

**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.com



**SOUTH DAKOTA CHAPTER**

7/2017

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

**DATES TO REMEMBER!**

July 28 - East River Breakfast Meeting – Sioux Falls  
September 10-15 - Leadership Institute – Washington, DC  
September 14 - West River Breakfast Meeting – Rapid City  
October 4 – Ag-Bio Career Fair – Brookings  
October 17 – SD ASFMRA Board Meeting – Spearfish  
October 17 – West River Social - Spearfish  
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
Kent Rasmussen	8-15-1978	39
Perry Beguin	8-24-2001	16
Jesse Ball	8-27-2009	8
Cameron Trudeau	8-19-2015	2

Thank you for your support!!

**THE POWER TO BE by Wilfred A. Petersen**

Your greatest power is the power to be:

- To be more loving.
- To be more courageous.
- To be more joyous.
- To be more friendly.
- To be more sensitive.
- To be more aware.
- To be more forgiving.
- To be more tolerant.
- To be more humble.
- To be more patient.
- To be more helpful.
- To be a greater human being

## **PRESIDENT'S MESSAGE**

Greetings Fellow Members;

(History of agriculture continued)

Cattle Ranching in the Black Hills started around 1876, the same year as the battle of the Little Bighorn in neighboring Montana. A couple of larger cattle herds were started in the hills area> However, due to Indian raids, some herders & cattle owners were killed and the herds taken.

In 1877, Congress made a deal with the Sioux into relinquishing a large portion of their reservation, at which time it then became safe for the whites and their cattle to remain in the region. Although over a century later the US Supreme Court would rule that the Sioux Agreement of 1877 had been unlawfully secured, by that time, the white ranchers were firmly entrenched in the region.

The lush meadows in the interior of the hills that elicited so much praise from the early explorers became the sites of many of the first ranchers in the region. Because many of the first prospectors failed to find significant amounts of gold, they turned to ranching or renting out their pastures to stage and freight companies carrying passengers and supplies in and out of the hills, for grazing their horse or oxen teams.

Other prospectors went into raising livestock by establishing ranches along the foothills and open surrounding plains. Prior to the arrival of the railroads in the late 1880's these ranches supplied fresh meat to the mining settlements. Soon, there were individual cow herds numbering into the thousands grazing on the grasslands surrounding the Black Hills. Among these large outfits were companies that held government contracts for supplying beef to the Rosebud and Pine Ridge Indian Agencies.

The owners of these newer ranches varied from the some of the earlier prospectors to many of the freighters, who moved goods in and out of the area. Although the majority of the livestock were beef cattle, there were also sheep and dairy herds. Word of the hardy native grasses on the public domain ranges surrounding the hills spread rapidly as the region became familiar to newcomers, whom learned that stock fattened quickly, cheaply and mostly unattended on the unlimited open plains.

By 1880 the estimated number of cattle being fattened on the western Dakota grasslands ranged from 90,000 to 136,000 head. The majority of these herds were driven up from Texas, Nebraska and Wyoming and were being herded on the open ranges watered by the Little Missouri, Grand, Moreau, Belle Fourche and Cheyenne Rivers. (More next time)

It appears that SEW (Summer Ed Week) was well attended. Good education. Good presentations. And, yes, a lot of networking---always a good thing!

So, it's dry, and it's hot and it's typically windy. And along with the spotted rain that has come, has also come some hail. Not the ideal recipe for a South Dakota growing season, but we have been here before, many times, and know that we will be here again, many more times. Yet, there is still hope for this year; rain can still save a lot of the row crops and the grass can green up again. We just pray and hope for the best, because we can; we accept what we get, because we have no choice; and we deal with it as best we can, because that's who we are. We are farmers and ranchers, that's our way of life.

Later;

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

## MEMBERS ENJOY CHAPTER FISHING SOCIAL

By Norm Edwards ARA

The summer fishing social that was held on June 27-28 was a lot of fun and served as a good opportunity to meet fellow members and participants in the profession at a non-formal setting and all who made it had a good time. It was well organized by Jeff Barker and Don Threadgold who kicked it off at a social hour and fish fry at the Chuck Nedved farm in Rural Kimball. After supper, Chuck gave us a brief summary of the schedule of events the next day and introduced us to the captains of the boats we would be using.



The next morning we were met by the boats after breakfast. We were glad to see the South Dakota winds had gone down from the day before. We headed to Chamberlain and got an early start at what was a good day of fishing.



Continued

## FISHING SOCIAL CONTINUED

The fishing crews were in three boats and consisted of ten total participants. They were Jeff Barker, Don Threadgold, Don's grandson Brady Barringer, Ron Dunker, Paul Sickler, Jim Dunlap, Curtis Brooks, Paul and Tamara Joerger, and myself Norm Edwards. We had a great time fishing and I think we filled our limits.



We returned from fishing and met at the fish cleaning station after a brief stop at the Busted Nut Bar and café to spin a couple tales of the ones that got away....etc. I thought it was a lot of fun and we all had some fish to take home. It was a fun time and great opportunity to enjoy our members off the clock.



## WEST RIVER BREAKFAST NETWORKING

By Norm Edwards ARA

Members gathered July 13, 2017 for a breakfast meeting at Marlin's Family Restaurant at the Windmill Truck Stop in Rapid City, SD. It was a great day and the countryside although it was still in need of rain looked good from the rain last couple of nights in the Rapid City area.

We had three members....Justin Craig Uhrig, Jerry Hulm and myself (Norm Edwards). We had an interesting discussion of events coming up for the South Dakota Chapter of the American Society of Farm Managers and Rural Appraisers.



We had a good discussion with Justin and tried to share some experience and advice to our promising new member. We shared some war stories and things we have learned along the way along with a touch of embellishment.

The discussion included new sales and changing lease rates in the Area including the wide spread drought in western South Dakota and the changing market for cattle. Jerry shared some of his ranching experiences in the Timber Lake area. Justin talked about his experiences in working with his brother on the Rushmore Angus ranch south of Rapid City.

We also had a discussion of the recent fishing outing in the Chamberlin Area in June, which was a lot of fun and a good chance to meet and network with other appraisers and managers in our society. We had a discussion of the upcoming Yellow Book presentation in Deadwood and our next meeting in conjunction with the Board of Directors meeting, just prior to Yellow Book presentation.

Our new member Justin Craig Uhrig is going to fit well in our organization as he is cut from the same bolt of cloth as most of our members. Justin was born in Nebraska and got his degree from the University of Wyoming in Animal Science. He is married and his wife and he lives in the Hermosa Area. He has had extensive experience in the changing livestock industry and has already started working at the Rapid City Farm Credit Services getting his feet wet by getting familiar with the diversity of agricultural activity in western South Dakota and Crook and Weston Counties in Wyoming. Justin is a quick study and will be a great addition to our organization.

## **CHAPTER MEMBERS ATTEND SUMMER EDUCATION WEEK**

**By Paul Reisch ARA, Barb Hegerfeld, Jordan Bauer, Justin Uhrig**

Sixteen South Dakota chapter members attended some function during Summer Education Week held July 16-22, 2017 in Omaha. Denver staff handled ticket sales for the chapter's pheasant quilt raffle fundraiser with funds to go to ASFMRA Education Foundation. With tickets sold during SEW, the quilt raffle sales are 78 tickets generating \$265 in sales.

Paul Reisch arrived on Sunday for an afternoon orientation meeting for Executive Council. Paul was then able to attend an Executive Council supper at President Mike Krause's home also attended by Academic Vice-President Jack Davis. Jack and Paul both attended the Monday-Tuesday Executive Council Meeting.

Council discussed strategic direction topics including governance survey results and a Denver staff exercise "If we could build it today...."

Council received updates from different committees and reviewed financial reports. Brian Gatzke provided Council his final Government Relations Committee Appraisal Chair report and had a Wednesday afternoon transition meeting with incoming Government Relations Committee Appraisal Chair Dennis Reyman and lobbyist Stephen Frerichs.

Council saw a preview of the new website anticipated to be functional this fall and approved a new ASFMRA logo to be unveiled at the November annual meeting. Paul appreciated the opportunity to get up to speed on Council activities and will begin his duties as District VI VP on October 1, 2017.

Barb Hegerfeld and Jordan Bauer participated in the YPN Leadership Workshop on Sunday.



Nearly 20 YPN members started the week off by attending the YPN Leadership Workshop on Work-Life-Balance led by Dee Dee Raap (<http://www.deederaap.com/>). We began by splitting into groups and identifying areas in our lives that cause stress and imbalance, along with things we enjoy and that help create balance.

We followed up with discussions on what could be done to help improve the imbalance in everyday life. We completed some self-assessments, and reflected on what our priorities in our own lives really are. The workshop was very interactive and hands on, while allowing us to reflect quite a bit on our own areas we need to focus on to achieve Work-Life-Balance.

One thing that several noted as a take-away from the workshop to create Work-Life-Balance in their own lives was to: Be present, wherever you are. When you are at work, work. When you are at home, focus on your family and home life.

Later that evening, Dupont sponsored an event at the Alamo Drafthouse where approximately 50 students and YPN members joined together for a meal and networking.

Continued

## SUMMER EDUCATION WEEK CONTINUED

Student members Austin Bunger and Ridge Sandal participated in Sunday's Student Career Day. Student Involvement Committee Chair Jordan Bauer also attended.

Students at career day were able to participate in multiple presentations throughout the day including "Finding a Great Professional Career in Rural American" and "Speed Networking" and "Mock Interviews".

The "Mock Interview presentation" allowed the students to participate in a one-on-one interview. Students were given direction on how to prepare, dress and resume etiquette.

Jordan had the opportunity to speak with the students during the "Mock Interviews" presentation. He shared his experiences as a young professional in search of a career along with his journey of becoming an appraiser with FCSA and the challenges he faced along the way.



The "Speed Networking" presentation allowed the students to communicate with professionals in different fields. Dialogue between the students and professionals took place and allowed the students to interview different experts in the industry and ask questions on their experiences and how to be successful.

The "Finding a Great Professional Career in Rural America" presentation allowed students to experience different avenues on how to become successful in finding a career in predominantly rural areas and how to overcome challenges they might encounter.

Ridge Sandal comments: "I was fortunate to have the opportunity to attend ASFMRA Summer Education Week in Omaha over the summer. I attended this event in Omaha several years ago, and knew it was something I wanted to attend again. The networking opportunities are very valuable for young professionals like myself.

In addition to networking, I was able to ask questions about the industry, and what the future holds. I also benefited from the mock interviews, where I was interviewed, critiqued, and offered suggestions for improvement in an interview. I encourage anyone interested in the appraisal/farm management industry to put this event on their calendar for next year. I can assure you that you'll be glad you did. "

Continued

## SUMMER EDUCATION WEEK CONTINUED

Austin Bunger comments: "I had yet another great experience meeting some new and familiar faces this year at Summer Education Week. The speed networking and mock interviews were a great success; both offer great insight into the career path along with what they look for in a successful candidate.

I have found that SEW is an excellent resource to meet and get involved with some of the best people in the industry. The networking opportunities combined with mentors that are willing to help get you started in the right direction are a huge benefit. I would highly recommend Summer Education Week to any individual interested in this career path."

Rick Gullickson, Matt Gunderson, and Darwin Thue attended Ag Land Management education. Jesse Ball, Barb Hegerfeld, Jaret Sievers, Kayla Suther, and Justin Uhrig attended appraisal education during the week.

Jack Davis, Terry Longtin, and Paul Reisch attended the Leveraging Disruption seminar on Wednesday. Dr. Bruce Sherrick, Professor & Director, TIAA-CREF for Farmland Research, at the University of Illinois, provided participants provoking thought regarding "Big Data And How Things Aren't Going To Be The Same." The rest of the day focused on discussion of how one could respond to some these anticipated changes.

Attendees participated in evening social networking opportunities:

- Sunday – SEW Connect @ Embassy Suites
- Monday – Nebraska Brewing Company supper sponsored by Monsanto
- Tuesday – BBQ supper sponsored by Syngenta
- Wednesday – Evening at the Ballpark sponsored by DuPont Pioneer



First time attendee Justin Uhrig provided his insights. "I had the opportunity to attend two classes during the Summer of Education Week (SEW), hosted in Omaha, Nebraska. I was in Omaha for a total of seven days and had the pleasure of networking with many like-minded agricultural professionals.

The first class was Basic Appraisal Procedures A102 that started on Sunday, July 16<sup>th</sup> and ran through Wednesday, July 19<sup>th</sup>. Thirty students total took part in the 30-hour course. The diversity of the students varied from those pursuing the appraisal profession on their own, to many that were members of various Farm Credit Associations.

Continued

## **SUMMER EDUCATION WEEK CONTINUED**

The geography of the student's home base also stretched widely, from California to Florida. The diversity of the instructor's also varied from New York where dairy was a main commodity to Alabama where cotton and peanut farms dominated the scene and back to Iowa where corn and soybean farms are the main focus.

The second class was the 15- Hour USPAP Course that ran July 18<sup>th</sup> and 19<sup>th</sup>. This class was filled with a majority of the same student body from the previous course. The instructor was a seasoned professional within the appraisal industry. Jim Synatzske, ARA was from Texas and had an array of agriculture related appraisals and appraisal reviews that added some diversity and application to the course material.

The SEW was a great opportunity to pick up some needed class requirements while in the comfort of many agricultural professionals.

Sponsors for the week provided many things from meals, to baseball game outings, to a great social environment. The ability to learn and grow at SEW would only be limited by one's own fear. I look forward to attending SEW in the future and peeling back another layer of the great opportunities offered".

### **MEMBER PROFILE IS JORDAN BAUER**

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

Graduate from SDSU with a Bachelor of Science with Emphasis on Economics/Business. I have worked with FCSA for 2 ½ years in Appraisal Department. Primary focus is Real Estate and Chattel Appraisals.

**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.**

FCSA allowed me the opportunity to be a member with ASFMRA. I remain a member for the networking and opportunities offered through ASFMRA.

**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).**

I grew up on a grain livestock farm in north central SD near Eureka, SD. I enjoy going back to the farm to spend time with family and also hunting.



## **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:**

- **Pay member registration fee 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 member registration fees 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.
- **Pay member registration fee 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.
- **Pay member registration fee for accreditation education class 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.