-16-2004	12
Michael Norgaard	7-01-2006	10
Donald Threadgold	7-22-2010	6
Keith Newman	7-24-2013	3

Thank you for your support!!

## **PRESIDENT'S MESSAGE**

This edition of our Chapter's newsletter is full of good news and success stories. First, congratulations to Russ and Betty Wyatt for their celebration of another great year! Russ has been one of our longer tenured members and has the respect of the entire Chapter! On the other end, a "thank you and welcome" to our newest member, Christina Becker.

SD Chapter members Jaret Sievers and Keith Newman have been awarded their Certified General Appraiser Certificates in the past few months. Congratulations on a great accomplishment, Keith and Jaret!

Interesting and useful Continuing Education remains a priority for us. Our Education Committee has been busy planning for future offerings. A few great ideas are in the works for January 2017 and it looks to be a good and interesting session.

Be sure to attend the Monsanto Research Farm tour in mid-July. This is a great chance for us to build relationships and learn at the same time! I'd like to thank Ron Dunker for his work in making this opportunity available to us, and for all the support our Chapter receives from Monsanto.

My goals for our Chapter are having a sense of "team" through social activities and good quality CE. Thanks to you for making it happen. Each of us helping with something, no matter how minor, makes this a great Chapter!

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

## **CHAPTER MEMBERSHIP UPDATE**

We welcome our newest member. Christina Becker is a new associate member. Christina graduated in May from South Dakota State University and then began employment as a sales specialist in Sioux Falls with the Farm Credit Services of America appraisal department.

Summary of Current 87 Members / 68 accredited / associate / academic:

1 ARA/AFM 10 ARA 7 AFM 46 Associate – 39 appraisers / 7 farm managers - 63 total  
4 Academic 10 Student 2 Affiliate 3 Retired 3 Partner 1 Honorary

## **MONSANTO TOUR FOR EAST RIVER MEMBER MEETING**

**Please join us for the next East River Member Meeting on July 15th. We will tour the Monsanto Research Farm near Wentworth, SD. We will conclude with lunch at the Pizza Ranch in Madison, SD - Note Date & Location Change**

**We will meet at 10 AM on Friday, July 15th at the Monsanto Research Farm, located from the south side of Chester, SD, 3 miles west on 241st street (County Hwy 52) and then 2.3 miles north on 461st Avenue (County Hwy 21).**

**The Monsanto Representatives, Patrick Sprecher and Ron Dunker, will review the research farm activities including:**

1. Nitrogen work to support N advisor
2. Variable rate Nitrogen
3. BioAg
4. Nitrogen in wheat
5. Acclima moisture probes
6. Thousands of soil, tissue and residue samples
7. Edy-Covariance measurements

**We will finish with lunch at around noon at the Pizza Ranch in Madison, SD, located at the junction of Highway 34 and Highway 81, on the west side of Madison.**

**We will also send out an email reminder from East River Breakfast Committee.**

## **BLACK HILLS GOLD WATCHES A HIT AT ASSESSORS CONFERENCE**

The South Dakota Association of Assessing Officers (SDAAO) held their annual conference in Spearfish during the week of May 23rd. The theme for this year's Conference was "Wine Country in Mine Country". The group toured mines and partook of some wines while in the northern Black Hills.

The SD Chapter of the ASFMRA provided two ladies watches and one men's watch at the South Dakota Association of Assessing Officers (SDAAO) banquet on Thursday, May 26th in Spearfish.

Lucky winners were from left:  
Laura Christenson from Clay County  
Raleigh Anderson from Lyman County  
Rita Steele from Tripp/Todd Counties

Ron Ensz secured the watches and announced the winners of the drawing. Calvin Conroy assisted with taking the photo. Norm Edwards was also in attendance.



Next year's conference is scheduled for May 30th through June 2nd in Brookings

# HAPPY 90<sup>TH</sup> BIRTHDAY – RUSSELL WYATT!

By Jerry Hulm, ARA

An open house was held in Hot Springs, South Dakota Saturday, June 11, 2016 to celebrate the 90<sup>th</sup> birthday of Russell Wyatt and the 80<sup>th</sup> birthday of his wife, Betty. All of their children were in attendance along with Russell’s brothers, Betty’s sisters, and their friends.

Kent Rasmussen and I attended this event and represented the SD ASFMRA chapter.



I presented Russell with a John Deere wagon from the chapter. (Photo taken by Russell’s daughter, Peggy Sanders).

The wagon was hooked up to a vintage model John Deere tractor on the photo table. This was a great idea for the gift from Ron Ensz, who did the legwork to get the gift ready for presentation.

We enjoyed visiting with Russell his two brothers. A short program of gospel music was performed by Miss South Dakota 1979, whom Russell assisted during her reign. A short summary of the changes over a lifetime (written by Russell) was

read.



Russell and Betty are both very active and set an excellent example for those of us who wish to continue to contribute to the world around us.

## RUSSELL WYATT THANK YOU

Dear South Dakota ASFMRA Members,

I want to Thank You all for the John Deere Grain Wagon you gave me for my birthday. It had my life history written on it with pretty yellow letters. Most of you know I have a large collection of J.D. toys.

I was really impressed that Jerry Hulm and Kent Rasmussen took time to come to Betty's and my birthday party. A number of other members sent nice cards with kind words. We are 80 and 90 years young. There are several people in our association that have become very close friends.

I feel our association has done a lot to help me to be a successful appraiser. I think it is great we can trust and help each other.

Thanks again for making our birthday party a success.

Russell and Betty Wyatt

## SDSU SCHOLARSHIP WINNER THANK YOU

Dear ASFMRA members,  
Just wanted to say Thank - You very much for the generous scholarship you've awarded me. As a student member of this organization, I'm fortunate for all you do to help younger people in the industry, such as myself. This scholarship will help me to further my education at SDSU in Brookings this fall.

Thanks again!

Ridge Scandal

## **SEVERAL CHAPTER MEMBERS ATTENDING SUMMER EDUCATION WEEK**

The South Dakota chapter has 11 members planning to attend Summer Education Week in Omaha.

- Wednesday-Saturday June 22-25 – Basic Appraisal Principles (101)
- Friday-Saturday June 24-25 – Advance Appraisal Exam Preparation Course (A500)
- Saturday June 25 - Instructor Workshop
- Sunday June 26 – National Committee Meetings & Young Professional Meeting
- Sunday June 26 – Career Day - Finding a Great Professional Career in Rural America
- Sunday June 26 thru Wednesday June 29 – Basic Appraisal Procedures (A102)
- Monday June 27 – Appraising Ag Facilities: Poultry Seminar
- Monday June 27 thru Tuesday June 28 – ARA / RPRA Exam
- Monday June 27 thru Tuesday June 28 - Executive Council Meeting
- Monday June 27 thru Wednesday June 29 - Ag Land Management 1, Ag Land Management 2, Ag Land Management 3, Agricultural Consulting Practices
- Monday June 27 thru Thursday June 30 – Sales Comparison Approach for General Appraisers (A302)
- Tuesday June 28 – Appraising Natural Resources
- Tuesday June 28 – Management Seminar: Technology & Data; Update on Weather and Markets
- Wednesday June 29 – Appraising Rural Residential Properties
- Wednesday June 29 – Management Tour: Biomass Research Facility
- Thursday June 30 – Best in Business Ethics
- Thursday June 30 - Ag Land Management 4
- Thursday June 30 thru Friday July 1 – 15-Hour USPAP
- Friday July 1 thru Saturday July 2 – AFM / AAC Exam

South Dakota chapter members known to have plans to attend Summer Education Week:

- Academic District Vice President Jack Davis - Executive Council Meeting
- Dane Larson - Student Career Day
- Rick Gullickson - Ag Land Management 1
- Matt Gunderson, Darwin Thue - Ag Land Management 2
- Seth Van Duyn - Ag Land Management 3 –
- Barbara and Jackson Hegerfeld – YPN Meeting
- Brian Gatzke – Government Relations Committee Meeting and Monday thru Wednesday Appraisal Seminars
- Christina Becker - USPAP
- Cassidy Noem - YPN Meeting & Sales Comparison Approach for General Appraisers (A302)

## **MEMBER PROFILE IS MIKE NORGAARD**

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

I grew up near Tyler, MN on a small grain and livestock farm. I attended Southwest Minnesota State University in Marshall, MN and earned a Bachelor of Science degree in Crops and Soils Resource Management.

After college I worked in agronomy retail as a location manager for CHS Inc. in Pipestone, MN for about 5 years. In April of 2006, I was hired at Northwestern Farm Management Company in Marshall, MN as a farm manager and real estate salesperson. I manage and sell farm real estate in Minnesota, South Dakota, and North Dakota.

I have attended many ASFMRA educational offerings and I earned the Accredited Farm Manager (AFM) designation in 2010. I am currently the management education chairperson for the MN Chapter.



**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 MN ASFMRA member since 2006 and I recently joined the SD Chapter. I have benefited both personally and professionally through my involvement with ASFMRA. It truly has been great developing friendships and getting to know so many others in this industry. The educational offerings and networking opportunities have been greatly beneficial to our business and our clients. I need to get to a few more SD chapter meetings so I can meet more of you!

**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).**

My wife Susan and I have been married for 15 years and we have three children - Leah age 6, Jonah age 8, and Isaac age 10. We enjoy camping, fishing, hunting, golfing, and just about anything else outdoors. My brother and I have a small interest in our family farm near Tyler, MN and that gets us out of the office a few days a year to work with our Mom and Dad. We enjoy getting together with friends and family whenever we are not running somewhere for a kids ballgame.

## **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.