

Officers:
 President
 Terry Leibel

President-Elect
 Paul Sickler, AFM

Secretary
 Paul Reisch, ARA

Treasurer
 Adam Nelson

Past President
 Craig Sommers

Directors:
 Jeff Barker, ARA (2019)
 Jim Dunlap, ARA-AFM (2020)
 Brian Gatzke, ARA (2018)
 Jay Knappe (2018)
 Loy Matthes, ARA (2019)
 Don Threadgold, AFM (2019)

Committee Chairs:

Membership: Kim Larson

Social: Jeff Barker, ARA

East River Breakfast
 Barb Hegerfeld

West River Breakfast
 Norm Edwards, ARA

Fishing Social
 Jeff Barker ARA &
 Don Threadgold AFM

Education
 Travis Shaykett & Jason Vaith

SDSU Relationships: Brian
 Gatzke ARA & Allan Husby ARA

Career Fair – Jaret Sievers
 Curriculum - Gatzke/McKnight
 Network Event - Brian Gatzke
 Scholarship – Keith Newman
 Student Involvement
 - Jordan Bauer

Assessors Conference
 Ron Ensz, ARA

Education Foundation Auction
 Ron Ensz, ARA

Government Relations
 Terry Leibel

Appraisal Review & Ethics
 Allan H, ARA

Mentor: Jim Dunlap, ARA

Kjerstad Member Scholarship
 Terry Leibel

Nominating Committee
 Craig Sommers

Communication
 Paul Reisch, ARA
 Newsletter – Paul Reisch
 Website – Adam Nelson

www.asfmra-sd.com



SOUTH DAKOTA CHAPTER

8/2017

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

DATES TO REMEMBER!

September 10-15 - Leadership Institute – Washington, DC
 September 14 - West River Breakfast Meeting – Rapid City
 September 15 - East River Breakfast Meeting – Sioux Falls
 October 4 – Ag-Bio Career Fair – Brookings
 October 17 – SD ASFMRA Board Meeting – Spearfish
 October 17 – West River Social - Spearfish
 October 18 – SDSU Ag-Bio Scholarship Banquet - Brookings
 October 18-20 – Yellow Book Seminar – Deadwood
 October 23 - SDSU Extension Ag Lender Conference – Sioux Falls
 October 25 - SDSU Extension Ag Lender Conference – Watertown
 October 27 - SDSU Extension Ag Lender Conference – Rapid City
 November 13-17 - 88th ASFMRA Annual Meeting – Savannah, GA
2018
 January 17-19 –Winter Education & Joint Meeting W/PAASD - Chamberlain
 June 24 – 29 – Summer Education Week – Des Moines, IA

CHAPTER MEMBER ANNIVERSARIES

Member	Join Date	Years
John Widdoss	9-30-1981	36

Thank you for your support!!

CHAPTER MEMBERSHIP UPDATE

We welcome our newest member Donald Zacher from Spearfish. Donald is a state registered appraiser who has been training under Ron Ensz since January 2017. He graduated from Black Hills State University in December 2016 and worked with title companies from 1997 thru November 2016.

Total chapter members have increased by two since January 1, 2017.

Summary of Current 93 Members / 73 accredited / associate / academic:
 1 ARA / AFM 1 ARA / RPRA 10 ARA 8 AFM
 50 Associate – 43 appraisers / 7 farm managers
 3 Academic 10 Student 2 Affiliate 4 Retired 4 Partner

PRESIDENT'S MESSAGE

Greetings Fellow Members;

(History of agriculture continued)

The early 1880's was a great (and profitable) time for ranchers who ran their herds on the public domain lands of western Dakota. Grazing was free and there were no fences. The cattle, sheep and horse herds went mostly unattended until roundup time. Rustling was a major problem, however, as most of the livestock owners lived far from their grazing stock. Unbranded stock was especially vulnerable, as ownership was hard to prove.

The ranch hands made periodic checks on the cattle and horse herds, and drove them to greener pastures when necessary. Stockgrower's organizations hired stock detectives to track down rustlers, and when they were caught, the penalty was severe. "They hang horse thieves where I come from." Not surprisingly, this "vigilante" form of frontier justice did render a noticeable decline in theft. Shepherders, who were well armed, lived with the herds, so rustling was not that much of a concern. However, wolves and coyotes were.

Fortunately, the weather conditions in the early 1880's were favorable for the stock grower with generally mild winters. However, that changed in the winter of 1886-87 when large scales blizzards from November through March decimated cattle herds. It was especially costly to the large unattended and unprotected herds, with losses up to 90%, putting many of the large ranchers out of business. It was a painful lesson; that one could not depend on grass alone for sustaining stock through the winter.

The considerable restocking that took place in 1887 was mostly done by the smaller ranchers, as the larger ones either only partially rebuilt their herds or were out of business altogether. This did create an improvement of the quality of the cattle that were restocked, with purebred Shorthorn, Hereford and Angus being predominate.

Cattle shipments in the Black Hills region were centered around three points following the arrival of the railroads. Buffalo Gap became the shipping point for cattle in the southern Hills. The railroad built stockyards at Brennan, six miles south of Rapid City, to ship cattle from the central hills. Belle Fourche, at the fork of the Redwater and Belle Fourche rivers, became the largest livestock shipping point in South Dakota due to it being situated in the northeastern sector of the state where both cattle and sheep were thriving industries. It also bordered the vast stock-producing areas of eastern Wyoming and Montana.

Through the numerous extensions of the Fremont, Elkhorn and Missouri Valley Railroad, the Milwaukee Railroad, and the Chicago and North Western Railroad, from 1875 through 1910, along with the surplus Indian reservation lands opening to white settlement, a heavy influx of homesteaders moved into the region. The West River population went from 57,579 in 1905 to 137,687 just five years later. (More next time)

Summer is about over and heading into fall. Fortunately, we have had considerable amounts of rainfall this last month in many parts of our state. Unfortunately, some portions of the state are still in need of much more rain, and some of the rain came with hail and high winds. (mixed blessings) Although some of the rains came too late to help crops in many areas, we all know that any rain is rarely a bad thing in our state. All of our technology is never going to change mother nature!

Later;

Terry Leibel Email: midstateaprs1@aol.com

EAST RIVER BREAKFAST NETWORKING

By Barb Hegerfeld

The ASFMRA East River Breakfast meeting was held on July 28th at Denny's Restaurant in Sioux Falls.



Eleven members attended. These included (L to R in photo) Ryan McKnight, Paul Joerger, Tim Sletten, Tom Jass, Jim Jansen, Don Threadgold, Jerry Warmann, Jim Dunlap, Travis Shaykett, Barb Hegerfeld, and Paul Sickler.

Academic Member, Ryan McKnight, joined us to provide an update on the process of getting appraisal curriculum approved within SDSU. Although, this has seemingly been an ongoing process over the past few years, Ryan has really been able to move things forward.

Ryan submitted the application to the Appraisal Foundation. In May, we received news that they are going to come visit SDSU. We had initially thought this visit would happen this summer, but due to campus construction and scheduling, Ryan said they plan to have them in this fall. We hope to bring them in for a Friday tour, enabling them to see a home football game.

The intent would be to start with a real estate minor, which fits nicely as SDSU already has a lot of the classes that would fit the curriculum. This will include some appraisal curriculum. Ryan has spoken with the board of appraisers in Pierre and with lenders, who all seem supportive of this move.

Other topics of discussion included other ASFMRA happenings this past summer and planning for the fall. The fishing social seemed to be a success and there is already discussion of doing it again next year.

There was talk of possibly doing a tour or activity this fall in place of (or in addition to) one of the breakfast meetings again as we did last summer with Monsanto. Ideas that were discussed were possibly touring Glanbia, the flax processing plant, in Sioux Falls; and/or possibly doing a skeet shooting event and one of the courses near Sioux Falls. Another idea was to have the Farmers Business Network come to breakfast meeting with a brief presentation. We are always welcoming ideas and suggestions.

SD CHAPTER MEMBERS ATTEND CHAPTER LEADERS MEETING IN DENVER

By Secretary Paul Reisch, ARA

President-Elect Paul Sickler and Secretary Paul Reisch were part of the 18 chapter leaders who participated in the August 17-18 meeting with Denver staff members.

There were chapter representatives from Arizona, California, Iowa, Kansas, Kentucky, Mid-South, Minnesota, Missouri, Nebraska, North Carolina, Northeast, Oklahoma, South Dakota, and Wyoming.

Twenty different chapters have been represented in at least one of the two events held the past two years.



Thursday's meeting began with an ice breaker titled "7 Things in 7 Minutes". The four tables of 7 people each had 7 minutes to come up with 7 things they had in common with each other. The 7 things should be as unusual as possible and cannot be things most humans have in common. It was a fun exercise.

Executive VP / CEO Brian Stockman and ASFMRA President Mike Krause, AFM shared thoughts on 2017 and Beyond for ASFMRA considering external changes and changes the organization may need to make in response to those external changes.

Denver staff shared information regarding chapter services, education, designations, annual conference, and annual survey results. The staff also shared new initiatives recently or about to be implemented.

Carol Giblin conveyed the importance of Social Media. It promotes brand recognition and increases website traffic allowing ASFMRA a public presence that puts a face to the organization. **We learned that pictures of SD Chapter fishing social are in the top list of likes on ASFMRA Facebook!**

Jaleen Edwards covered the ASFMRA brand journey leading to a new logo adopted by Executive Council at the July meeting in Omaha. Jaleen shared the logo and how it can be used to have a common brand for national events and chapters. Members will receive information in August, the logo will go-live on September 1, and be showcased at the Annual Conference. The desire is for members and chapters to adopt over 2017-2018.

Continued

CHAPTER LEADERS MEETING CONTINUED

Jaleen Edwards previewed the new website that goes live on September 1, 2017. There are many positive features that will make the website more user friendly including branding guidelines and tools to use the new logo.

Kendra Harrold outlined new legislative tools planned for the near future that will improve the ability of national and chapters to monitor legislative and regulatory activity that could impact the organizations.

Jaleen Edwards outlined the new Chapter Recognition Program that begins October 1, 2017 and ends on September 1, 2018. A Patron Chapter of ASFMRA must meet ten criteria. Chapters that meet the ten criteria will receive recognition at the 2018 Annual Conference in Chandler, AZ. The SD ASFMRA Board will discuss chapter participation at the October 17 board meeting.

Chapter Leaders then shared ideas to take home.

Monty Smith, AFM and Barb Lechtenberg, ARA from Kansas and JoAnn Wall, ARA from California discussed their intern programs. Kansas pays the intern; California pays the mentor.

Anne Vanuga from Northeast shared their YPN activities including phone calls and a social event.

Traci Schermerhorn from Iowa, Paul Sickler, AFM from South Dakota, and Barry Weissenborn from Arizona participated in a meetings / conferences panel.



Traci and Barry covered details regarding their annual conference program. Paul shared South Dakota's East River / West River breakfast meetings social networking.

Paul Reisch, ARA shared the South Dakota journey from May 2001 planning meeting creating mission statement and implementing breakfast meetings, 2002 start of committee structure and monthly newsletter .

Continued

CHAPTER LEADERS MEETING CONTINUED

Networking between Chapter Leaders and Denver staff continued at the evening supper at Hacienda – Colorado / Mex.

The meeting wrapped up on Friday morning with breakout group brainstorming discussions on six topics.

- Growing Membership
- Growing Designations
- Increasing Attendance
- The Go To Source
- Operating Efficiency
- Increasing Membership Value



After the groups met, they gave reports to everyone on the results of their discussions.

The two days were beneficial as participants got to know national staff better and learned about national resources available to aid chapters in administration.

They were also able to share ideas of chapter successes and network with members from other chapters.

CHAPTER LEADER DAY REFLECTIONS

By President Elect Paul Sickler AFM

Paul Reisch and I attended the Chapter Administrator's Day at the home office of ASFMRA in Denver on August 17th and 18th. I flew to Denver, while Paul drove in order to spend the following weekend in Colorado. It was a very well spent day and a half. Paul outlined our time in Denver in the previous section, so I will add just a few more comments.

The first day was a fast paced day of numerous topics, mostly presented by the staff at the home office. The new logo and website were revealed, updates on new programs and seminars, and several panel discussions on mentor / intern program, young professionals, meetings and conferences and membership development and newsletters. It was very interesting to hear what other chapters were doing and what we could do better.

The second day was spent working in small groups on solutions for various topics such as growing membership, increasing designations, increasing attendance, the go to source, operating efficiency and increasing membership value. There were several good ideas discussed and presented, which national will be considering and possibility implementing.

There were numerous times in the day and a half that someone from national brought up or referred to "this is what the South Dakota Chapter is doing". I think all of us in the South Dakota Chapter can be very proud of our chapter and of the things we are doing. Everything from our relationship with SDSU, our chapter newsletter, the Kjerstad scholarship, our membership growth, breakfast meetings and the strong membership involvement in all the different activities that we do. I can say the national, as well as other chapters, are impressed with what we are doing in our chapter.

Finally, we were able to interact with the home office staff as well as the other chapter leaders.

Networking is always a good thing. The time spent in Denver really gave me a better impression of everything that national does to support the state chapters. I would like to thank the South Dakota chapter for picking up the tab for my airline ticket to Denver and ground transportation. It truly was a very well spent day and a half and I would encourage other members to attend next year.

JEFF BARKER JOINS ARA RANKS

South Dakota board member Jeff Barker was recently notified that he had passed the Accredited Rural Appraiser exam and had completed all requirements for accreditation and receiving of the ARA designation.

Jeff will be formally recognized at the Savannah national meeting in November.

Barker earned his ARA designation by meeting stringent requirements in experience, education, and demonstration report in addition to passing the rigorous written exam. Jeff is an appraiser with Rabo AgriFinance.

Congratulations Jeff!!



ANNOUNCING THE NEW & REVISED UASFLA-2016 SEMINAR FOR

Uniform Appraisal Standards for Federal Land Acquisition-2016

UASFLA-6th Edition “**YELLOW BOOK**”

Leading Instructor and Expert Appraiser Instruction will be:

Mr. John Widdoss, ARA, MAI

Published by The Appraisal Foundation (TAF) and Sponsored by SD Chapter of ASFMRA

Event Date: October 18-20, 2017

Hotel Reservations: 1-877-393-5634 = ref: sd-asfmra = You must call the # for the reduced rate.

Location: The Lodge at Deadwood, 100 Pine Crest, Deadwood, SD, 57732 www.deadwoodlodge.com

\$99/night plus taxes, Reduced Rate for early sign up before September 18, 2017 release date

Course Description: This 3-day seminar is designed to provide students with increased understanding of the Requirement of Uniform Appraisal Standards for Federal Land Acquisitions (UASFLA), a.k.a. the “Yellow Book”. The discussion includes the Factual Data and Data Analysis and Conclusions-Before Acquisition to the Factual Data and Data Analysis & Conclusions-After Acquisition, concluding with the final Acquisition Analysis. The seminar proceeds to teach an understanding of the basis of the case law for the UASFLA and relates this case law to the development and reporting of appraisals for federal land acquisitions. Students will learn the standards for the review of these appraisals and any updates to UASFLA-2016.

Continuing Education: Approved for 21 hours of CE (*optional Two-hour exam is recommended but no CE for the Exam*)

Course Materials: NOTE---You are responsible for purchasing the “**Yellow Book**”. If you have not done so, you can purchase an electronic version through The Appraisal Foundation or download the enhanced version from DOJ at www.justice.gov/file/408306/download . You are responsible for bringing a financial calculator. You may use one on your phone or mobile device during class but not for the exam. Student materials will be provided on Wednesday A.M. during registration for those who have registered in advance but you are responsible for the purchase and acquisition of the “**Yellow Book**” .

- Registration Fee is ASFMRA Members \$549, Non-member \$769
- Class size is limited to 125 students with a deadline to Register by October 8, 2017
- Cancellation Fee prior to October 8 is \$25 or October 9 to 16 is \$50 per registration, no refund after October 16 or on the day of class.
- Includes: Noon meal, break snacks, and break beverages

Registration: ASFMRA 303-692-1222 or email: dilk@asfmra.org or on-line to ASFMRA hyperlink:

<https://agprolink.asfmra.org/uniform-appraisal-standards-federal-land-acquisitions-yellow-book-sd-chapter-oct-2017>

Additional information contact Mr. Loy Matthes, ARA @ 605-415-1044 or loy@matthesland.com

Notice to Wyoming Chapter of ASFMRA members

Chapter meeting is scheduled October 18 from 5:30-7:00 PM in the “Board Room”

HUNTERS!! SD Pheasant Hunting Season for Non-Residents opens Saturday October 21 following the event.

There are 18 registered as of August 23, 2017. We encourage chapter members to register if they have not done so.

MEMBER PROFILE IS RICK GULLICKSON

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

I graduated from South Dakota State University with a degree in Agronomy and a minor in Soil Science. I started with Farmers National Company in May of 2015 as a Farm Manager and I have a license to sell real estate in South Dakota and Minnesota.

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 heard about ASFMRA through co-workers at Farmers National and I heard them talk about the advantages of the networking and I remain a member of the ASFMRA because of that. I haven't been with Farmers National very long but have used the membership directory countless times already.

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).

When I was in college, I was also farming and I returned to the farm after graduation. I am now a Farm Manager with Farmers National Company. In between farming and my current position, I have 18 years of agronomy sales with most of them being in the Mitchell, SD area and 2 ½ years of machinery sales in Brookings, SD. I am now back on the farm I grew up on and enjoy it very much.

Describe a few memorable or unique experiences in your life.

Farmed (tenant with FNC)
Internship with a Crop Protection Company
Agronomy manager at a small elevator
Agronomy sales
Location manager
Equipment sales
Farm Manager and Real Estate (with FNC)
So it feels like I have gone full circle.

