

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 Knappe (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 Knappe
Curriculum – Gatzke / Janssen
Network Event
– Brian Gatzke, ARA
Scholarship - Jay Knappe
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



SOUTH DAKOTA CHAPTER

10/2016

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

DATES TO REMEMBER!

October 28 - West River Breakfast Meeting – Rapid City
October 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
Norm Edwards	11-01-1979	37
Ted Risty	11-14-2003	13
Joseph John Doran	11-10-2014	2

Thank you for your support!!

ASFMRA BRANDING UPDATE

Your Executive Council reviewed the results of the last survey and has decided that we need another vote! Members narrowed down the list of names, however there still wasn't a clear consensus, so it is time to ask the really tough question.

Are you ready to change our name? Survey respondents narrowed the list of names down to the following:

- American Society of Farm Managers and Rural Appraisers (ASFMRA)
- American Society of Agricultural Professionals (ASAP)
- Association of Rural Appraisers and Managers (ARAM)
- American Rural Property Professionals (ARRP)
- American Agricultural Professionals (AAP)

Members received a survey on October 17th. Please take the time to vote. Three easy questions and the survey will be open until October 31st!

PRESIDENT'S MESSAGE

Agriculture professionals are getting busy with fall's harvest nearly complete. Yield reports here in NESD are as strong as we've ever had and it appears that harvest will be complete within a few weeks. I'm certain that all of us will become quite engaged with our professions in the next 100 days. Your expertise will be in high demand with short timeframes for completion!

I've been fielding calls about the land market more often than I have in the past few years. Even seasoned veterans of appraisal, auctions and Farm Managers are having more conversations as to the direction of the land market. The conversations we are having with each other are very valuable. Remember that we have our membership to bounce ideas off, and to get some advice from other experts from time to time.

Our Chapter Board meeting is October 28th in Rapid City. Please feel free to contact me with any questions or comments that we might discuss.

I hope you can find time to enjoy the fall... The best time of the year in my opinion!

Craig Sommers craig.sommers@fcsamerica.com

WORDS OF WISDOM – FROM AUGUST 2006 PRAIRIE BEACON

Standing for what you believe in, regardless of the odds against you,
And the pressure that tears at your resistance, means courage.

Keeping a smile on your face, when inside you feel like dying,
For the sake of supporting others, means strength.

Stopping at nothing, and doing what in your heart
You know is right, means determination.

Doing more than is expected, to make another's life a little more bearable,
Without uttering a single complaint, means compassion.

Helping a friend in need, no matter the time or effort,
To the best of your ability, means loyalty.

Giving more than you have, and expecting nothing
But nothing in return, means selflessness.

Holding your head high, and being the best you know you can be,
When life seems to fall apart at your feet, facing each difficulty
With the confidence that time will bring you better tomorrows,
And never giving up, means confidence

CAREER DAYS COMMITTEE PARTICIPATES AT SDSU FALL CAREER FAIRS

Chapter members attended the SDSU Ag Bio Career Fair on September 28th. Our Chapter was represented this year at the Ag-Bio Career Fair by Jackson Hegerfeld, Adam Nelson, Mike Norgaard, and Jaret Sievers. SDSU Career Days Chair Jay Knuppe handled lining up manpower, the booth, and materials.



Committee goals for this event:

- Increase student awareness of the property economics professions of appraisal, farm management, and agricultural consulting.
- Increase student awareness of the ASFMRA and South Dakota Chapter including the Summer Education Week Career Day for students..
- Increase student awareness and interest in the Chapter's SDSU Scholarship.

Committee members answered questions that students had about ASFMRA and how to become a farm manager and / or appraiser.

Thru these visits and handouts, committee members made students aware of farm management and real estate appraisal career opportunities, created awareness of SD ASFMRA including the chapter scholarship as well as the ASFMRA Career Day for students at Summer Education Week in Omaha in July, 2017.

Students were encouraged to apply for the ASFMRA

SDSU scholarship for next year and to register for the SEW Career Day. The Denver office provided career description brochures along with the display materials.

Five students signed up to receive ASFMRA Monthly Student e-news, student member information, job listings, and internship opportunities.

The winner of the \$50 card drawing was Danielle Kleitsch, a senior from Brooklyn, IA with a major in Ag Communications.

CHAPTER MEMBERS ATTENDING AGRONOMICS PERFORMANCE UNDER PRESSURE

Seven South Dakota chapter members are known to have plans to attend the 87th ASFMRA / annual meeting & trade show will be held in Indian Wells, CA November 7 thru 11, 2016.

Jeff Barker will arrive early to attend the Advanced Appraisal Exam Preparation course Saturday November 5 through Monday morning November 7th. Jeff will be taking the ARA Accreditation Exam Tuesday thru Wednesday morning. If Jeff is successful in passing the exam, he will receive his ARA late Wednesday afternoon at the Accreditation Ceremony & Awards Presentation. Jeff can then relax and enjoy the remaining week festivities including the Wednesday evening Trade Show Opening Reception. The SD Chapter has donated \$500 for joint sponsorship of this event.

Academic District Vice President Jack Davis is attending the Executive Council Meeting on Monday and Tuesday prior to participating in the events the remainder of the week.

Brian Gatzke, ARA is attending the Government Relations Committee Meeting on Tuesday afternoon. Brian is the SD Chapter delegate at Tuesday afternoon's Board of Directors / Membership meeting. Brian is also co-presenting Registering for Government Contracts through SAM with Tom Dobbin, RPRA on Wednesday as part of the Rapid Case Fire Studies.

Mark Elder and Loy Matthes are attending the Instructor Workshop on Monday. Mark will be instructing AgWare – UCAF (Uniform Component Appraisal Forms) on Tuesday and leading the AgWare User meeting on Wednesday

Norm Edwards, ARA and Matt Gunderson are attending the National Meeting from Tuesday thru Thursday's day seminar's and evening Silent Auction and Trade Show Reception followed by the Education Foundation Live Auction Gala Event. Norm also plans to attend the Friday morning seminars prior to the meetings; noon closing.

Mark Elder will be delivering the Black Hills Gold jewelry obtained by Ron Ensz as the SD Chapter's donation to the Education Foundation Live and Silent Auction fundraiser.



MEMBER PROFILE IS JIM JANSEN

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

My interest in production agriculture began at a young age growing up on a livestock and grain farm north of Fordyce, Nebraska. After high school I attended South Dakota State University (SDSU) in Brookings, South Dakota and majored in Agribusiness and Economics. As a student at SDSU, I took the Rural Real Estate Appraisal course and also received a scholarship through the South Dakota chapter of the ASFMRA.



After graduating from SDSU in 2010, I accepted a position as a research assistant in the Department of Agricultural Economics at the University of Nebraska-Lincoln (UNL). While working at UNL, I earned master degrees in Agricultural Economics and Agronomy. Part of my duties as a research assistant entailed helping coordinating the Nebraska Farm Real Estate Survey and Report. My interests eventually led me to accept a position as an extension educator with the Northeast Research and Extension Center with UNL Extension.

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.

While at SDSU, I joined the South Dakota Chapter of the ASFMRA as a student member which eventually led to current academic membership within the organization. I am also a member of the Nebraska Chapter of ASFMRA and have found both groups to provide great networking and professional development opportunities. Many of the clientele questions I take with Nebraska Extension relate to current market rental rates for agricultural land and absentee landownership issues.

To build professional competency in answering inquiries from extension clientele on questions involving agricultural land, I have taken four appraisal courses through the ASFMRA. I have found the instructors to provide a high-quality learning experience and good opportunities for networking with fellow students. The networking amongst ASFMRA members is a very valuable component of my membership.

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).

In addition to working for UNL, I also have an active interest in the family farm with my brother. The farm enterprises include backgrounding feeder cattle and raising row crops. I enjoy working on the farm and various projects for the operation.

Describe a few memorable or unique experiences in your life.

My time as a student at SDSU was one of the more memorable experiences in my life. Brookings is a great place to live, go to college, or work. The faculty and staff at SDSU provide an exceptional experience including valuable one-on-one interaction with students.

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 1st.
- **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 1st 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.