

**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**

11/2016

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

**DATES TO REMEMBER!**

December 8 - 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  
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
Jack Davis	12-21-2001	15
Brad Johnson	12-17-2012	4
Franklin Hartway	12-02-2013	3
Megan Hauptert	12-16-2014	2

Thank you for your support!!

**JANUARY MEETING LOCATION CHANGED**

The venue for the January 25-27, 2017 education /meetings has had to be changed to the Ramada Inn and Suites in Mitchell (where we used to meet). The facility has been updated since we last met there. The address is 1525 West Haven Avenue – I-90 Exit 330. The motel rooms will be \$74.99 per night.

## PRESIDENT'S MESSAGE

We are closing in on the end of the year very quickly. I hope all of you had a wonderful Thanksgiving with your family and friends! As I consider the fast approach to the end of 2016, I am reminded that I have been very fortunate to be President of this strong South Dakota Chapter during the past two years. The Board and Committee members are dedicated to the SD Chapter success.

With that in mind, I very much would like to encourage those of you who might be interested in helping to serve as a Board member or as a Committee volunteer to "just do it". We are less than two months away from President-Elect Terry Leibel becoming President and taking our Chapter into 2017 and continued growth. Terry will need good people to help with that growth and accomplishment. Each of you has something that you can contribute.

I had served on the Board for two years prior to becoming President. I had served on a committee or two over the years as well. Serving on the Board might sound like it is very time consuming, but actually it is not. The current Board and Committee members are very good at sharing the effort to succeed.

A number of years back, I was hesitant to serve. I thought that I had too much going on with work and family. I started out by being on a committee. That led to becoming a Board member and President. Serving this Chapter is fun and rewarding. I am looking forward to two more years on the Board. Our South Dakota Chapter has some of the best members!

*"You make a living by what you get. You make a life by what you give."*  
~Winston Churchill

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

## EDITOR NOTE

Jim Dunlap, Jorge Vicuna, and I attended the funeral of Mac Haskell On Tuesday November 22<sup>nd</sup>. In a spring of 2003 visit to his office, founding chapter member Mac gave our chapter historical documents in his possession. That visit was part of my May 2003 President Message and I thought of it several times during the funeral service.

As conveyed at the time in that message...**Good People!** I brought this comment back with me from our visit with Mac Haskell last week in Huron. As we went through his historical documents, Mac shared his experiences with ASFMRA in South Dakota and nationally since 1956. What Mac really remembered and appreciated were the good people with whom he worked and interacted. This is a real key to what we have to offer existing members and prospective members. Let's remember those good people and express appreciation for what they do for us as we work and interact with them.

An appropriate message for all of us during this Thanksgiving holiday time. Thanks to all of the good people that make our chapter work in meeting the chapter mission!

## **CHAPTER BOARD HAS PRESCENCE AT WEST RIVER BREAKFAST**

**By Norm Edwards, ARA**

The breakfast meeting of the West River portion of the South Dakota Chapter of the ASFMRA was held at the Marlins Family Grill on Friday, October 28, 2016 on a great autumn feeling day in the Black Hills. There were thirteen participants at the Breakfast and we had an informative and useful discussion of current issues and concerns with our individual jobs and in the markets in our areas.

Present at the meeting were: Loy Matthes, Russell & Betty Wyatt, Paul Reisch, Paul Sickler, Jim Dunlap, Don Threadgold, Terry Leibel, Craig Sommers, Keith Newman, Ron Ensz, Jeff Barker, and myself (Norm Edwards).

We had a good discussion of rural real estate activity in the area and it sounded like there was a general softening of demand for land due to the weaker commodity prices, cattle prices and dry weather.

There have been some recent sales of note including a large ranch sale on the SD / Wyo line that Ron talked about that still indicates a strong demand for large ranches in the area. We had a good discussion of general sales and lease activity in the rural markets in the general area.

We discussed the new “Branding” of our parent organization and there was a variety of opinions from the desire for a different name to leave it the way it is. We are looking forward to the upcoming meeting with the Directors and officers to see if there is any consensus or direction. There was some discussion on names not included on the latest list put out on the recent e-mail from the national office.

There was a discussion of the use of drones in rural appraisals and it was hoped that we could arrange more education and use of this technology along with the more efficient use of Google Earth as a resource for developing a better and compliant appraisal and sales analysis tool. We would like to have this at our appraisal education seminar if possible. The segment to be included in our educational conference in Chamberlin, this coming January, seems interesting and should expand our turnout for the event.

There was a discussion as to good choices for demo reports for ARA appraisals and the types of properties to look at and sales needed to support values for the demo reports by several ARA's to some interested younger members. This promoted a good and worthwhile conversation and useful in encouraging their chances for a successful experience in furthering their participation in our organization.

## **EAST RIVER BREAKFAST NETWORKING**

**By Paul Sickler, AFM**

Stormy weather and busy holiday schedules resulted in only Don Threadgold and myself in attendance at the November 18<sup>th</sup> breakfast. We had some brief discussion about land values.



## **CHAPTER BOARD ACTIONS AT FALL MEETING**

Nine of the eleven board members were in attendance at the SD ASFMRA fall board meeting held October 28<sup>th</sup> in Rapid City at the Farm Credit Services of America office. Meeting highlights included:

Agenda Set for January 25-27 Meeting in Mitchell:

The Education Committee under the leadership of Committee Chair Scott Heimes has finalized continuing education for the joint meeting with Professional Appraisers Association of South Dakota.

- Wednesday Afternoon Jan 25<sup>th</sup> – Ethics Course taught by James Synatzske, ARA
- Thursday Jan 26<sup>th</sup> – Rural Residential Seminar – Co-sponsored with PAASD. Taught by James Synatzske
- Membership meeting Thursday Night followed by Joint SD ASFMRA – PAASD pizza social
- Friday Jan 27<sup>th</sup> - Drone Technology and Its Impact on the Appraisal Industry Seminar - Co-sponsored with PAASD. Taught by Lamar Ellis, III, MAI, SRA. The seminar incorporates all the concepts learned in Principle and Procedures and weaves them with the Drone Technology.

Further details on the education seminars will follow in upcoming newsletters.



Jim Dunlap agreed to act as chapter liaison to national regarding Government Relations issues.

President Craig Sommers and President-Elect Terry Leibel will work on a survey gauging member interest future hunting and or fishing socials. It is anticipated the survey will be e-mailed to members in time for responses to be returned prior to the January 2017 annual meeting.

The board discussed Toolbox Topic Workshops that the California chapter started in 2016. The workshops are two hours in length and offer continuing education credit. A social hour follows the workshop allowing time for networking and connecting with other industry professionals. Their first workshop was “Considerations in the Valuation of Transitional Property” with three presenters. Future topics are on water and a nut facility.

Secretary Paul Reisch will develop survey to gauge member interest in helping develop two-hour education seminars to be held in conjunction with breakfast meetings and interest in attending such offerings. It is anticipated the survey will be e-mailed to members in time for responses to be returned prior to the January 2017 annual meeting.

The board voted to support the national proposal to add two YPN (Young Professional Network) members to Executive Council. The proposal was voted on and approved at the November 8<sup>th</sup> meeting.



## **ELECTIONS TO BE HELD JANUARY 26, 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 26<sup>th</sup> at the chapter membership meeting at Ramada Inn and Suites in Mitchell beginning at 5:15 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>.**

## **MONEY RAISED FOR KJERSTAD MEMBER SCHOLARSHIP FUND**

**By Ron Ensz, ARA**

A Kjerstad Member Scholarship Fund pheasant hunt took place on November 19th and 20th at the Huber Farm near Parmalee. The weather cooperated, especially on Sunday, to make the hunt fun and successful.

Jerry Kjerstad passed away ten years ago in October 2006. \$900 was raised for the Scholarship Fund.

Special guests, Jerry's son Rick Kjerstad and his stepson, attended the hunt. Rick is shown back row far right.



Thank you to John Widdoss for organizing the hunt.

## CHAPTER MEMBERS ATTEND NATIONAL MEETING

Several South Dakota chapter members attended the 87<sup>th</sup> ASFMRA annual meeting & trade show held in Indian Wells, CA November 7 thru 11, 2016.



## TECHNOLOGY APPLICATION IN APPRAISALS: GOOGLE EARTH PRO

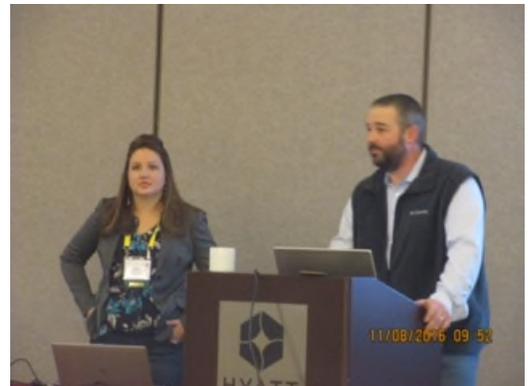
By Norm Edwards, ARA

This seminar was presented by Benjamin Holt and Melissa Sandlin, ARA on Tuesday November 8, 2016 from 7:30 to 3:30 at the national meeting in Indian Wells, CA. \

It was a well-organized seminar and the presenters showed a wide variety of overlays and maps to use to visually represent market sales and their geo-location of various maps showing parcel information, soil map locations, and various political subdivisions and water districts and sources.

The information was chiefly located in the central valley of California but it offered a large variety of techniques and ideas to utilize a large combination of maps, photographs and comparable sales to show trends and indicated values of different properties in definable areas. There was considerable time spent on different ways to locate the subject property and different search applications and techniques. In California, the proximity to earth quake fault lines may be a consideration on value and this is just part of the information available for consideration.

The seminar was designed to provide specialized on the many functions of Google Earth Pro and how it can improve your efficiency. We left with the knowledge and recourses needed to implement the tools provided in our appraisal practice.



## AGRICULTURAL TOUR DUPONT PIONEER FARM MANAGEMENT TOUR

By Norm Edwards, ARA

There were two tour buses that left the National Meeting Indian Wells Conference Center at about 7 AM and we had a very interesting tour. Ellen Way, previous president of the California Chapter of women in Agriculture, was our tour guide and as part owner of Prime Time provide an interesting and well informed insight into the agricultural activity in the area.



We made a trip through the general agricultural land in the Coachella Valley on our way the Coachella Valley Control Area where we met with the manager who gave us an overview of the Geology and History of the area. This district is mostly below sea level and is largely irrigated with a combination of Colorado River water and pumped ground water.



We next had a tour of the Ocean Mist operation is a combination of Dates and Green Peppers. We had a very informative explanation of the techniques and methods that are used to produce top quality agriculture produce to meet a changing and demanding public demand.

We then moved to Anthony Vineyard and were informed by the farm manager as to the demands and developing a new market for a new crop that is a cross between bustle sprouts and cauliflower.

Then we had a tour of the newly constructed Prime Time Pepper Packing Plant (try saying that three times). This new plant employs 300 people when operating at peak packing pace and is largely mechanized and automated.



We later toured a large green house facility that grows the pepper



seedlings which are grown in large greenhouses to be later planted in raised beds timed at staggered time to be ready for market at times of peak demand.

We then had lunch at Shields Date Garden which is a great historical facility in Indio, CA that had a fun dining area and Garden Area. We had a “world famous Date Shake” and were bused back to the Conference Center.

## ASFMRA BRANDING UPDATE

Information presented to both the Executive Council and those attending the Chapter Officer's Workshop in Indian Wells.

Executive Council approved a new Vision and Mission for ASFMRA on November 7, 2016.

**Vision:** To be the most trusted resource for rural property professionals and the clients they serve.

**Mission:** ASFMRA is the premier organization for rural property professionals, focused on advancing the standards of the disciplines we represent through an unparalleled level of expertise and integrity. We empower our members to provide best-in-class service with an invaluable balance of education, accreditation, and support.

ASFMRA national leadership felt they needed to gauge how open members were to actually changing our name. A survey was sent out on October 17th and the survey closed on October 31st. The answers to the survey gauged level of resistance, determined acceptable names, and compared those names to ASFMRA. There was a record response rate - 1302 members participated!

Responses were reviewed by age:

- 17 to 24 years of age – about 85% somewhat, very much, extremely in favor of name change.
- 25 to 34 years of age – 75%+ somewhat, very much, extremely in favor of name change.
- 35 to 44 years of age – 75%+ somewhat, very much, extremely in favor of name change.
- 45 to 54 years of age – 70+% somewhat, very much, extremely in favor of name change.
- 55 to 64 years of age – 70+% somewhat, very much, extremely in favor of name change...high percent somewhat in favor.
- 65 to 74 years of age – 65%+ somewhat, very much, extremely in favor of name change...high percent somewhat in favor.
- 76+ years of age – 45+% somewhat, very much, extremely in favor of name change...high percent somewhat in favor.

Overall, 37% extremely or very in favor; 34% somewhat in favor, 29% no or don't know.

When comparing ASFMRA to alternative names, ASFMRA slightly ahead but no clear winner.

Members open to making a change; however, **name needs to be shorter and still descriptive of who we are and what we do.**

And I am sure you are asking - well, what happens now?

There were discussions in both the Executive Council meeting as well as at the Chapter Officers Workshop on the components of our name...the words American, Society as well as the best language to describe **all of our** members.

Bottom line – there will be one last survey in December. Please make sure that you participate.