

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

1/2017

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 - 88th ASFMRA Annual Meeting – Savannah, GA

CHAPTER MEMBER ANNIVERSARIES

Member	Join Date	Years
Jorge Vicuna	2-14-1992	25
Michael Braun	2-01-2007	10
Vince Hanson	2-01-2007	10
Jerry Warmann	2-01-2009	8
Megan Hammond	2-04-2011	6
Jackson Hegerfeld	2-04-2011	6
John Herrity	2-23-2012	5
Jaret Sievers	2-23-2012	5
Barb Hegerfeld	2-15-2013	4
Patrick Wyatt	2-15-2013	4
Dawn Rasmussen	2-19-2014	3
Ridge Sandal	2-23-2015	2
Darwin Thue	2-23-2015	2
Rick Gullickson	2-03-2016	1
Tom Sternhagen	2-05-2016	1

Thank you for your support!!

SDSU NETWORK EVENT DATE SET

The 2017 Event will be held in Brookings on Monday April 10. Plans are to start at 10 a.m. at stadium Club 71. Monsanto will again be sponsoring. Department heads or representative from the departments will provide a 15-minute overview leading to noon lunch. The Event will end with walking tour of stadium, Economics Department trading floor, and SDSU ice cream.

PRESIDENT'S MESSAGE

Greetings fellow members;

As this is my first message as president, let me say "THANKS". Thank you to all who are involved with the chapter. To those of you who have ever been on a committee, any time, thanks for all you have invested both time and resources, to make this a great chapter over the last many years. To those of you, who are new to a committee, thank you for your commitment, to carry forward the continual workings of our chapter on the various activities of each committee. Thanks to the board of directors, what an insightful group of individuals who stay on top of everything throughout the year.

In addition, thanks to past president Craig, on keeping us all focused--you are a tough act to follow. In addition, thanks to all of the past presidents of the chapter. Your vision of the last couple of decades is why we are what we are. The most important item on my agenda over the next two years, is certainly not to detract from what you all have been able to accomplish in the past, but instead, try to help build on it.

The one thing I have learned from being a board and committee member over the last many years, it that it is not really about who might be president at the time. Being president, in any organization, means nothing without the commitment of those involved. It is you, the members that make this chapter what it is. There is a lot of talent out there that we can continue to cultivate.

This chapter has a long list of advantages of being a member. To me, the most important is "networking". (Ask my daughter Kelsie how many times she has heard that word from me.) There is the obvious advantage of professional enhancement and advancement in all we can learn through our peers, and how it helps make us all better at our chosen careers. I know it has made me a better appraiser. However, there is something more than that. Through all those members who first become acquaintances, I consider myself now to have made many friends, and that has made me a better person.

To all of you who attended our annual membership meeting and continuing education in Mitchell, thanks for being a part of it. "Networking". It is always a good thing. PAASD did a great job on the Thursday night social. For those of you who did not make it, you missed a good one, but of course, the weather certainly did not help. Winter in South Dakota--it always makes us pay attention. We also need to give a big thanks to Bev Luke for all she has done, once again, to make it all run smoothly.

My newsletters over the next two years will not be that focused on the current agenda of our chapter. Others most probably will have better knowledge and can communicate better than I can on specific issues and activities relating to our chapter. My input, for the most part, will be on where we are in agriculture currently and how we got here. Thus, it will be some of what issues are of most importance in the ag industry today, maybe have a look back, and compare to agriculture of the past.

I am sure that we all have some type of farming or ranching background, otherwise we probably would not be doing what we do. No doubt, we can all reminisce about days gone by, our many experiences, where we came from and stories from our rural lives. In addition, because I can, I probably will share a story now and then, about my growing up on the family farm. I hope that it will not bore you too much.

One last thing. What a GREAT newsletter this is. Thanks Paul for this and all you do.

Later,
Terry Leibel Email: midstateaprs1@aol.com

CHAPTER MEMBERSHIP UPDATE

We welcome our newest members Kevin Johannsen, Bradee Pazour, and Tim Sletten.

Kevin is a sales specialist with Farm Credit Services of America in Sioux Falls. Kevin was a member for two years previously and we are glad to have him back as a member.

Bradee is a Chamberlain, SD resident. Bradee is a state registered appraiser and real estate appraiser trainee with First Dakota.

Tim is a Huron, SD resident recently retired from the banking industry. He is a state registered appraiser getting his primary work experience with Meekins Appraisals.

Summary of Current 92 Members / 72 accredited / associate / academic:

1 ARA / AFM 1 ARA / RPRA 10 ARA 8 AFM

48 Associate – 41 appraisers / 7 farm managers

4 Academic 11 Student 2 Affiliate 3 Retired 4 Partner

PAUL SICKLER RECEIVES OUTSTANDING SERVICE TO SD CHAPTER AWARD

At the January 25th annual membership meeting President Craig Sommers presented Paul Sickler with the “Outstanding Service to SD Chapter” award.

The chapter board approved this award in May 2009 with the board making recommendations of recipients at the fall board meeting with the President making the final selection. It is at the President’s discretion whether to give the award and to make the selection.

Paul is the 2017-18 President Elect for the chapter after serving 5 years as Chapter Treasurer. Paul is also one of the chapter’s Government Relations representative for national.



Paul previously served the chapter as a Director and Membership Committee chair. In recent years, he has been an East River Breakfast, SDSU Network Event, and SDSU Scholarship committee member in addition to serving as Chapter Treasurer and organizing the Super Bowl Pool for the Kjerstad Member Scholarship.

This quality and meaningful plaque is a prestigious and meaningful honor to a deserving member. It is an award that recognizes deserving chapter members for outstanding service.

Past recipients were Loy Matthes in 2010, Paul Reisch in 2011, Jim Hollenbeck in 2012, Brian Gatzke in 2013, and Allan Husby in 2015.

SD ASFMRA CHAPTER ANNUAL MEETING HELD IN MITCHELL

Thirty members and three **guests** attended the chapter annual meeting on Wednesday evening January 25th.

Members Present: David Baker, Jeff Barker, Jordan Bauer, Christina Becker, Curtis Brooks, Jack Davis, Jim Dunlap, Ron Ensz, Brian Gatzke, Scott Heimes, Dan Hilgenkamp, Jim Hollenbeck, Jerry Hulm, Kevin Johannsen, Jay Knuppe, Kim Larson, Terry Leibel, Amanda Leighton, Loy Matthes, John McMahon, Adam Nelson, Keith Newman, Paul Reisch, Travis Shaykett, Paul Sickler, Craig Sommers, Don Threadgold, Jason Vaith, Jim Viotor, Russell Wyatt

Others Present: ASFMRA President Elect Dave GaNun, Ryon Rypkema, Betty Wyatt

Highlights at the meeting not conveyed elsewhere in the newsletter.

President Craig Sommers conveyed highlights this past year. We have a great chapter with successful endeavors. Examples are the SDSU Scholarship and SDSU Network Event.

We were a national leader with member growth. Chapter members were instrumental in revision of the SDSU Land survey. Two chapter members attended the ASFMRA Administrator Day in Denver in August 2016.

Brian Gatzke, ARA, shared that new academic member Ryan McKnight has submitted letter to Appraisal Foundation requesting they visit campus to determine current course qualifications for appraisal certification hours.



The Nominating Committee slate as provided by Chair Ron Ensz and committee members Jim Hollenbeck and Tom Jass nominated the following persons for office in the coming year:

President – Terry Leibel
President Elect – Paul Sickler
Secretary – Paul Reisch
Treasurer – Adam Nelson
Board Member – Jim Dunlap
2017 Nominating Committee – Allan Husby

Jerry Hulm moved and Brian Gatzke seconded to accept the nominating committee slate of candidates. Jerry Hulm moved and Brian Gatzke seconded that nominations cease and ballot approved. Motion approved.

2017 President Terry Leibel Terry presented plaque and thanks to 2015-2016 President Craig Sommers. Terry stated it was an honor to be associated with chapter and to be President. Terry's goal is to keep past successes going and build on them. Terry emphasized networking benefits of the chapter.

Continued

ANNUAL MEETING CONTINUED

Terry thanked those who have served and those new committee chairs who have agreed to serve. Terry announced there would be co-chairs for Education (Travis Shaykett and Jason Vaith) and SDSU Relationships (Brian Gatzke and Allan Husby).

Jack Davis discussed the annual Ag Lenders Conference held annually in three locations. Jack would like to have a three-member panel of chapter members in each location for a land update. He asked members to let him know if they were willing to serve on this panel.

ASFMRA PRESIDENT ELECT DAVID GANUN ATTENDS MITCHELL ACTIVITIES

ASFMRA President Elect Davis GaNun, ARA attended the SD ASFMRA annual meeting and continuing education in Mitchell on Wednesday evening and Thursday.



At the Wednesday evening annual meeting, David shared that his background was growing up in New Jersey 20 miles from New York City. Graduated from college with a Dairy Science major and has had a Farm Credit career.

ASFMRA has a new member emphasis because membership is aging. In 2016 national grew 25 members, SD chapter grew eight members, almost 1/3 of the national total.

Branding survey consensus was to have a shorter name that accurately described who we are. However, there was no definitive consensus with 20 and 5 choices.

Results with three choices are not yet known as the survey just ended. David emphasized there are many services national provides and he encouraged the SD chapter to consider these.

Young Professionals Network (YPN) was formed to encourage activity from members 35 years of age and younger. David shared the national dates of Summer Education Week July 17-21 in Omaha NE, Leadership Institute September 10-15 in Washington, DC, and annual meeting November 13-17 in Savannah, GA. He encouraged participation by chapter members.

David attended Thursday's Rural Residential Seminar, SD ASFMRA board meeting, and the casino night evening social. This provided chapter members additional opportunities to network with our ASFMRA President Elect. The chapter is very appreciative of David attending our activities.

CHAPTER FISHING SOCIAL PLANNED FOR EARLY SUMMER

The SD ASFMRA Board has approved holding a fishing social event with chapter members paying cost to attend. Date, location, and details will be communicated, as they become known.

This action was the result of the positive member response to this idea as communicated by President Terry Leibel at the chapter's annual membership meeting.

Twenty-three members responded to the survey. Nineteen (83%) said they would be willing to attend. Of the four that said no, two said it sounded like a good idea, but they did not hunt or fish.

Of the nineteen that said they would be willing to attend, seventeen (89%) said they would prefer fishing, eleven (58%) said they would prefer hunting. However, eight (42%) of these said either would be fine; these eight were counted in both the fishing and hunting preferences. A couple of responses indicated that they thought we could maybe do both at the same time.

Of the seventeen who said they prefer fishing, eleven (65%) stated they prefer summer and six (35%) said they would prefer spring. Seven members stated that they would be willing to serve on a committee for such an event.

The question with or without education was mixed. Five said with, five said without, one said no, unless there was a toolbox topic with it, and one said no, unless it was a tour. Seven said either way-with or without education. From a practical standpoint, there is not enough time to put education together for such an event held in 2017.

At the annual meeting, Terry asked for a show of hands of those who would attend such an event and a similar number of members as in the survey (nineteen) raised their hand.

Jeff Barker and Don Threadgold agreed to co-chair the committee. Other chapter members serving on the committee are Ronald Dunker, Kassidy Noem, Paul Joerger & Ryan McKnight.

CHAPTER MEMBERS ENJOY CASINO NIGHT SOCIAL

On Thursday night, SD ASFMRA and PAASD jointly sponsored a social with wings, chips, and pizza. All individuals who attended a continuing education seminar also received a drink ticket for the event.

PAASD also held their Casino Night that evening. This social provided networking opportunities for chapter members with each other and other appraisers in the state.



CHAPTER MEMBERS SUPPORT CONTINUING EDUCATION OFFERINGS

SD ASFMRA had good attendance for the continuing educating offerings in Mitchell this past week. Thirty-five members attended one, two, or all three of the offerings



Twenty-five individuals attended the Wednesday afternoon Ethics Course taught by James Synatzske, AR. A winter storm the day before and the day of caused cancellation of ten individuals who had registered for the course offering.

The ethics course is required for new ASFMRA members within two years of joining and every six years for existing members. Those attending appreciated meeting this requirement in a classroom setting with face-to-face discussion on ethics issues.

Over one hundred individuals attended the Thursday Rural Residential Seminar taught by James Synatzske, ARA and jointly sponsored by SD ASFMRA and PAASD.

The seminar covered the issues and challenges of Appraising Rural Residential, provided an understanding of what rural lenders and underwriters expect of the appraiser and how to better meet those expectations via hands-on drill problems and case studies involving rural residential property examples.



Thirty-seven individuals attended the Friday Drone Technology and Its Impact on the Appraisal Industry Seminar taught by Lamar Ellis, III, MAI, SRA and jointly sponsored by SD ASFMRA and PAASD.

Lamar communicated that unmanned aerial technology is revolutionary and can give those who understand it an advantage in the highly competitive world of appraisal, real estate brokerage, management, and consulting.

The seminar covered federal regulations, practical applications including pros and cons of usage, insurance items, and considerations in purchase of a drone.

TOOLBOX TOPICS SURVEY RESULTS

When Terry Leibel and Paul Reisch attended the Chapter Administrator Day in Denver this past August, California Executive Vice President Suzie Roget shared Toolbox Topic Workshops that the California chapter started in 2016. The goal of the program is to offer each workshop several times in various parts of the state, making it convenient for more people to attend.

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.

At their October 28, 2016 meeting, SD ASFMRA board members discussed whether to consider this concept in conjunction with our chapter East River and West River breakfast meetings. There was a consensus that the concept was worth considering as a means of enhancing the education and social components of our chapter mission. However, input was needed from the membership on interest in such education and member willingness to help develop such courses.

In January, chapter members were asked to respond to a survey designed to assess member interest, support for the concept, ideas of topics, and willingness to serve on a committee to develop seminars.

There was a positive response overall (75%) but limited number of total membership (16 out of 60 appraisers and farm managers in South Dakota (27%) responded. Only one farm manager responded. This concept might be a way to provide continuing education of interest to them, but that cannot happen if farm managers are not involved in developing topics that would interest them.

Appraisal topics proposed for consideration:

- Rapid Maps
- Crop Damage on the Bombing range in the Dakotas and Montana Area
- Use of Drones in Appraisals & Multiple Regression Analysis
- Use of Data gathered by the Bureau of Revenue in Various States and Unique Properties
- Analyzing sales
- Sales write-ups for IRS related reports or reports for litigation- what to include and not include – “just the facts ma'am” .
- The beginning process to supervise and train appraisal trainees- what works.
- HP12C Tips
- Digital Photography
- Online Resources, Search Tips,
- Using AgriData’s New Deed Plotter Tool
- Main principles of appraising need to be reviewed annually.
- Industry specific (beef, swine, dairy, grain facility, etc.), current costs / trends in facilities / equipment
- Rural residential / acreage property techniques
- Crash course on soil types, soil classes, their productivity, and effect on valuation

A good core of members (8) were positive about serving on a committee to develop. One possibility would be to develop for annual meeting continuing education versus breakfast meetings. The board will discuss further at the next board meeting. Members are encouraged to provide further input to board members.