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Brian Gatzke, ARA (2018)
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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 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

3 /2016

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

DATES TO REMEMBER!

- April 22 – SDSU Network Event – Brookings – McCrory Gardens
- May 12 - West River Breakfast Meeting – Rapid City
Rapid City Marlin's Roadhouse Grill
- May 20 - East River Breakfast Meeting – Sioux Falls
Denny's Restaurant at the Flying J Travel Plaza
- May 20 – SD Chapter Board Meeting – Sioux Falls
- May 24-27 – SD Assessor Conference - Spearfish
- 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
- 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
- October 18-20 – Yellow Book Seminar – Deadwood

CHAPTER MEMBER ANNIVERSARIES

Member	Join Date	Years
Shawn Weishaar	4-22-1994	22
Terry Leibel	4-12-2002	14
Larry Janssen	4-01-2009	7
Mandy Hoistad	4-03-2014	2
Joshua Whetham	4-09-2014	2
Jordan Bauer	4-10-2015	1
Elizabeth Bertolotto	4-01-2015	1

Thank you for your support!!

www.asfmra-sd.com

PRESIDENT'S MESSAGE

March has been an extremely busy time for my office. The weather for northeastern SD has been fabulous and that has helped our operators get ready for spring planting. There were spring wheat planters in the fields by the third week of March and ice was off the Glacial Lakes in extreme NESD by mid-March. We are certainly ahead of schedule.

Our Chapter activities were in a coast mode since the Chamberlain education meeting at the end of January. Members attended our breakfast meetings and they were very enjoyable, by all accounts.

The Board will meet on May 20th, after the East River Breakfast meeting at Denny's, located in the Flying J Travel Plaza on I-29. I'd like to see a new record attendance at this one, so put the time and date on your calendar today. The Board members will plan to be there for this one, also.

In the meantime, our Chapter will be interacting with SDSU staff on April 22nd in Brookings. Be sure to mark that day on your calendar to attend. You can enjoy a meal, socialize and learn, all free with your membership! This will be good.

Craig Sommers craig.sommers@fcsamerica.com

CHAPTER MEMBERSHIP UPDATE

We welcome our newest members.

J.W. Hammond is a state registered appraiser in Gillette Wyoming working with Ron Ensz. J.W. joined the Wyoming chapter as an associate member in 2015 and joined our chapter on his 2016 renewal.

Dane Larsen is a student member currently a high school senior from Dunn, ND who plans to attend Black Hill State University in the fall of 2016.

Victor Tuschen is a student member from Salem currently 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 - 63 total

4 Academic 10 Student 2 Affiliate 3 Retired 4 Partner 1 Honorary

CHAPTER MEMBERS VISIT FARM MANAGEMENT and AG BUSINESS CLASSES

By Jesse Ball

Troy Swee and Jesse Ball spoke to the Farm and Ranch Management Class (Michael Miller) and Ag Business Management (Gary Taylor) at SDSU on February 22nd. Both Professors introduced Troy and Jesse and gave a short introduction about ASFMRA.

Jesse gave a quick overview of the SD chapter ASFMRA, memberships, and opportunities that it provides. Students were encouraged to become student members (no cost) and start to network with industry professionals. Jesse indicated to the class that our SD Chapter has a \$1,000 scholarship, spoke about the eligibility requirements, and that the deadline is March 20, 2016.

Jesse also talked about the opportunity to network at Summer Education Week 2016 in Des Moines, IA.

Troy Swee spoke about Farmers National and what it takes to be an Accredited Farm Manager. He gave them examples of what his day to day looks like, who his customers are, and what Farmers National looks for in potential employees. He also spoke of their internship opportunities.

Jesse Ball followed with some of the same format talking about Farm Credit Services of America and what it takes to become a Certified General Appraiser.

As the two fielded questions for the group, a signup sheet was passed around and approximately 30 to 40 students signed up for more information about ASFMRA and/or Summer Education Week.

Troy and Jesse both strongly encouraged the students to be proactive and look for opportunities to network and make yourself known (student membership), not just a name on a resume. They were encouraged to attend SEW for job and internship opportunities.

SDSU NETWORK EVENT

SDSU Network Event Chair Brian Gatzke and his committee have again put together an interesting program for the April 22nd event sponsored by Monsanto.

SDSU President David Chicoine will be the keynote speaker discussing Past, Present, Future of Agriculture Land Economics and the forecasted future.

The event will begin with a buffet breakfast at McCrory Gardens at 8:45 a.m. on April 22nd. After a good meal, there will be some comments from our Chapter President and Monsanto representative(s) on their Climate Program prior to comments from President Chicoine.

Newsletter recipients are encouraged to attend this Network Event.

Please send an e-mail to Paul Reisch (Paul.Reisch@fcsamerica.com) by Friday April 15th if you will be joining us.

WEST RIVER BREAKFAST NETWORKING

By Loy Matthes, ARA

It was a beautiful sunny spring-like day for the West River breakfast meeting on Thursday, March 10th. We again met at Marlins Restaurant in Rapid City at Exit 55 off of I-90.

We had a good group in attendance including: Russ and Betty Wyatt, J.W. Hammond, Elizabeth Bertolotto, Jerry Hulm, Ron Ensz, Kent Rasmussen, and myself Loy Matthes.

Elizabeth Bertolotto (Sturgis) was again able to join us on her "spring break" and will be graduating in December from SDSU and has great interest in entering the agricultural appraisal field. As always, the breakfast was very good. And especially this morning since Jerry Hulm paid for all that were in attendance. Thanks again Jerry!



Ron Ensz brought a couple of recent sale results which led to other discussion of sales in the region. We discussed the decline of the number of sale transactions in the West River Region of South Dakota. Sale prices continue to be sporadic with some remaining stable, while some "no sales" and other sales are notably lower.

Much discussion is concern over the rural agricultural economy with the lower commodity prices now facing producers. The losses that cattle feeders are faced with question the viability of some feeders and feedlots. How much agricultural debt refinancing and machinery sales might we see in the near future? Also of concern is the overall economy in surrounding states such as North Dakota with lower oil prices. And the recent slowdown of BNSF railroad traffic out of Wyoming has many locomotives parked in Alliance, Nebraska with some employees having been laid off work.

We briefly discussed the importance of completing and returning the 2016 South Dakota Farm Real Estate Market Survey. This is a big help to SDSU to be able to provide reliable data for Western South Dakota. Widespread rental rates for grazing were revisited.

We always have great discussion of recent sales in the land market. Terrific stories of the people we encounter in our field of work. And enjoy interaction with others in the industry of agriculture. Please join us if it ever works in your travels and you'll be sure to enjoy a laugh as we reminisce.

EAST RIVER BREAKFAST NETWORKING

By Paul Sickler, AFM

Seven of us met for breakfast at the new location, Denny's Restaurant at the Flying J Travel Plaza in Sioux Falls on Friday morning, March 18.

Paul Sickler, Tom Jass, Rick Gullickson, Allan Husby, Jack Davis, Don Threadgold and Jim Dunlap had good discussion about the current land rental market. We also discussed recent land sales and upcoming auctions.



Finally, Jim Dunlap just returned last night from his trip to Israel. He had many interesting stories about his trip and we will ask him to go into more detail about his trip at a future meeting, once he has pictures back.

MEMBER PROFILE IS DAWN RASMUSSEN

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

I made the transition from urban interior designer in Minneapolis to ranch wife in western South Dakota nearly 28 years ago. My interior design business (in Minnesota) was focused on working with homeowners, banks and realtors to transform homes that would not sell for market value into something that would sell.

I have really enjoyed the process of learning valuation. It is probably a function of age that I have bought and sold a number of properties. Along with that, I have had the opportunity to do quite a bit of home renovation and restoration. Learning the appraisal process has enabled me to build on that skill set and apply the math.

Continued

PROFILE CONTINUED

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 first became aware of ASFMRA when I decided to begin the process of getting the education. ASFMRA offered the opportunity to learn from professionals in the rural appraiser field.

Because my world is firmly centered in the middle of agriculture, I want to be prepared to build an appraisal business that meets the needs of my local communities. I believe that ASFMRA is the organization that can support my efforts to become a competent rural appraiser. ASFMRA provides a great opportunity to meet and connect with other rural appraisers.

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).

Even though I was raised in the suburbs of Minneapolis, both of my parents were raised on farms in southwestern Minnesota. That agricultural heritage was a big part of my life and is now being handed down to my children. It has been an education for me to experience the differences between farming and ranching.

I have spent many years serving on my local school board. It was the challenge of finding housing in our small town that raised my awareness of the shortage of both housing and rural appraisers.

My life has always included some sort of creative endeavor. A number of years ago I began applying my color and design background to Jewelry. I have been participating in juried art shows for the past 15 years. It is still a creative outlet that has been part hobby, part business.

Describe a few memorable or unique experiences in your life.

The most unique part of my life has, and sometimes continues to be, making the transition from Excelsior Minnesota to Mellette and Jackson counties! We have a ranch in Mellette County as well as a home and rental properties in Kadoka.

I went from being a self-employed home owner in the Lake Minnetonka area of the twin cities to becoming part of a third generation family ranch situated between Rosebud and Pine Ridge. Often times I feel like I look at situations with two completely different perspectives. I also worked with the University of Minnesota on a couple of grants that involved frequent visits to all of the schools on both Rosebud and Pine Ridge. This proved to be a great opportunity to become familiar with the people and the area.

