

Officers:
 President
 Terry Leibel

President-Elect
 Paul Sickler, AFM

Secretary
 Paul Reisch, ARA

Treasurer
 Adam Nelson

Past President
 Craig Sommers



American Society of Farm Managers & Rural Appraisers

THE MOST TRUSTED RURAL
 PROPERTY PROFESSIONALS

Directors:
 Jeff Barker, ARA (2019)
 Jim Dunlap, ARA-AFM (2020)
 Brian Gatzke, ARA (2021)
 Dave Koenigshof (2021)
 Loy Matthes, ARA (2019)
 Don Threadgold, AFM (2019)

YPN:
 Barb Hegerfeld & Jordan Bauer

Committee Chairs:

Membership: Kim Larson

Social: Jeff Barker, ARA

East River Breakfast
 Barb Hegerfeld

West River Breakfast
 Norm Edwards, ARA

Fishing Social
 Jeff Barker ARA &
 Don Threadgold AFM

Education
 Travis Shaykett & Jason Vaith

SDSU Relationships: Brian
 Gatzke ARA & Allan Husby ARA
 Career Fair – Barb Hegerfeld
 Curriculum - Gatzke/McKnight
 Network Event–Ryan McKnight
 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

SOUTH DAKOTA CHAPTER www.asfmra-sd.com

2/2018

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

DATES TO REMEMBER!

March 8: West River Breakfast Meeting – Rapid City
 March 16: East River Breakfast Meeting – Sioux Falls
 June 6: SD ASFMRA Board Meeting - – Kimball / Chamberlain
 June 6-7: SD ASFMRA Fishing Social – Kimball / Chamberlain
 June 24 – 29: Education Week – Des Moines, IA
 August 2-3: Chapter Leader Day - Denver
 September 8 – SDSU Network Event - Brookings
 September 10-14: Leadership Institute – Washington, D.C.
 October 29 - November 2: 89th ASFMRA Annual Meeting – Chandler, AZ
 January 23-24 – Winter Education & Joint Meeting W/PAASD - Chamberlain

CHAPTER MEMBER ANNIVERSARIES

Member	Join Date	Years
Paul Sickler	3-27-1992	26
Jim Hollenbeck	3-12-1999	19
John McMahan	3-12-1999	19
Ron Rucker	3-12-1999	19
Craig Sommers	3-12-1999	19
Jim Vietor	3-12-1999	19
Allan Husby	3-15-2002	16
Brian Gatzke	3-21-2003	15
Loy Matthes	3-07-2003	15
Scott Heimes	3-26-2004	14
Dan Hilgenkamp	3-11-2005	13
Troy Swee	3-18-2011	7
Curtis Brooks	3-27-2015	3
Dane Larsen	3-01-2016	2
Victor Tuschen	3-01-2016	2
Brooke Lindgren	3-16-2017	1

Thank you for your support!!

PRESIDENT'S MESSAGE

Greetings Fellow Members;

(History of Agriculture Continued)

In the early 1900's the cattle industry was booming. In 1901 a lease along the north border of the Cheyenne Indian Reservation by the Milwaukee Railroad. The primary shipping points of Evarts and LeBeau located on the east bank of the Missouri River north of Pierre were established. Cattle were first ferried across the river until a pontoon bridge was built. The number of carloads of west river cattle shipped to market in the first five years from Evarts totaled 22,000.

Additionally, thousands of carloads of cattle from Texas were shipped to Evarts for restocking the western ranges. The Lake, Lemmon and Tomb Cattle Company, the largest cattle operation in the state, possibly in the country, ran 53,000 head on an 865,000 acre lease on the Standing Rock Reservation; it was actually described as the largest fenced pasture in the world.

Cattle from the reservations were ferried across the Missouri River. The major shipping point of LeBeau came to an end in 1910 when the Milwaukee Railroad crossed the river at Mobridge. In addition, by 1907 the Chicago and Northwestern Railroad continued building rails going west from Pierre, and the Chicago, Milwaukee and St. Paul Railroad extended from Chamberlain to Rapid City. Coupled with the opening of surplus Indian reservation land to white settlement, a heavy influx of homesteaders came into the region. The west river population jumped from 57,579 to 137,687 in just five years, from 1905 to 1910.

The cattle industry built strong political influences through a number of associations. The Northwestern Stockgrowers Association was formed in Belle Fourche in 1903, but faded away only a couple years later. The Western South Dakota Stockgrowers Association dropped "Western" from its title in 1935. A number of other organizations, including the Last Round Club, the Junior Stockgrowers and the South Dakota CowBelles, were all formed in the first half of the century. Although individual organizations, they still have close associations with the South Dakota Stock Growers Association (SDSGA).

Like farmers, the state's stockgrowers have also had to deal with fluctuating prices over the years. Low commodity prices during periods of rising costs have been harmful to the rancher just as much as the farmer. The SDSGA has consistently pushed for support of the cattle industry through appeals for larger government purchases of beef for the military, for school lunch programs, and for foreign aid programs.
(More Next Time)

You will all soon get emails about the upcoming breakfast meetings; March 8 in Rapid City and March 16 in Sioux Falls. This is a great opportunity to connect with fellow professionals in the business. Find out what's going on in the appraisal world, share knowledge on the most recent sales activity, visit with those you might not see often, and---get a breakfast. It's a tough deal to beat. Networking is always a good thing!

Continued

PRESIDENT'S MESSAGE CONTINUED

As you will read further on in this newsletter, the newsletter itself is going through a transition. Paul, who has been its editor since its inception, is now turning it over to the very capable Amanda Leighton. What a super job Paul has done over the years, continually, seemingly without missing a beat, keeping everyone abreast of all the relevant aspects of our chapter. According to my count that is 186 newsletters.

While I find it difficult to comprehend the countless hours he has put into it in over fifteen years, the result is easy to realize---this communication tool has immensely strengthened our chapter. I don't typically speak for others, however, in this case, I feel very confident in expressing the feelings of all chapter members when I say **THANK YOU PAUL!**

Later;

Terry Leibel Email: midstateaprsl@aol.com

NEWSLETTER EDITOR TRANSITION

By Paul Reisch, ARA

It has been a pleasure serving the chapter as newsletter editor since its start in August 2002. Here is how it was introduced at that time:

“Newsletter editor Paul Reisch announces plans for a monthly communication to the membership. Regular features will include dates to remember, President's message, member news, and events update. There will also be monthly emphasis articles on the plans / activities of a specific chapter committee. Appraisal items of interest can also be highlighted. We ask all members to help the content regarding dates, member news, and appraisal items of interest by e-mailing information to Paul Reisch by the 10th of the month. Newsletter will go about mid-month.”

Although distribution has evolved into end of the month instead of mid-month, other goals and content have been largely achieved. The result is a regular communication to chapter members informing them of chapter activities and member news. It takes the efforts of many to accomplish this and I thank all members who have contributed newsletter articles over the years. I express a special thank you to Norm Edwards for his articles on tours and classes and to Russell Wyatt for his special, interesting personal stories. Keep them coming☺!

It is now time to turn the reins over to a younger member. On February 23, I met with Amanda Leighton to discuss transition plans. Amanda will take over the newsletter editor role starting with the March edition. I will provide guidance and input as Communications Committee chair and Chapter Secretary. I am confident Amanda will carry forward the SD newsletter tradition and ask members to support her in that effort as you did me over the past 15+ years.

CHAPTER MEMBERSHIP UPDATE

We welcome our newest student member Logan Zeisler. Logan works as a market research assistant with Northern Plains Appraisal.

Summary of Current 95 Members / 75 accredited / associate / academic:

1 ARA / AFM 11 ARA 8 AFM

52 Associate – 43 appraisers / 9 farm managers 3 Academic

9 Student 2 Affiliate 4 Retired 5 Partner

ACCREDITATION & WHAT IT CAN MEAN FOR YOU!

By Mentor Committee Chair Jim Dunlap, ARA

More than 25 percent of our chapter members value accreditation! What does accredited mean? The short answer to this is text book. It recognizes someone that has provided years of professional service and completed additional hours of education beyond the minimum of the profession, and has had their knowledge comprehensively tested to assure consumers they are dealing with ethical professionals of the best quality in our professions.

The tangible result of designation for me on the ARA side of the house, is that since attaining ARA, I have not had a year go by where I have not received several jobs because I am an ARA and the additional exposure it provides on our national website. Just like brand name merchandise, people know what to expect when seeking a professional. This additional work has more than paid my membership each year over the last twenty-five years.

I received my AFM much later, but over the last four years, it has been recognized by attorneys, courts, and individuals needing farm management, providing me an opportunity to “sell” my management expertise and visit with them about my background and professional knowledge. Previously this chance to visit with others about the management side of my business was limited. I have verified this tangible benefit, which goes beyond personal satisfaction in obtaining the recognition of your peers, over many years. **Don’t ignore a great opportunity to get ahead in the profession!**

To achieve a designation not only requires significant additional education course material, but completion of a demonstration report and comprehensive testing. That is where the Mentor Committee can potentially help. It is always helpful to have someone beside your boss or co-worker that you can go to with questions or ask for assistance with either issues of accrediting, or day to day professional issues. Our chapter has mentors available to help you both with the accreditation process and your educational needs.

In addition, the SD Chapter, through the Kjerstad Member Scholarship, provides several helpful monetary opportunities. One scholarship pays for the first ASFMRA education class for AFM accreditation or certified general license; another pays registration fee toward an accreditation class once member has submitted written intent with time line plan to complete accreditation; another pays for the cost of the accrediting exam, and another pays the registrations fee at the national meeting where an individual receives his / her accreditation. **This is significant financial help. These dollars do not have to be paid back, unlike student loans!**

About one fourth of our chapter members are already accredited, with several more on track toward accrediting as either an ARA, or AFM. As chairman of the Mentor Committee, I am very pleased with how many in our chapter recognize this as a worthwhile endeavor. However, we still have quite a few other members that may be interested in becoming accredited or in obtaining an additional accreditation that we are not aware of, or need some information to proceed.

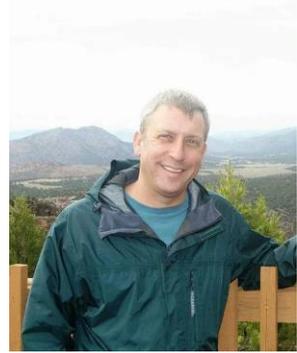
Shortly we will be sending out an email survey, (one or two questions, I promise), to members not accredited, seeking information of your interest in the process. If you are interested, we also need to know where you are in the process and what we can do to help you succeed. **Watch your email, and please respond!**

IT'S WARMER IN TEXAS

By Peggy Sanders

While almost everyone else in the country was scurrying about with Christmas preparations and wondering what they would be receiving Patrick Wyatt was preparing to only give. He wanted to go to the hurricane-ravaged area in Texas and help in any way that he could. Using his own resources entirely, he flew down, rented a car and looked at the devastation as he drove.

Wyatt is an appraiser trainee with Wyatt's Real Estate and Appraisal in Hot Springs and very close to completing his certification and licensing. Since he previously lived in Texas, he contacted one of his friends who suggested a town that needed assistance, Rockport, TX, about 30 minutes north of Corpus Christi.



Wyatt contacted a Baptist church that, even though it is heavily damaged, has set up a volunteer center. FEMA supplied the church with a loan fund to help with supplies, construction costs and such. To offset those funds there is a reduction in the payback balance for every hour of volunteered time. Workers go to the center to get their assignments and record their time.

Wyatt said, "I was there about five months after the storm. Only the week before one motel had finally gotten cleaned up enough to open. Houston got the media coverage so workers and volunteers flocked there. The smaller, out-of-the-way towns are really hurting."

Not all jobs require expertise; sometimes the ability to heft loads or move rubble is what is needed. He saw piles of debris everywhere. Commercial buildings were leveled; heaps of brick had not been touched. A striking scene was a storage unit that was used to store large boats. It was several stories high and the boats were hanging where one side was ripped off.

Wyatt said, "I went to the church and signed in. They gave me a couple of tasks. I cleared some ruins from a woman's yard and I went to knock on doors to see what was needed. I then had a visit with the crew at the church and I told them that I am an appraiser. They assigned me a job where I could use my skill set. I set out with a list of address of homes that had been registered as needing general help."

When people come to the church for assistance they fill out a bit of paperwork. The repair needs are sorted in three categories: general repairs, major problems that would call for heavy equipment and specialty work such as roofing. Wyatt went to assess the listed homes in order to give a clearer understanding for the planners and volunteers.

Wyatt talked with homeowners in person or on the phone and took photos as he assessed the damage of general requests, such as scrap clearing, fences, sheetrock, etc. People were glad to know the church was working on their problems. If there was a job he could do while there, he did it before moving on to the next house. At night he typed up a report and included photos so they could see what the repair job would entail.

Wyatt said, "Driving through the neighborhoods, I don't think I saw a single house that didn't have some damage. Most of the town is highly impoverished and many of the homes belong to people who are older and not able bodied. If people had insurance, they are fighting with the insurance companies and unless that money comes through they have no way to make repairs.

There is a lot of misinformation. I went to one man's house and he lives on a big lot in a mobile home. All of the siding had blown off and he is slowly replacing it with plywood until he could find steel to put up. The man had a lot of debris on his lot and he had been told that he had one more week to clear it and after that date, he would have to start paying for pickup; currently the city sends out crews at no direct charge. I inquired at the church and found out that was not accurate and relayed the information to a very relieved man."

Continued

IT'S WARMER IN TEXAS CONTINUED



White house with roof torn off; this home looks like it has been abandoned and left to rot for years, but the photo was taken five months after the storm.



House with plywood filling a hole underneath a window and siding; the owners of this home are waiting for insurance money so they can repair the damages.



Demolished kitchen; the roof and ceiling are gone making the home uninhabitable.



Debris pile; piles of debris like this line the roads five months after the storm.

There is a lot of misinformation. I went to one man's house and he lives on a big lot in a mobile home. All of the siding had blown off and he is slowly replacing it with plywood until he could find steel to put up. The man had a lot of debris on his lot and he had been told that he had one more week to clear it and after that date, he would have to start paying for pickup; currently the city sends out crews at no direct charge. I inquired at the church and found out that was not accurate and relayed the information to a very relieved man."

Wyatt has blazed a trail and he would be happy to share his contacts and knowledge with anyone who may be able to go help. Noting that the weather is much warmer down there in winter, Wyatt encourages individuals or small groups from churches or service clubs to participate in this opportunity. Contact him through rockportvolunteer@outlook.com.

Although in the overall scope of things Wyatt accomplished small things, yet to the people he helped and encouraged, his volunteerism and presence were monumental.

MEMBER PROFILE IS TOM STERNHAGEN

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

I began my appraisal career just before I graduated from Northern State University, gaining valuable real-world experience to go along with my classroom education. After graduating with a bachelor's degree in Business Administration, I started working full time at Braun Appraisals and began working towards my appraisal certification.



I've always known I'd like a career that tied together business and agriculture. Growing up, I watched my grandpa run his farm and then watched my parents expand their farming business as well. It was great to experience first-hand what it takes to run and operate a farm and business.

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 think it's important to always better yourself and one of the best ways to learn is from the experience of others. Mike, my appraisal supervisor, encouraged me to become a member. I quickly learned that I could gain some insight about my appraisal career, as well as gain access to valuable, professional, and reliable resources from the organization and its members.

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 in a rural town in northeast South Dakota. While I really enjoyed playing sports, I also enjoyed helping at the farm when needed. My wife, who grew up on a livestock operation / farm, was surprised to learn her city boy husband knew how to drive a tractor!

While in college and before beginning my appraisal career, I had the opportunity to work as an intern at Wheat Growers (Agtegra) for two summers. I gained some valuable insight into how the agricultural community works and interacts during those internships. Our family also enjoys spending a lot of time at the lake in the summer. We've recently learned to wake-surf and really love being outside and spending time with family.

Describe a few memorable or unique experiences in your life.

My wife and I enjoy traveling and experiencing different places together. As undergraduates, we were very lucky to be able to take a trip overseas to Paris and London through Northern State University. It was interesting to experience the different cultures and witness all the amazing history. I must admit, though, that I still like our food best! We really enjoy traveling and learning and are hoping to do more in the future.