

**Officers:**

- President  
Terry Leibel
- President-Elect  
Paul Sickler, AFM
- Secretary  
Paul Reisch, ARA
- Treasurer  
Adam Nelson
- Past President  
Craig Sommers

**Directors:**

- Jeff Barker (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

East River Breakfast  
Barb Hegerfeld

West River Breakfast  
Norm Edwards, ARA

Fishing Social - Jeff Barker &  
Don ThreadgoldAFM

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.co



**SOUTH DAKOTA CHAPTER**

2/2017

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

**DATES TO REMEMBER!**

- March 9 - West River Breakfast Meeting – Rapid City
- March 17 - East River Breakfast Meeting – Sioux Falls
- April 10 – SDSU Network Event – Brookings
- May 30 – June 2 – SD Assessor Conference - Brookings
- July 17 – 21 – Summer Education Week – Omaha, NE
- September 10-15 - Leadership Institute – Washington, DC
- October 18-20 – Yellow Book Seminar – Deadwood
- November 13-17 - 88<sup>th</sup> ASFMRA Annual Meeting – Savannah, GA
- January 17-19 – Winter Education & Joint Meeting W/PAASD - Chamberlain

**CHAPTER MEMBER ANNIVERSARIES**

Member	Join Date	Years
Paul Sickler	3-27-1992	25
Jim Hollenbeck	3-12-1999	18
John McMahan	3-12-1999	18
Ron Rucker	3-12-1999	18
Craig Sommers	3-12-1999	18
Jim Vietor	3-12-1999	18
Allan Husby	3-15-2002	15
Brian Gatzke	3-21-2003	14
Loy Matthes	3-07-2003	14
Scott Heimes	3-26-2004	13
Dan Hilgenkamp	3-11-2005	12
Troy Swee	3-18-2011	6
Curtis Brooks	3-27-2015	2
Dane Larsen	3-01-2016	1
Victor Tuschen	3-01-2016	1

Thank you for your support!!

## **PRESIDENT'S MESSAGE**

Greetings Fellow Members;

As I stated in the previous newsletter, in my monthly messages I will try to highlight certain activities going on within our organization. However, because we are all involved in agriculture, one way or the other, this message to you will be more on the history of agriculture within our state, and how we got to where we are today. I know a lot of you are most probably more knowledgeable than myself on our states agricultural history (some of you have just been around longer), but I will try my best to hit the basic high points.

As caretakers of the earth, farmers and ranchers, have in one sense or the other, been around as long as any type of agriculture has existed. Thomas Jefferson once wrote "No occupation is so delightful to me as the culture of the earth".

Of course, to a limited extent, certain tribes of Native Americans were the first farmers, but we will start with what basically opened up our state to the beginnings of modern agriculture; the Homestead Act on May 20, 1862. The act stipulated that any citizen at least 21 years of age could claim 160 acres of surveyed public land. After breaking at least five acres the first year, and five years of living on the claimed land, a "sod buster" could receive final title to the land upon filing a few papers and paying a registration fee between \$26 and \$34.

Through this act, eighty million acres were "homesteaded" throughout the northern plains, causing one of the greatest population movements in the history of the world. This homesteading boom that occurred in the late 1870's and 1880's developed the southern half of Dakota Territory into a very progressive area; the beginning of modern agriculture in South Dakota. (More next time)

It appears that all of our chapter committees are pretty much set. Again, thanks to all who have committed to being on any committee. The chapter could not survive without your support and willingness to serve.

Now that we have had our pre-spring break from the weather---back to winter again.

Later;

Terry Leibel      Email: [midstateaprs1@aol.com](mailto:midstateaprs1@aol.com)

## **SDSU NETWORK EVENT ON APRIL 10**

The 2017 Event will be in Brookings on Monday April 10 at the Chicoine Champions Room at the Dykhouse Student Athlete Center starting at 10 a.m. Monsanto will again be sponsoring the event. Department heads or representative from the departments will provide a 15-minute overview leading to noon lunch.

After lunch, we will split up into smaller groups for a walking tour of new Athletic complex and stadium, Economics Department trading floor in Ag Hall, and a tour of the SDSU Dairy Sciences food plant, closing with afternoon coffee and ice cream.

**2017-18 Committees      New\***

<b>Committee Name</b>	<b>Committee BL = Board Liaison</b>	<b>Responsibilities - Comments</b>
Membership	Membership Kim Larson – Chair* Paul Reisch –Board Liaison David Baker Jeff Barker Jim Dunlap Ron Ensiz Tom Jass Dave Koenigshof	<ul style="list-style-type: none"> <li>Promote membership to selected individuals.</li> <li>New Member Activation &amp; Orientation. Chair sends welcome e-mail to new member within 30 days of joining. Have in person or phone visit with new member within 60 days of welcome e-mail.</li> <li>Retention Monitoring - Have ongoing activation / communication with assigned chapter members (5 to 10). The communication would involve encouragement to attend chapter activities including education offerings, breakfast meetings, and social events as well as discussion on future committee member interest.</li> <li>Promote national meeting attendance.</li> </ul>
Social	Jeff Barker –Chair & Board Liaison  East River Breakfast Barb Hegerfeld – Chair  West River Breakfast Norm Edwards – Chair  Fishing Social* Jeff Barker & Don Threadgold C-Chairs Ron Dunker, Paul Joerger, Ryan McKnight, Kassidy Noem	<ul style="list-style-type: none"> <li>Promote social interaction among membership through social events.</li> <li>Coordinate social activities including at chapter annual membership meeting, breakfast meetings, board meetings, and special events.</li> <li>Set dates, secure location, plan &amp; set up programs.</li> <li>Look for and take advantage of opportunities to combine with other events.</li> </ul>
Education	Travis Shaykett* & Jason Vaith* Co-Chairs Paul Sickler*- Board Liaison  Travis Shaykett* & Jason Vaith*  Jim Hollenbeck, Travis Shaykett* & Jason Vaith*  Norm Edwards*, Brian Gatzke, Scott Heimes, Jim Hollenbeck, Jerry Hulm*, Tom Jass, Amanda Leighton*, Kim Larson*, Jaret Sievers*, Troy Swee*  Loy Matthes  Norm Edwards*, Jerry Hulm*	Develop education opportunities for chapter membership.  <ul style="list-style-type: none"> <li>Work with PAASD relative to USPAP offering in January 2018.</li> <li>Secure continuing education credit with Appraiser Certification Program and Real Estate Commission.</li> <li>Arrange at least 7 hours of continuing education offering in January 2018. Arrange for at least 14 hours of continuing education in January 2019.</li> </ul> Offerings will utilize ASFMRA seminars, if possible, or be chapter developed. Offering plans will be coordinated with PAASD.  Handle registration at offerings.  <ul style="list-style-type: none"> <li>Offer fall of 2017 Yellow Book offering in Deadwood.</li> <li>Handle registration at Yellow Book offering.</li> </ul>
Nominating	Past President - Craig Sommers* Appointed Member – Elected Member - Alan Husby*	<ul style="list-style-type: none"> <li>Present a slate of nominees for filling board and officer positions.</li> </ul>

**2017-18 Committees      New\***

<b>Committee Name</b>	<b>Committee BL = Board Liaison</b>	<b>Responsibilities - Comments</b>
Public Relations	SDSU Relationships Brian Gatzke & /Allan Husby* Co-Chairs Brian Gatzke - Board Liaison	<ul style="list-style-type: none"> <li>To maintain good relations with SDSU professionals. To promote profession.</li> </ul>
	SDSU Network Event	
	Brian Gatzke - Chair Ryan McKnight*	<ul style="list-style-type: none"> <li>Set date, secure program speakers.</li> <li>Secure location.</li> <li>Handle food arrangements.</li> </ul>
	Ryan McKnight*	<ul style="list-style-type: none"> <li>Invitation List</li> </ul>
	Paul Reisch	<ul style="list-style-type: none"> <li>E-Mail / Monitoring</li> </ul>
	Barb Hegerfeld	<ul style="list-style-type: none"> <li>Registration Name Tags</li> </ul>
	Barb Hegerfeld / Paul Sickler Jack Davis	<ul style="list-style-type: none"> <li>Welcome attendants at event.</li> </ul>
	RE / Appraisal Curriculum Development Brian Gatzke & Ryan McKnight* – Co-Chairs	<ul style="list-style-type: none"> <li>Work to develop additional curriculum.</li> </ul>
	Barb Hegerfeld, Jim Dunlap, Paul Reisch	
	SDSU Scholarship Keith Newman* - Chair Jay Knupe	<ul style="list-style-type: none"> <li>Interact with SDSU Foundation regarding scholarship funds and amount / number of scholarships. Promote scholarship to students.</li> </ul>
Jack Davis, Ryan McKnight* Rick Gullickson*, Paul Sickler Keith Newman, Jaret Sievers	<ul style="list-style-type: none"> <li>Interview / Select scholarship recipients and involve recipients in the chapter.</li> <li>Attend fall Ag-Bio banquet with winner.</li> </ul>	
Ag-Bio Career Fair Jaret Sievers* - Chair	<ul style="list-style-type: none"> <li>Handle registration; acquire promotional materials and gift certificates.</li> </ul>	
Christina Becker*, Amanda Leighton*, Kevin Johannsen* Jay Knupe, Adam Nelson, Keith Newman*, Travis Shaykett*, Tom Jass, Rick Gullickson*, Megan Hammond, Jackson Hegerfeld, Michael Norgaard, Paul Sickler, Seth Van Duyn*	<ul style="list-style-type: none"> <li>Man booth at Ag-Bio Career Fair.</li> </ul>	
Student Involvement Jordan Bauer*– Chair	<ul style="list-style-type: none"> <li>Promote interest in appraisal, farm management, and agricultural consulting to students regarding ASFMRA, SD Chapter Scholarship, Appraisal Profession, and Summer Education Week (SEW).</li> <li>Coordinate support for students attending Summer Education Week event including transportation.</li> </ul>	
Jesse Ball. Jordan Bauer, Christina Becker*, Barb Hegerfeld, Kevin Johannsen*, Keith Newman*, Kassidy Noem*, Jaret Sievers, Jackson Hegerfeld, Michael Norgaard*, Troy Swee	<ul style="list-style-type: none"> <li>Campus presentations to classes and FIRE Club.</li> </ul>	

**2017-18 Committees      New\***

<p align="center">Public Relations</p>	<p>Assessor’s Conference  Ron Ensz*- Chair  Jay Knuppe - Board Liaison</p> <p>Paul Reisch</p> <p>Wade Buck</p> <p>Education Foundation Auction  Ron Ensz- Chair  Terry Leibel - Board Liaison  Mark Elder</p>	<ul style="list-style-type: none"> <li>• Secure door prizes for conference.</li> <li>• 2017 Brookings meeting attendance to award prizes.</li> <li>• 2018 Rapid City meeting attendance to award prizes.</li> <li>• Recommend donation to board, secure items, and get them to national.</li> </ul>
<p align="center">Government Relations</p>	<p>Terry Leibel - Chair &amp; Board Liaison  Jim Dunlap  Brian Gatzke  Allan Husby  John McMahon  Paul Sickler*  Craig Sommers</p>	<ul style="list-style-type: none"> <li>• Communicate Advisory Board activities and issues to members through chapter newsletter.</li> <li>• Monitor State Legislature activities and respond / communicate to members as needed.</li> <li>• Coordinate with PAASD on pertinent issues.</li> </ul>
<p align="center">Appraisal Review &amp; Ethics</p>	<p>Allan Husby* – Chair  Terry Leibel - Board Liaison  AFM / ARA Chapter Members</p>	<ul style="list-style-type: none"> <li>• Coordinate with national on complaints filed against chapter members.</li> <li>• Complete reviews as needed on complaints filed against chapter members.</li> </ul>
<p align="center">Mentor</p>	<p>Jim Dunlap – Chair &amp; Board Liaison</p> <p>AFM Mentors  Troy Swee  Don Threadgold</p> <p>ARA Mentors  Norm Edwards  Ron Ensz  Brian Gatzke  Paul Reisch</p>	<ul style="list-style-type: none"> <li>• Make members and prospective members aware of the opportunity to have a mentor help them get started in the appraisal business and help them through the accreditation process.</li> <li>• Identify associate members who are interested in pursuing accreditation.</li> <li>• Make personal contact with those members, who are interested, to offer them a mentor.</li> <li>• Assign mentor to those candidate members, who wish to have one.</li> <li>• Assigned mentor to work with and support the candidate member through the accreditation process.</li> </ul>
<p align="center">Kjerstad Member Scholarship</p>	<p>President – Terry Leibel  President Elect – Paul Sickler  Past President- Craig Sommers  Secretary – Paul Reisch  Treasurer- Adam Nelson*</p>	<ul style="list-style-type: none"> <li>• Make determinations of awarding scholarships to qualifying Members.</li> </ul>
<p align="center">Communication</p>	<p>Paul Reisch – Chair &amp; Board Liaison</p> <p>Paul Reisch  Adam Nelson &amp; Mark Elder</p>	<ul style="list-style-type: none"> <li>• Distribute communication to members via e-mail.</li> <li>• Develop and distribute monthly newsletter.</li> <li>• Maintain chapter web site.</li> </ul>

## CHAPTER MEMBERS VISIT RURAL REAL ESTATE APPRAISAL CLASS AT SDSU

By Jordan Bauer

Jesse Ball, Kassidy Noem and Jordan Bauer spoke to the Rural Real Estate Appraisal class (Larry Janssen) at SDSU on February 22nd. Larry introduced Jesse, Kassidy and Jordan and gave a short introduction about ASFMRA.



Jesse gave a quick overview of the SD chapter ASFMRA, job placement opportunities in the professions and some statistics on the industry. Jesse and Jordan followed this information with a basic overview and responsibilities of farm managers, appraisers and consultants.

Jordan highlighted some of the income levels of the professions and encouraged students to become student members (no cost) and start to network with industry professionals. Jordan also 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 2017 in Omaha, NE. Kassidy followed this information with her own experiences while attending Summer Education Week and benefits it provided to her.

As the two fielded questions for the group, a signup sheet was circulated and approximately 21 students signed up for more information about ASFMRA and/or Summer Education Week. SEW flyers and scholarship information were distributed to the class along with the signup sheet,.

Jesse, Jordan and Kassidy 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.

## CHAPTER MEMBER BRIAN GATZKE ARA FEATURED IN VALUATION REVIEW

A recent Valuation Review edition featured Brian Gatzke, ARA in an article titled “Rural appraisals require special skills”. In the article, Brian addressed specialized training for rural appraisal by ASFMRA, the types of rural properties that can be encountered, and the challenges of bringing new individuals into the field.

**Rural appraisals require special skills**

Posted Date: Monday, January 09, 2017

Brian J. Gatzke of Northern Plains Appraisal told *Valuation Review* that federal and state regulations are not as heavy on rural appraisers as the geographic and land use competency required can be. In part II of his interview he discussed how appraisers can transition their current skills to best provide rural appraisals

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## **ASFMRA DISTRICT UPDATE CONFERENCE CALL**

President Terry Leibel and Secretary Paul Reisch participated in the quarterly call held on February 14, 2017.

### Branding Survey Results:

The survey had 1,163 members participate with the majority of respondents voting to keep our name the same – The American Society of Farm Managers and Rural Appraisers. Most of the comments suggested that while they were favor of shortening the name, it still needed to reflect who we are and what we do. Many did not like giving up either American or Society.

So what are our next steps? We will be looking to refresh our logo, providing a more up-to-date image for the Society and creating cohesion between our Chapters, our conferences, YPN and AgProLink.

### Education:

#### New Seminars Being Offered at SEW

- Report Writing Seminar
- Market Area & Industry Analysis
- Sales Comparison Approach Revisited

The American Society of Appraisers (ASA), American Society of Farm Managers and Rural Appraisers (ASFMRA), and The Appraisal Foundation (Foundation) will hold a joint conference on the recently released sixth edition of the *Uniform Appraisal Standards for Federal Land Acquisitions*, commonly known as the Yellow Book, in Denver, Colorado on June 20-23, 2017. The Yellow Book Seminar will also be offered at SEW.

Looking to provide seminars for seasoned farm managers and consultants.

Chapter Services Offered by National: SD chapter board will be researching if any of these make sense for SD chapter.

### Administrative Duties:

- Secure chapter director and officer insurance
- Maintain state filings as a non-profit and act as chapter registered agent.
- Maintain chapter governing documents, officer terms, and member rosters.

### Financial Administration:

- Maintain an independent bank account.
- Prepare accounts payable
- Managing receivables that board members can approve electronically.
- Pay accounts payable and provide monthly registers, monthly balance sheet, and quarterly income statement.
- Help chapter prepare and manage yearly budget.
- Facilitate audit and tax needs.
- Collect chapter dues for partner members / friends of the chapter

## **MEMBER PROFILE IS CURTIS BROOKS**

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

From 2009 to 2013, I worked for two South Dakota Assessor's offices (Brown & Moody), which is where I got my start. Currently I work for First Dakota National Bank out of the Yankton office as a state registered appraiser. All of my qualifying education is completed and I am finishing up my experience hours, preparing my log, and prepping for the state certified general exam.

**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 joined for two reasons. #1. The member discounts for education made dues more affordable. #2. Both Dave Koenigshof (my appraisal supervisor) and Ted Risty (former First Dakota employee) encouraged me to join. I remain a member because I want to be a part of this organization. There are not many people that do what we do and I find value in being able to "talk shop" with fellow members. Also, I know that I can ask members for help or advice and I'll do the same for them even though we might work for companies in direct competition.

**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).**

Nearly all of my family (generations older than me) are from the Pickstown / Lake Andes area. I spent a lot of time in that area fishing, hunting, camping, and boating while I was growing up. The family still has land on both sides of the river in that area.

I was born and raised in Yankton, moved to Vermillion and graduated from USD. I worked for Hy-Vee all through high school and college. After graduating, I moved to Lincoln, NE where I continued to work for Hy-Vee. My wife got a job opportunity that led us to Aberdeen where I worked for Great Western Bank and the county assessor's office. We then moved to Madison, SD (once again for my wife's job) where I made the daily commute to Flandreau to work for the Moody County assessor's office. In 2013 both my wife and I were offered positions in Yankton which is where we live (hopefully to stay this time) and raise our two boys ages 3 & 7.

**Describe a few memorable or unique experiences in your life.**

My Dad used to cut meat for a living and on the side, he would butcher deer out of our garage. One evening (maybe 20 years ago) Ted Nugent showed up to our house with a deer for my Dad to butcher. I remember thinking that was cool.

I was at a Major League Baseball game in which Deon Sanders and Fred McGriff both hit an inside the park home run. Fred McGriff got home on an error. I was born the day Mt. St. Helens erupted.





## **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.