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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

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SOUTH DAKOTA CHAPTER

3/2017

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

DATES TO REMEMBER!

April 10 – SDSU Network Event – Brookings
May 11 - West River Breakfast Meeting – Rapid City
May 18 – SD ASFMRA Board Meeting – Sioux Falls
May 19 - East River Breakfast Meeting – Sioux Falls
May 30 – June 2 – SD Assessor Conference - Brookings
Jun 7-9 – Professionals Range Camp – Lamphere Campground Sturgis
June 27-28 – SD ASFMRA Fishing Social - Chamberlain
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
January 17-19 –Winter Education & Joint Meeting W/PAASD - Chamberlain

CHAPTER MEMBER ANNIVERSARIES

Member	Join Date	Years
Shawn Weishaar	4-22-1994	23
Terry Leibel	4-12-2002	15
Larry Janssen	4-01-2009	8
Joshua Whetham	4-09-2014	3
Jordan Bauer	4-10-2015	2
Elizabeth Bertolotto	4-01-2015	2
J.W. Hammond	4-01-2015	2

Thank you for your support!!

CHAPTER MEMBERSHIP UPDATE

We welcome our newest member Brooke Lindgren.

Brooke lives in Huron and has been a real estate / chattel appraiser with Farm Credit Services of America since March 1, 2017.

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

1 ARA / AFM 1 ARA / RPRA 10 ARA 8 AFM
49 Associate – 42 appraisers / 7 farm managers
3 Academic 10 Student 2 Affiliate 4 Retired 4 Partner

PRESIDENT'S MESSAGE

Greetings Fellow Members;

(History of agriculture continued)

Let's not forget the ranchers. This time, a little history of how ranching got started in our state. Because of the enormous amount of buffalo, numbering in the tens of millions, that roamed throughout the Great Plains, the fur trade began around 1803 and flourished through to 1850 on the upper Missouri River. Although trade with the Indians was strong at first, it declined sharply as the aggressive kill on the buffalo took its toll on the herds. By 1851 buffalo were considered to be very scarce.

At the same time the great buffalo herds were quickly diminishing, the other major enterprise of agriculture in our state, ranching, was growing. Originally, the founder of the Missouri Fur Company is generally credited with bringing the first domestic livestock into what is now South Dakota, including cows, hogs and chickens. Eventually, an abundance of livestock were kept at the various Missouri River trading posts.

There were a couple of major events bringing the first settlers and their livestock into portions of the future state of South Dakota. One was the establishment of Fort Randall in 1856 along the west bank of the Missouri River. The second was the treaty with the Yankton Sioux in 1859. Almost the entire population of what would become Dakota Territory was located in the southeastern corner of the area.

The early settlers combined raising stock with their farming operations. The number of livestock on the family farms rose sharply as the demand for meat grew with the territory. Raising livestock was proven to be profitable with a strong market for their animals in the Missouri River steamboat traffic, as well as the military posts and Indian agencies along the river. With the creation of Dakota Territory in 1861, land companies from Minnesota, Iowa and Yankton vigorously promoted settlement of the region between the Missouri River and the western boundary of Minnesota. (More next time)

The SDSU Network Event is coming up on April 10th. It appears that those attending will be briefed on a number of topics by various individuals. It should be very informative. I am especially looking forward to the tours as I am very unfamiliar with the campus. It should be a great networking opportunity with those at our states Ag University.

Don't forget our chapters FIRST EVER Fishing Social /Networking Event on June 27th & 28th. Even if you are not much of a fisherman, like me, the networking event on the 7th alone should be worth the trip.

And, the quilt that Nancy Reisch made----I WANT IT!

Spring has sprung. It is nice to have the warmer temperatures. Just hope the moisture will follow.

Later;

Terry Leibel Email: midstateaprsl@aol.com

Please participate in the Agricultural Land Value Survey 2017.

The SDSU Agricultural Land Value Survey has been ongoing since 1991. We would greatly appreciate your participation in this short survey. The data collected from this survey is compiled and used by many industry professionals and producers alike.

2017 Land Value Survey website link:

<http://2017landvalueandrentalratesurvey.questionpro.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.

Schedule (presenter times and names subject to change):

9:30 AM - Arrive, receive name tag, and network with coffee and water available

10:00 AM - Welcome by President of SD Chapter ASFMRA

10:15 AM - Monsanto Sponsor Ron Dunker

10:30 AM - SDSU Foundation - Mike Barber

10:45 AM - Economics - Dr. Jones

11:00 AM - Ag Engineering/Technology - Dr. Van Kelley

11:15 PM - Animal Science - Joe Cassady

11:30 AM - Dairy and Food Science - Vikram Mistry

11:45 PM - Veterinary and Biomedical Science/SD Animal Research and Diagnostic Laboratory -
Jane Christopher-Hennings

12:00 PM - President Barry Dunn

12:30 -PM - USDA - Sharon Papiernik

12:45 PM - Agronomy, Horticulture, and Plant Science - David Wright

1:00 PM - Ag & Bio Sciences - Don Marshall and Bill Gibbons

1:15 PM - Campus tours lead by FIRE Club members - Dykhouse Stadium, SJAC, and
Indoor Complex / Economics Trading Lab / SDSU Dairy Plant (ice cream treat!)

We encourage chapter members to attend this networking opportunity with SDSU representatives.

FISHING SOCIAL DATE SET

By Jeff Barker and Don Threadgold AFM, Co-Chairs

Mark your calendars! June 28, 2017 is the date for the Fishing Social in Chamberlain, SD from 7:30-4:30 (something like that). Our vision is to have an organized meal / networking event the evening before fishing on June 27th for those who come out the night before. Activities the evening of June 27th will start around 5:30. We will have a block of rooms available for the night of June 27th.

It is an option if people want to travel out Thursday morning just for the day of fishing. We have not finalized total cost as we are still working on the particulars of the meal and lodging. We should have all the arrangements hammered out within the next couple of weeks. More info to follow in the April newsletter.

SD ASFMRA PHEASANT QUILT RAFFLE FOR EDUCATION FOUNDATION

In January 2017, the South Dakota ASFMRA board approved a pheasant quilt raffle fundraiser with funds to go to ASFMRA Education Foundation.

Nancy Reisch has completed the quilt and sales will begin at the April 10 SDSU Network Event. Tickets are \$5 or 3 for \$10.



Other events planned for selling tickets with quilt present are chapter fishing social, ASFMRA SEW in Omaha, chapter Yellow Book offering, ASFMRA national meeting in Savannah, GA, and the January 2018 joint meeting with PAASD in Chamberlain.

Drawing for the winner will occur at the January 2018 joint meeting with PAASD in Chamberlain.

WEST RIVER BREAKFAST NETWORKING

By Loy Matthes ARA

The West River Breakfast meeting was held at Marlin's Restaurant on Thursday, March 9th, in Rapid City. Those in attendance were (l to r) Loy Matthes, Betty Wyatt, Russ Wyatt, Jerry Hulm, Dave Baker, and Kent Rasmussen.



Once again Jerry Hulm bought everyone's breakfast from the "Purple Purse" he keeps as a slush fund. We haven't seen Jerry with the "Purple Purse" but the money does show up and again we thank Jerry. No new suggestions for any tours were brought forward.

We did discuss the "tool box" concept of incorporating continuing education with breakfast meetings. Those in attendance think having a 2-hour class quarterly would be beneficial. For example: Offering qualified CE from 9:30 a.m. to 11:30 a.m. then being available for noon lunch together. We would likely have the CE in a quiet meeting room at a Rapid City location.

So, on an annual basis an appraiser can obtain 8 hours of CE by attending the local gatherings. As always, we discussed some local sales and what's happening in agriculture and national current events. Join us for our next West River Breakfast meeting and feel free to bring a guest, or an idea for a topic, speaker, or presentation.

EAST RIVER BREAKFAST NETWORKING

By Paul Sickler, AFM

Twelve of us met for breakfast at Denny's Restaurant at the Flying J Travel Plaza in Sioux Falls on Friday morning, March 17.

Chapter members attending included Jim Dunlap, Barb Hegerfeld, Tom Jass, Jim Jansen, Paul Joerger with spouse Tamara Joerger, Jay Knuppe, John McMahon, Travis Shaykett, Paul Sickler, Tim Sletten, and Jerry Warmann.



Several members expressed an interest in the fishing event this summer. See page 4 for details. Hopefully, we will have a nice turn out for this social event.

Jim Jansen, with the Nebraska Extension Service, gave us an update on Nebraska land values and rental rates for farmland. Some general comments from Jim:

Land values are down an average of about 10% from a year ago across the state.

Rental rates are down as well; water regulations are having a negative effect on rental rates as much as grain prices.

Costco is proposing to build a chicken processing plant in Fremont that will take about 400 chicken barns to supply them with chickens.

High real estate taxes are a big concern across Neb. Jim gave an example of an irrigated parcel of land where the real estate taxes are \$115 per acre. It really varies depending on the school situation. Many school districts are very small, but the local people don't want to close the school. Nebraska is looking to change their real estate taxing system to be more income based, rather than value based.

SD CHAPTER MEMBERS VISIT WITH FIRE CLUB MEMBERS AT SDSU

By Jordan Bauer

SD ASFMRA sponsored pizza and presented the program at the March 28, 2017 FIRE (Finance Insurance Real Estate) Club meeting on the SDSU campus.

Jordan Bauer and Jackson Hegerfeld represented the chapter. There were about 12 students present.

Lisa Smith opened the meeting by going over the club's schedule and then introducing Jackson and Jordan from ASFMRA.

Jordan and Jackson led a national ASFMRA power point presentation addressing the rural appraisal, farm management and agricultural consulting careers as well ASFMRA. The presentation emphasized skills needed in these careers, opportunities available, and the ASFMRA networking benefits and vision to be recognized as The Most Trusted Real Property Professionals.

Jackson conveyed to the students how he became involved in his brokerage / farm manager career and some of the day-to-day activities of his profession. Jordan did the same for the appraisal profession.



Jordan shared details of the SEW (Summer Education Week) Student Career Day opportunity that will be held in Omaha on July 16-17, 2017.

Jordan ended the session by explaining the SD ASFMRA Scholarship and student membership opportunities; and how students could apply. Jordan again emphasized the important role of networking in enhancing the opportunity of getting into the professions; and how student membership could aid this. Jordan and Jackson gave the students packets including Student Sign-up sheets, SEW fliers, and pamphlets regarding appraisal, farm managing & consulting.

CHANGES I HAVE SEEN IN THE APPRAISAL BUSINESS

By Russell Wyatt

I started writing farm appraisals in the 1980's. The only license required at that time was a Real Estate broker's license, which I had. The first appraisals I wrote were one page long. It basically said the farm was worth so many dollars because I said so! When I started doing appraisal work for Farmers Home Administration, an appraisal required a 4-page form. I actually had to show some proof of my reasoning and conclusion!

This research required many hours at the Register of Deeds office in the County Courthouse looking for recent sales in the area where I was working. As time went on, the courthouse workers made it much easier for appraisers to get information about land sales. Today I can open my computer in my office and gather all information I need about recent sales.

In the beginning, all my reports were created on an electric typewriter. If a mistake was made, the entire page had to be re-typed. I have regretted many times that I did not learn the computer when they were first being used. Instead, I chose to hire secretaries who knew how to use a computer.

During the 1980's, the Federal Government decided appraisers needed more education and required all appraisers to get an appraiser's license. Obtaining the license required many hours in a classroom with certified teachers. Anyone who wanted to continue appraising had to comply with this new rule.

There were very few who were qualified to teach. In our state, South Dakota, several established appraisers were qualified to teach. These appraisers stepped up to the plate and taught classes in Pierre, Sioux Falls, and Rapid City.

We were able to get classroom hours, pass our test, and get our required licenses so we could continue to work. I was 65 years old at that time. I am 90 years old today and I have loved my job all these years. I guess that is why I continue to work as a farm / ranch appraiser.

Another thing that has changed is the Real Estate organization supplies us with more and better information than they did in 1980 through multiple listing services. This is a great help to residential appraisers and some help to rural appraisers. The lock box system is also a great improvement as compared to picking up and returning keys.

The use of the GPS is one of the greatest tools for an appraiser to use, first in your vehicle, now on your smart phone, and you can get anywhere you need to go. This is a great tool compared to using a county map, counting the miles to the property, setting the mileage on your pickup, and hoping you are at the right place when you get there.

Drones are one of the most recent tools to enter the appraisal world. They are small-unmanned flying devices that have a high quality camera attached. They are controlled with a smart phone or a tablet. Drones can take pictures of the roof of a building, high windows, and rugged rural property that cannot be reached on foot or by land transportation. They have the ability to get measurements of buildings. Detect crop deficiencies, and count cattle. This changes the whole concept of picture taking.

Continued

APPRAISAL BUSINESS CHANGES CONTINUED

The kind of camera used for taking pictures has greatly changed. In the 1980's, we used film cameras and sometimes had to wait several days to get the pictures developed. Then we had to figure out what pictures belonged to each appraisal. Betty often went with me and tried to keep track of the picture by numbering them and making notes as I took the pictures. They often did not turn out numbered, as she had written them down. More confusion!

Then came the digital camera. I could describe the location, what the picture was (like grassland, irrigated land), and who were the buyer and seller. When I got back to the office, these pictures could be developed in seconds on the computer. Betty said this is when she lost her job to modern inventions.

Appraisals at one time were boxed and mailed to the banker. Today they are sent electronically. The client receives them instantly. Many different kinds of forms have been developed and are available on the computer to create an appraisal report.

With all the changes and new tools, it is going to make the appraisals easier to create and hopefully, a better and more accurate report. Many other small improvements have been made to make a better report and make it easier for the appraiser. The appraisers starting out today have no idea of what it was like 30 years ago.

MEMBER PROFILE IS MATT GUNDERSON

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

I am currently the Assistant Vice President of Farm & Ranch Management and Client Relations Manager at Farmers National Company.

My responsibilities include communicating with clients, farm managers, and future clients providing information and solving problems in farm and ranch management; assisting managers in business development calls; assisting in training of farm managers, sales associates, and other FNC employees; and leads special projects for the Farm and Ranch Management division.

I also manage several large farms and serve as the main contact for clients that have them in multiple farms in multiple states.



Continued

GUNDERSON PROFILE CONTINUED

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 grew up in South Dakota and am an alumnus of South Dakota State University. I wanted to be involved and keep up to date on the workings of the South Dakota Chapter in my home state and support the association and their respective efforts.

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 farm outside of Yankton, South Dakota. I was active in the 4-H program at the county, regional and state levels growing up. Attended South Dakota State University (SDSU) where I was involved on the University's Livestock Judging Team and held the office of President in several student organizations including the largest student run agriculture exposition in the nation. I have a degree in Animal Science, with an emphasis in business and production with minors in Agriculture Business and Marketing.

Most recently was the Executive Vice President at the Knights of Ak-Sar-Ben Foundation. He assisted in the administration of board activities, human resources, office management, IT, financial reporting and program assessment.

Was also the Executive Director of Ak-Sar-Ben's River City Rodeo & Stock Show which at that time held the distinction of being the second largest PRCA Rodeo on a per performance basis and the nation's largest 4-H only Stock Show. My duties included oversight management and strategic planning for the entire event. I formally worked as a 4-H Youth Livestock & Horse Specialist for SDSU Cooperative Extension and as 4-H Activities & Events Manager for the University of Nevada Cooperative Extension.

Professionally I am the Past Chairman of the National 4-H Livestock Skillathon Contest and the Current Chairman of the National 4-H Livestock Judging Contest. I am a member of Ag. Builders of Nebraska and is Past President of the Greater Omaha Jacks Alumni Chapter, Omaha Agri-Business Club and Kiwanis Club of Omaha. I am the current Chairman of the National 4-H Livestock Contests Management. I enjoy traveling along with agriculture and motorcoach consulting and working on his family's farm and livestock operation in his spare time. I am married with one daughter.

Describe a few memorable or unique experiences in your life.

- Served as an Intern in the South Dakota Legislature, it was a great experience.
- Formerly operated a motorcoach company on the side when I lived in Brookings primarily hauling people home from the downtown establishments.
- Designed and oversaw the construction of the Morton 4-H Beef Barn at the South Dakota State Fairgrounds.