

**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**

5/2017

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

**DATES TO REMEMBER!**

May 30 – June 2 – SD Assessor Conference - Brookings  
Jun 7-9 – Professionals Range Camp – Lamphere Campground Sturgis  
June 27-28 – SD ASFMRA Fishing Social – Kimball / Chamberlain  
July 13 - West River Breakfast Meeting – Rapid City  
July 17 – 21 – Summer Education Week – Omaha, NE  
July 28 - East River Breakfast Meeting – Sioux Falls  
September 10-15 - Leadership Institute – Washington, DC  
October 4 – Ag-Bio Career Fair – Brookings  
October 17 – SD ASFMRA Board Meeting – 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
Terry Longtin	6-01-1990	27
Joe Lutter	6-01-2007	10
Jeff Barker	6-27-2007	10
Travis Shaykett	6-29-2011	6
Amanda Leighton	6-27-2013	4
Jason Vaith	6-14-2013	4
Seth Van Duyn	6-27-2014	3
Christina Becker	6-15-2016	1
Austin Bunker	6-24-2016	1

Thank you for your support!!

**CHAPTER MEMBERSHIP UPDATE**

We welcome our newest member Justin Uhrig. Justin began employment in May as a real estate / chattel appraiser with Farm Credit Services of America in Rapid City. He graduated from the University of Wyoming in May 2008 and has been Ranch Herdsman at Mt. Rushmore Angus Ranch since graduation prior to employment with Farm Credit Services of America.

National membership grew from 84 members April 2016 to 89 members April 2017. Total chapter members increased by three since January 1, 2017.

Summary of Current 94 Members / 75 accredited / associate / academic:  
1 ARA / AFM 1 ARA / RPRA 10 ARA 8 AFM  
51 Associate – 44 appraisers / 7 farm managers  
4 Academic 10 Student 2 Affiliate 3 Retired 4 Partner

## PRESIDENT'S MESSAGE

Greetings Fellow Members;

(History of Agriculture---continued)

In the early 1860's, when Dakota Territory was still in its infancy, the raising and importation of livestock was principally limited to the region east of the Missouri River and its west bank. However, fur traders and early military explorers thought the region farther west to the Black Hills had an immense grasslands ideal for raising stock. Consequently, in the mid-1860's the territorial legislature requested congress for funds for a survey to determine the region's resources. A herd law requiring ranchers to fence their domestic animals and making them responsible from crop damage caused by their animals passed at the same time.

Hopes that the Dakota officials had for opening the West River grasslands for settlement was dashed by the Fort Laramie Treaty of 1868, which created the Great Sioux Reservation, the boundaries of which extended from the Missouri River to the Black Hills and basically from Nebraska to the present day South Dakota-North Dakota border. This reserved this vast region for use and occupation of the Teton, or Western Sioux, and prohibited white men from entering and settling there. Creation of the Great Sioux Reservation did, however, provide an additional market for the stock growers of eastern Dakota, by the federal government in order to fill its contracts for feeding the Indians. By 1870, the number of cattle delivered to the Sioux agencies far exceeded the numbers of stock held in the eastern part of the state.

The national financial panic of 1873 eventually pushed the Dakota Legislature to urge the federal government to open the reservation to the whites, particularly the Black Hills Region, where gold was rumored to exist. The government sent an expedition to the Black Hills in the summer of 1874, to determine if gold actually did exist there. This expedition, led by Lieutenant Colonel George A Custer lead a column consisting of 110 wagons, 1,000 soldiers and civilians, and a 300 head beef herd to feed his command on the expedition.

Although gold had been found in the hills during the expedition, Custer was more enthusiastic describing the superior grazing resources of the plains surrounding them. The following summer another expedition, named the Newton-Jenny Expedition spent five months in the Black Hills region; Colonel Richard Dodge, who headed the military escort, agreed with Custer and stated "...there is no finer country for stock raising in the world..." (More next time)

**Our first ever-fishing social** is not far off. If you are planning on attending, and have not yet signed up, please get back to Jeff or Don as soon as possible. The details of the event are included in this newsletter.

**The Kjerstad Member Scholarship** has had some changes made at our last board meeting. (Full details are in this newsletter.) Over the last several years, there has been a considerable amount of money in the scholarship account, due to not enough use. This program was set up for the sole purpose of aiding our members in the cost of tuition for various opportunities. At their board meeting, the board of directors raised the amount of some scholarships to further promote its use. Please consider this, if you are looking to further education, attend the national meeting or leadership institute, or taking an accreditation exam---that is what it is there for.

Later;

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

## **SDSU SCHOLARSHIP SELECTION MADE**

**By SDSU Scholarship Committee Chair Keith Newman**



Alec Weber has been selected as this year's recipient of the Chapter's \$1,000 scholarship for the 2017-2018 academic year.

Alec is working on an Agronomy major (with Ag Business & Precision Agriculture minors). Alec is from Tyndall, SD, in addition to being a graduate of Bon Homme High school. When asked how he first heard about the scholarship opportunity, Alec indicated that he had applied for the scholarship the past four years.

In his college career, he is an active member of Agronomy & Conservation Club, Harvest Table, and the Jacks for Life Club. He has taken Farm and Range Management classes and hopes to pursue a career in Agronomy, or in agricultural (soil) consulting. Alec also volunteers for the Campus Wide Clean-up.

Scholarship Chair Keith Newman is responsible for promoting the scholarship to students and arranging for an interview team of chapter members to interview and select a scholarship recommendation for Ag-Bio Associate Dean Don Marshall.

This spring, nine students applied for the ASFMRA scholarship. Chair Keith Newman put together a great interview team to conduct interviews of the top three candidates for the Chapter's \$1,000 scholarship. Keith Newman led the interview team that also included Jack Davis and Paul Sickler. The three individuals were interviewed on the SDSU campus April 27th.

The scholarship was created to develop and support student interest in the rural appraisal, farm management and agricultural consulting professions and to encourage students to become American Society of Farm Managers and Rural Appraiser (ASFMRA) chapter members.

Upper level undergraduate students enrolled in the College of Agriculture and Biological Sciences at SDSU are eligible for this scholarship. A cumulative GPA of 2.5 minimum or upper half of class ranking is required - along with a stated interest in considering rural appraisal, farm management, or agricultural consulting as a career.

## **CHAPTER FISHING SOCIAL JUNE 27-28**

**By Jeff Barker and Don Threadgold AFM, Co-Chairs**

Twelve chapter members have signed up for fishing and two for the evening supper only.

The Dinner /Networking Event will be held at the Nedved Farm 5 miles south of Kimball starting at 5:30 pm on Tuesday June 27<sup>th</sup>. Dinner will be a fish fry with fixings and refreshments. Lots of room to move around and socialize! Get to know your fellow chapter members better.

On Wednesday June 28<sup>th</sup>, we will be fishing with Chuck Nedved who runs a guide service out of Kimball, SD. Chuck has been fishing the Missouri River for a number of years and knows all of the hot spots. Like any good angler, Chuck will not guarantee that we will catch fish, but says there is a good possibility that **MORE THAN LIKELY** we will catch fish! (How about that for weasel words. Sounds like Chuck would make a good appraiser!)

The guide will provide transportation from Dakota Winds to Chamberlain on Wednesday the 28<sup>th</sup>. Our ride will pick us up at 7:00 am. A bag lunch will be provided on Wednesday while fishing. The guide will provide transportation back to Kimball Wednesday afternoon following fishing. (Unless you are heading west. In that case, you may want to drive over to Chamberlain in the morning.)

Lodging on Tuesday night will be at Dakota Winds located at 720 S Main St, Kimball, SD. There are rooms blocked under ASFMRA at a rate of \$59.95 a night. Please call (605) 778-6215 to reserve a room. The hotel will honor that \$59.95 should you want to stay on both Tuesday and Wednesday night. Just let them know when you reserve your room.

For **ONLY** \$120 + guide gratuity you get dinner / refreshments on Tuesday night, fishing and lunch on Wednesday and if you are a good fisherman (or lucky) you **MAY** get to take a couple of walleyes home. The fellowship and fishing stories are free! (Lodging is on your own and payable to Dakota Winds.)

This is a very reasonably priced day of guided fishing that is set up for everyone from beginner to experienced fisher-people. All the gear is provided so just show up with a fishing license and you will be ready to go. This should be a good day spent with fellow ASFMRA members!

**If someone not signed up for fishing still wants to go, late reservations will be taken based on availability of boat space. Price for Wednesday fishing only without Tuesday evening meal is \$105.**

**Price for Tuesday evening fish fry only is \$15. Deadline to sign up is June 20<sup>th</sup>.**

**All money will be collected at the event.**

**Please contact Jeff Barker by email at [jeff.barker@raboag](mailto:jeff.barker@raboag) or by cell at (605) 261-0395 if you have questions and to sign up.**

## **SALES UNDERWAY FOR 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 made the quilt.



Sales have occurred at the April 10 SDSU Network Event, Chapter Board Meeting, and East River Breakfast Meeting. To date, chapter members have sold 40 tickets generating \$135 in sales.

Other events planned for selling tickets with quilt present are chapter fishing social, breakfast meetings, 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.

Board members involved to date have been Paul Reisch (quilt making, Network Event sales, Jim Dunlap (national support), and Craig Sommers (raffle tickets).

National will provide the work force for sales at SEW and national meeting. Paul Reisch will handle national coordination for these events. Board members assigned to lead pheasant quilt raffle ticket sales at chapter functions are East River Breakfast Meetings (Paul Sickler), West River Breakfast Meetings (Loy Matthes), Fishing Social (Paul Sickler), Yellow Book (Loy Matthes), and January 2018 annual meeting (Loy Matthes / Craig Sommers).

Tickets are \$5 or three for \$10. Chapter members are encouraged to purchase raffle tickets themselves and to sell tickets to others. Request tickets from Paul Sickler [psickler@farmers-national.com](mailto:psickler@farmers-national.com) with an e-mail.

Treasurer Adam Nelson ([adam.nelson@fcsamerica.com](mailto:adam.nelson@fcsamerica.com); PO Box 88737 Sioux Falls, SD 57108) is to receive sold tickets and money.

## **WEST RIVER BREAKFAST NETWORKING**

The May 11, 2017 Breakfast meeting was held at Marlin's Family Restaurant at the Wind36mill Truck Stop in Rapid City, SD. We had three members; David Baker, Joe Doran, myself, and a guest Jay Widdoss present.

We had an interesting discussion of events coming up for the South Dakota Chapter of the American Society of Farm Managers and Rural Appraisers.

The discussion included new sales in the area including a recent land auction in the Cedar Breaks area of Perkins County for \$945 an acre for mostly rangeland on a 2360-acre tract with some BLM land and unimproved land, and some other easements for pipelines in the area.



**By Norm Edwards ARA**

We also had a discussion of the upcoming fishing outing in the Chamberlin Area in June, which sounds like 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 Range Camp in Sturgis and the upcoming Yellow Book presentation in Deadwood.

One of our members, Joe Doran, CAA, was chosen to host the State of South Dakota summer education 70<sup>th</sup> Annual Conference to be held May 22-25, 2018 in Rapid City. They are putting together an interesting program and plan on having the headquarters at the newly renovated Alex-Johnson Hotel.

They are looking to have some interesting topics including a tour of timber development and production in the Hills. I talked to him about an interesting presentation I attended put on by Bill Coburn a forester with Neiman's Forest Products, which is the biggest producer in the area. As a forester, Bill presented a profession prospective on not only large USFS Sales but also a market perspective on smaller private tracts for timber production. He suggested a walking tour of the Sawyer Memorial Trail, which was developed by various private interest to highlight forest diversity, and characteristics of production in the Black Hills.

## **CHAPTER BOARD ACTIONS AT SPRING MEETING**



Eight of the eleven board members attended at the SD ASFMRA spring board meeting held May 18, 2017 in Sioux Falls.

Meeting highlights not addressed elsewhere in the newsletter:

Treasurer Adam Nelson reported that winter education net income was \$3,976 (within \$24 of budget). ASFMRA will support Education Foundation Auction with donation of e a case of SD wine and \$500.

Continued

## **CHAPTER BOARD ACTIONS CONTINUED**

The 2018 Winter Education schedule will be Wednesday January 17 Property Rights Seminar, Wednesday evening annual meeting, and Thursday January 18 USPAP offering with PAASD followed by joint social. The Property Rights seminar should have content beneficial to farm managers as well as appraisers.

Board members decided that the Toolbox Topics Workshop concept was not viable for breakfast meetings. There was consensus the idea had merit under Education Committee relative to potential topics of 3 to 4 offerings at January continuing education.

President Leibel announced that he had appointed Jim Dunlap to serve on 2018 Nominating Committee with Craig Sommers and Allan Husby.

The board approved Kjerstad Member Scholarship Changes. At the time the Kjerstad Member Scholarship started \$500 was adequate to cover most registrations. Currently, the \$500 covers the full cost of only a few. Most of the appraisal courses have a cost range of \$600+ to almost \$800. Ag Land Management classes 1 thru 3 needed for the AFM have a \$974 cost. Registration for annual meeting and Leadership Institute also now exceed \$500.

The board approved changing all scholarship opportunities conveying \$500 to the member registration fee. See page 9 for full details. The action changes these scholarship opportunities:

- **\$500 scholarship for Leadership Institute attendance.**
- **Pay up to two \$500 scholarships annually to attend National Meeting for members who have attended the National meeting in the past.**
- **\$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.**
- **\$500 scholarship for accreditation education for those committed to achieving accreditation.**

To:

- **Pay member registration fee for Leadership Institute attendance.**
- **Pay up to two member registration fees to attend National Meeting for members who have attended the National meeting in the past.**
- **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.**
- **Pay member registration fee for accreditation education class for those committed to achieving accreditation.**

The board approved liability insurance for chapter activities.

## EAST RIVER BREAKFAST NETWORKING

By Paul Reisch, ARA



Chapter board members joined others at the May 18, 2017 East River Breakfast meeting. Fourteen members were present including:

Officers & Board members - Terry Leibel, Craig Sommers, Paul Sickler, Adam Nelson, Paul Reisch, and Don Threadgold

Chapter members – Jesse Ball, Jack Davis, Barb Hegerfeld, Jim Hollenbeck, Allan Husby, Kevin Johannsen, Timothy Sletten, and Jerry Warmann

Allan Husby attended Appraiser Advisory Council meeting the day before. He reported that Ryan McKnight and Nacasius Ujah presented SDSU strategic plan outlining goals of real estate minor beginning fall of 2018, real estate major beginning fall of 2019 or 2020, and a master's program in 2021 or 2022. The program will cover all appraisal types as well as other real estate topics. The Appraisal Foundation plans to visit in the near future to assess qualifying education for appraiser licensing. The presentation received positive reception from Appraiser Advisory Council members and PAASD board members, who were also in attendance.

President Leibel reported board actions regarding ASFMRA Education Foundation, January 2018 continuing education, and Kjerstad Member Scholarship (see Board Actions article for details). He also encouraged members to attend the fishing social and to purchase tickets for the pheasant quilt raffle with proceeds going to the Education Foundation.

Jack Davis reported the SDSU Land Survey results should be published in June. He said the Ag Lender's Conference will be held October 23, 25, and 27 in Sioux Falls, Watertown, and Rapid City. He will be asking chapter members to serve on a panel reporting current land value trends in the location of each meeting.

## **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.