

Officers:
President
Paul Sickler, AFM

President-Elect
Brian Gatzke, ARA

Secretary
Paul Reisch, ARA

Treasurer
Adam Nelson

Past President
Terry Leibel

Directors:
Jack Davis (2022)
Jim Dunlap, ARA-AFM (2020)
Jerry Hulm, ARA (2022)
Paul Joerger, AFM (2021)
Dave Koenigshof (2021)
Don Threadgold, AFM (2022)

Committee Chairs:

Membership: Kim Larson

Social: Jeff Barker, ARA

East River Breakfast:
Tamara Joerger

West River Breakfast:
Norm Edwards, ARA &
Justin Uhrig

Fishing Social
Jeff Barker ARA &
Don Threadgold, AFM

Auction Social
Terry Leibel/Loy Matthes, ARA

Education: Travis Shaykett

Nominating: Terry Leibel

Communication:
Paul Reisch, ARA
Newsletter – Curtis Brooks
Website – Adam Nelson

NE-SD 2020 Summer Meeting:
Dave Koenigshof

Government Relations:
Paul Sickler AFM &
Jim Dunlap, AFM-ARA

Mentor: Allan Husby, ARA

Assessors Conference
Don Zacher

SDSU Relationships:
Brian Gatzke ARA
Career Fairs – Barb Hegerfeld
Network Event–Ryan McKnight
Scholarship – Keith Newman
Student Involvement
-Rick Gullickson

YPN: Ryan McKnight

Kjerstad Member Scholarship:
Paul Sickler AFM



American Society of Farm Managers & Rural Appraisers

THE MOST TRUSTED RURAL
PROPERTY PROFESSIONALS

SOUTH DAKOTA CHAPTER www.asfmra-sd.com

2/2019

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

DATES TO REMEMBER!

March 14: West River Breakfast Meeting – Rapid City
March 22: East River Breakfast Meeting – Sioux Falls
May 15: West River Breakfast Meeting – Rapid City
June 12: SD ASFMRA Board Meeting – Kimball
June 12-13: SD ASFMRA Fishing Social – Kimball / Chamberlain
July 17 – 27: Education Week – Omaha, NE
August 15-16: Chapter Leaders Day – Denver, CO
September 6: SDSU Network Event - Brookings
September 9-13: Leadership Institute – Washington, D.C.
November 16-22: ASFMRA Annual Meeting – Louisville, KY
January 22-24 2020: Winter Education & Joint Meeting W/PAASD

CHAPTER MEMBER ANNIVERSARIES

<u>Member</u>	<u>Join Date</u>	<u>Years</u>
Paul Sickler	3-27-1992	27
Jim Hollenbeck	3-12-1999	20
John McMahan	3-12-1999	20
Ron Rucker	3-12-1999	20
Craig Sommers	3-12-1999	20
Jim Viotor	3-12-1999	20
Allan Husby	3-15-2002	17
Brian Gatzke	3-21-2003	16
Loy Matthes	3-07-2003	16
Scott Heimes	3-26-2004	15
Dan Hilgenkamp	3-11-2005	14
Troy Swee	3-18-2011	8
Matt Gunderson	3-11-2015	4
Curtis Brooks	3-27-2015	4
Joe Kalina	3-23-2016	3
Dane Larsen	3-23-2016	3
Victor Tuschen	3-01-2016	3
Brooke Lindgren	3-16-2017	2
Melissa Maurer	3-14-2018	1
Richard Marlier	3-21-2018	1
Christopher Nelson	3-21-2018	1
Andrew Schaeffer	3-21-2018	1

Thank you for your support!

PRESIDENT'S MESSAGE

By: Paul Sickler

Time sure is flying by! It seems like I just penned my first "President's Message" and now it is time for the second one already. This role as Chapter President is new to me, but I am so far enjoying the details of it. Our chapter has very good people and that's what it takes to make a good chapter. Thank you for being a part of our chapter. As you will read elsewhere in this newsletter, we have several things going on with our chapter. I would encourage everyone to take part in at least a couple of the activities.

At our East River Breakfast meeting on March 22, our chairwoman Tamara Joerger has lined up an excellent speaker. Dave Knudsen, Vice President of Agri-Business lending at First Dakota Bank, will be talking about a variety of current event topics related to agriculture. I hope many of you on the east side of the state can make it. Remember, we are trying out a new location – Josiah's Coffeehouse in Sioux Falls.

We have many members celebrating their chapter member anniversary this month. There is one guy on the list that has been around for long time! A big welcome to our newest members and hopefully we can continue to grow our membership.

I have completed setting up the South Dakota chapter committees and you will see this outlined in this month's newsletter. Thank you to all who have agreed to serve on a committee and especially "thank you" to those that have agreed to serve as a chair. The work of each of these committees is what makes our chapter so successful.

As many of you know, Brian Gatzke's daughter Diedra passed away on February 14 from a brain hemorrhage of an AVM on the evening of February 12. Please continue to keep Brian and his family in your thoughts and prayers during this most difficult time. A memorial to Boys Town of Nebraska has been made on behalf of the chapter.

My best wishes to each of you in 2019. Hopefully, we are about done with the snow and cold weather and will soon turn the page to spring. I know that I am tired of scooping snow, but many areas of the state have a lot more snow than I do. Here's to looking forward to spring, with warmer temperatures and green fields!

EAST RIVER BREAKFAST-NEW LOCATION

The east river breakfast meeting in March will have a new location. It'll be at Josiah's Coffeehouse located at 104 West 12th Street, Sioux Falls. The speaker will be Dave Knudsen, Vice President of Agri-Business lending a First Dakota National Bank in Sioux Falls. Dave is an experienced ag lender that will have an interesting perspective on a variety of agricultural topics.

SDSU FIRE CLUB VISIT

By: Rick Gullickson

SD ASFMRA sponsored pizza and had a chance to speak to the SDSU FIRE (Finance Insurance Real Estate) CLUB on February 25th, 2019.

Jackson Hegerfeld and Rick Gullickson represented the chapter and there were around 10 students present. With the smaller class it was nice to get a chance to meet with a handful of students and talk about their major, what year they are currently in and their future plans.



Rick went through the national ASFMRA power point presentation addressing rural appraisal, farm management and agricultural consulting careers along with explaining ASFMRA. The presentation emphasized the different opportunities that they (the student) have in their career choice. The presentation also talked about the skills needed and potential income for each career.

Jackson talked about how he became involved in his brokerage/farm management career and some of his day to day activities. He also went through the qualifications to become an appraiser.



Both Jackson and Rick commended them on getting involved with clubs like this and explained the benefits of ASFMRA with the networking opportunities and getting into the profession. They also explained about the ASFMRA Scholarship and free student membership opportunities and how to apply.

The night ended with lots of questions to both Rick and Jackson on farm management, real estate, and becoming an auctioneer.

UPDATED SD CHAPTER COMMITTEE LIST

The following three pages show our updated committee list and responsibilities. Thank you all for volunteering your time and talents for the chapter!

Committee Name	Committee BL = Board Liaison	Responsibilities - Comments
Membership	Kim Larson – Chair Paul Reisch, ARA –Board Liaison David Baker Jeff Barker, ARA Ron Ensz, ARA Rick Gullickson Dave Koenigshof Ryan McKnight Craig Sommers	Promote membership to selected individuals. New Member Activation & Orientation. Chair sends welcome e-mail to new member within 30 days of joining. Have in person or phone visit with new member within 60 days of welcome e-mail. Retention Monitoring - Have ongoing activation / communication with assigned chapter members (8 to 15). The communication would involve encouragement to attend chapter activities including education offerings, breakfast meetings, and social events as well as discussion on future committee member interest.
Social	Jeff Barker, ARA –Chair Board Liaisons Jerry Hulm, ARA, West River Terry Leibel – Auction Social Don Threadgold, AFM–East River/Fishing East River Breakfast Tamara Joerger – Chair West River Breakfast Norm Edwards, ARA, & Justin Uhrig Co – Chairs, Loy Matthes, ARA Fishing Social Jeff Barker, ARA/Don Threadgold, AFM Co-Chairs Curtis Brooks Ron Dunker, Paul Joerger, Loy Matthes Annual Meeting Auction Social Terry Leibel & Loy Matthes, ARA– Co-Chairs Jim Dunlap ARA / AFM, Jackson Hegerfeld, Megan Hammond, Scott Heimes, Dan Hilgenkamp, Adam Nelson, Paul Sickler AFM, Justin Uhrig	Promote social interaction among membership through social events. Coordinate social activities including at chapter annual membership meeting, breakfast meetings, board meetings, and special events. Set dates, secure location, plan & set up programs. Set dates, secure location, plan & set up programs. Set dates, secure location, plan & set up event. Secure items and auctioneers. Conduct auction. Auctioneers & Ring- Jim Dunlap ARA/AFM. Jackson Hegerfeld, Megan Hammond, Justin Uhrig Runners- Scott Heimes, Dan Hilgenkamp, Loy Matthes, ARA Clerks- Adam Nelson, Paul Sickler AFM
Education	Travis Shaykett - Chair Jack Davis- Board Liaison Brian Gatzke, ARA, Scott Heimes, Jim Hollenbeck, Loy Matthes, ARA, Jaret Sievers, Jason Vaith	Develop education opportunities for chapter membership. Work with PAASD relative to USPAP offering in January 2020. Secure continuing education credit with Appraiser Certification Program and Real Estate Commission. Arrange at least 7 hours of continuing education offering in January 2020. Arrange for at least 14 hours of continuing education in January 2021. Consider and possibly offer summer education opportunity. Offerings will utilize ASFMRA seminars, if possible, or be chapter developed. Offering plans will be coordinated with PAASD. Handle registration at offerings.

Committee Name	Committee BL = Board Liaison	Responsibilities - Comments
Nominating	Terry Leibel – Chair & Board Liaison Appointed Member – Jerry Hulm Elected Member - Jim Hollenbeck	<i>Present a slate of nominees for filling board and officer positions.</i>
Communication	Paul Reisch, ARA – Chair & Board Liaison Curtis Brooks – Newsletter Adam Nelson - Website	Distribute communication to members via e-mail. Develop and distribute monthly newsletter. Maintain chapter web site.
NE-SD Joint 2020 Summer Meeting	David Koenigshof – Chair & Board Liaison Curtis Brooks, Steve Schutte, AFM Curtis Brooks, Scott Heimes, Steve MacGregor AFM, Ron Rucker Jim Jansen AAC, Marlin Krohn AFM, Jason Vaith Scott Heimes, Jim Jansen, AAC, Steve Schutte, AFM, Jason Vaith, Kurt Wittler, AFM	Secure facility Social - SD committee member take lead with members from both chapters having input and involvement. Education - NE committee member take lead with members from both chapters having input and involvement. Tour(s) - Committee members from both chapters having input and involvement. Perhaps, have something from both states.
Government Relations	Paul Sickler, AFM / Jim Dunlap, AFM-ARA - Co Chairs & Board Liaison Brian Gatzke, ARA Allan Husby, ARA Terry Leibel John McMahon Ryan McKnight Craig Sommers Tyler Waldner	Monitor State Legislature activities and respond / communicate to members as needed. Coordinate with PAASD on pertinent issues. Communicate Advisory Board activities and issues to members through chapter newsletter.
Mentor	Allan Husby, ARA – Chair Jim Dunlap, AFM-ARA - Board Liaison AFM Mentors Matt Gunderson Paul Joerger, AFM Don Threadgold, AFM Troy Swee Seth Van Duyn ARA Mentors Jeff Barker, ARA Norm Edwards, ARA Ron Ensz, ARA Brian Gatzke, ARA Paul Reisch, ARA	Make members and prospective members aware of the opportunity to have a mentor help them get started in the appraisal business and help them through the accreditation process. Identify associate members who are interested in pursuing accreditation. Make personal contact with those members, who are interested, to offer them a mentor. Assign mentor to those candidate members, who wish to have one. Assigned mentor to work with and support the candidate member through the accreditation process.
Assessor's Conference	Don Zacher – Chair Jerry Hulm, ARA – Board Liaison Joseph Doran David Baker, Loy Matthes, ARA Curtis Brooks, Allan Husby, ARA	Secure door prizes for conference. Assist with Assessor Association Coordination. 2019 Deadwood meeting attendance to award prizes. 2020 Sioux Falls meeting attendance to award prizes.

Committee Name	Committee BL = Board Liaison	Responsibilities - Comments
SDSU Relationships	<p>Brian Gatzke, ARA- Chair & Board Liaison</p> <p>SDSU Network Event Ryan McKnight - Chair</p> <p>Barb Hegerfeld</p> <p>Barb Hegerfeld / Paul Sickler /Jack Davis</p> <p>SDSU Scholarship Keith Newman - Chair</p> <p>Ryan McKnight, Rick Gullickson Paul Sickler AFM, Jaret Sievers</p> <p>Career Fairs Barb Hegerfeld - Chair</p> <p>Appraisers – Barb Hegerfeld, Brooke Lindgren, Keith Newman, Haley Reisch</p> <p>Farm Managers - Austin Bunger, Rick Gullickson, Jackson Hegerfeld, Tyler Waldner</p> <p>Student Involvement Rick Gullickson– Chair</p> <p>Appraisers -Jordan Bauer, Barb Hegerfeld, Loy Matthes, ARA Keith Newman, Kevin Johannsen, Farm Managers - Paul Joerger AFM, Troy Swee, AFM</p>	<p>To maintain good relations with SDSU professionals. To promote profession.</p> <p>Set date, secure program speakers. Secure location. Handle food arrangements. Invitation List</p> <p>E-Mail / Monitoring Registration Name Tags</p> <p>Welcome attendants at event.</p> <p>Promote scholarship to students.</p> <p>Interview / Select scholarship recipients and involve recipients in the chapter.</p> <p>Attend fall banquet with winner.</p> <p>Handle registration; acquire promotional materials and gift certificates.</p> <p>Man booth at Career Fairs.</p> <p>Promote interest in appraisal, farm management, and agricultural consulting to students regarding ASFMRA, SD Chapter Scholarship, and Appraisal Profession.</p> <p>Presentations to classes, FIRE Club, and other organizations.</p>
YPN Young Professionals Network (age 35 & younger)	<p>Ryan McKnight - Chair Paul Sickler, AFM - Board Liaison</p> <p>Jordan Bauer, Barb Hegerfeld, Jackson Hegerfeld, Keith Newman</p>	<p>Organize and conduct 1 or more functions for YPN members geared to involving student members.</p>
Kjerstad Member Scholarship	<p>President – Paul Sickler, AFM President Elect – Brian Gatzke, ARA Past President- Terry Leibel Secretary – Paul Reisch, ARA Treasurer- Adam Nelson</p>	<p>Make determinations of awarding scholarships to qualifying Members.</p>

MEMBER PROFILE

By: Ryan McKnight

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

I am currently an academic member of the ASFMRA as I teach Law, Management, and Real Estate at South Dakota State University. I graduated with my Economics Degree from SDSU in 2012, and my J.D. and M.B.A. from USD in 2015. I was a licensed Abstractor in 2016, and I received my State Registered Appraiser Certificate in 2018.

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.

A few individuals associated with SDSU pushed me to become a member of the SD ASFMRA Chapter – namely Larry Janssen, Gerald Warmann, Brian Gatzke, and others. I like the connection and the resources as well as the networking capabilities. I am going into my third year of being a member.

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).

When I am not with my wife, Brittany Kjerstad McKnight, and daughter, Brynn Ivy McKnight (2.5 years old), I really enjoy Jackrabbit football games and athletics, as well as being an avid outdoorsman. I enjoy chasing birds with my two Brittanys, Kota and Scout, and archery hunting mule deer and antelope out west. Moreover, I am the advisor for the SDSU Fishing club and I never turn down an opportunity to catch some fish.

Describe a few memorable or unique experiences in your life.

1. Signing a Free Agent Contract with the Cincinnati Bengals (Center)
2. Passing the SD Bar
3. Getting the SDSU Land Valuation and Rural Real Estate Minor passed by the Board of Regents



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.

The Kjerstad Member Scholarship Committee will administer the scholarship. Committee members are President, Past President, President-Elect, Secretary, and Treasurer.

Scholarship opportunities for accredited, associate, and academic members when their employer does not pay the cost include:

- **Pay basic member registration fee and transportation up to \$500 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 March 15th.
- **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.

Continued

SD CHAPTER - KJERSTAD MEMBER SCHOLARSHIP

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.

Farm Manager

- **Pay member registration fee first ASFMRA education course that is a part of obtaining AFM accreditation after becoming a 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 1st 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 member registration fee toward the cost of a class still needed within 3 years of scholarship approval.
- **Pay for cost of ALM 4 Review for Exam, application fee, and accrediting exam** - Payable upon application and approval to sit for exam as communicated by member to President and Treasurer. The cost of application fee and 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.

Appraiser

- **Pay member registration fee for two ASFMRA education course(s) that is a part of obtaining trainee license after becoming a member or all three if taken as Trainee Bundle at Education Week.** - 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 two ASFMRA education course(s) that is a part of obtaining certified general appraiser license after becoming a 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 1st 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 member registration fee toward the cost of a class still needed within 3 years of scholarship approval.
- **Pay for cost of A500 Appraisal Exam Prep, application fee, and accrediting exam** - Payable upon application and approval to sit for exam as communicated by member to President and Treasurer. The cost of application fee and 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.