

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

5/2019

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

DATES TO REMEMBER!

June 12: SD ASFMRA Board Meeting – Kimball
June 12-13: SD ASFMRA Fishing Social – Kimball / Chamberlain
July 11: West River Breakfast Meeting – Rapid City
July 17 – 27: Education Week – Omaha, NE
July 19: East River Breakfast Meeting – Sioux Falls
August 15-16: Chapter Leaders Day – Denver, CO
September 9-13: Leadership Institute – Washington, D.C.
November 16-22: ASFMRA Annual Meeting – Louisville, KY
January 15-16 2020: Winter Education & Joint Meeting W/PAASD

CHAPTER MEMBER ANNIVERSARIES

<u>Member</u>	<u>Join Date</u>	<u>Years</u>
Terry Longtin	6-01-1990	29
Jeff Barker	6-27-2007	12
Travis Shaykett	6-29-2011	8
Jason Vaith	6-14-2013	6
Seth Van Duyn	6-27-2014	5
Austin Bunger	6-24-2016	3
Tyler Waldner	6-29-2018	1

Thank you for your support!

CURRENT MEMBERSHIP TOTALS

Summary of Current 103 Members / 74 accredited / associate / academic:
1 ARA / AFM 1 ARA / RPRA 11 ARA 10 AFM
48 Associate – 40 appraisers / 8 farm managers
3 Academic 13 Student 3 Affiliate 5 Retired 8 Partner

PRESIDENT'S MESSAGE

By: Paul Sickler, AFM

Wet, Wet, Wet! What a "spring" this has been so far. This is one for the record books! After above normal rainfall throughout the 2018 growing season, followed by significant snowfall over this past winter, the cool and wet conditions have continued this spring. This is certainly true in my part of the world, but I believe many areas across South Dakota, as well as much of the Corn Belt, are in the same situation.

Planting progress has been delayed this spring to a greater extent than any time in recorded history. According to this week's planting progress report from USDA, corn planting is 58% completed and soybean planting is 29% completed across the US. This compares to the 5 year average of 90% on corn and 66% on soybeans. We are even further behind in South Dakota with only 25% of the corn planted and just 6% of the soybeans.

I have dumped out 3+ inches of rain from my rain gauge since Memorial Day. Although the current weather forecast sounds much better for the next week, it will take many days of drying weather before planting can resume in Southeast South Dakota. Many producers are now weighing their options of switching to earlier varieties of corn, taking a prevent plant payment from their crop insurance or switching over the soybeans. It will be a very difficult year for many producers. On a brighter note, the grain market has noticed and we are seeing higher grain prices recently.

Your board of directors are preparing and getting ready to meet and discuss chapter activities on June 12. We will have our usual reports from each committee, treasurer report and follow up on any old business. We will also discuss any new business brought to the board, so if any member has an item for the board to discuss, please let me know as soon as you can. We are your board and here to serve the chapter members.

After the board of directors meeting, we will have a fish dinner in connection with our chapter fishing social. The fishing social will take place on June 13 and I believe that there are still openings available if you can join us for a day of fishing on the Missouri River. Please contact Jeff Barker if you are interested in fishing. Even if you cannot join us for fishing, come on out for supper on the evening of June 12.

I hope that each of you had a nice Memorial Day weekend and spent some time with friends and family. The weather was certainly nice – at least for a day and a half. I am sure many of you took the time to remember and honor our fallen veterans who have given the ultimate sacrifice.

In closing, please refer to the calendar at the beginning of this newsletter for the upcoming activities of your chapter.

Paul Sickler
psickler@farmersnational.com

WEST RIVER BREAKFAST

By Norm Edwards ARA

It was a great morning with the weather acting like spring would finally start when the west river contingent of the South Dakota Chapter of the ASFMRA met at Marlin's Restaurant in Rapid City. We had a small group of Ag Professionals present and everyone was in good spirits. We had a conversation on current real estate topics, personal medical problems, and political obstacles. We had a small group but the information and participation was very informative, lively and the food was good. Members of the group were: Tom Young a local appraiser, Ron Ensz, ARA, John Widdoss, ARA, Norm Edwards, ARA, Perry Beguin, and Marc Littlecott from SDSU Foundation.



Ron Ensz discussed a recent report from USDA WY Dept. of Ag Market News on Animal Unit, - Cow/Calf Pairs, in Wyoming, western and central Nebraska and western South Dakota which presented a lively discussion from the group.

We had a good discussion on *How Charitable Vehicles Can Lead to a need to Hire and Retain an Appraiser*. Marc presented a discussion on the use of Various IRS instruments and procedures in handling Estate Planning and Distributions. This discussion included; the Retirement Plan, the challenge of how to provide reliable income in retirement and provide for you children or beneficiaries, how to handle your land, home, livestock and equipment so it gets to who you want it to.

Marc provided various methods for handling trust tax deductions so you or your client can remain in compliance with IRS standards. The rural property components discussed included: livestock, grain, machinery in a Rawhide Trust and handle making Charitable Trust Contribution which are the most beneficial to your heirs and beneficiaries. Marc suggested it was better for a contributor to go through a trust rather than writing a check to the Charity.

We had a fruitful meeting and it broke up quickly as everyone had another place to be and everyone wasn't sure this weather would hold. We talked about upcoming events and social get togethers with the organization.

Marc's contact information

Marc Littlecott, CAP®, CGPP

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EAST RIVER BREAKFAST

By: Curtis Brooks

The east river breakfast meeting took place on a cool spring morning in the basement meeting room of Josiah's Coffeehouse in downtown Sioux Falls. Members in attendance include: Tamara Joerger, Paul Sickler AFM, Travis Shaykett, Dave Koenigshof, Paul Reisch ARA, Jim Jansen AAC, Jeff Barker ARA, and Curtis Brooks.

We all enjoyed a good breakfast while discussing several topics. Many of the topics revolved around the abnormal amount of moisture we've received in the last year. We shared stories of how the high water levels have significantly affected our personal & professional lives.



Dave Koenigshof informed the group a committee met earlier this month to begin planning the 2020 South Dakota/Nebraska summer meeting. He mentioned some of the ideas the committee had for group tours, education, and entertainment. Travis then shared some of his education ideas for our winter meeting. This was good discussion to ensure they don't offer similar courses.

Jeff Barker gave an update on the fishing trip and it sounds like people are really looking forward to a good time at the new venue. He mentioned there is a good group signed up and there is room for more people if they contact him soon.



Jim Jansen did a great job of presenting information on the farm bill. Many of the topics touched on issues that will impact all of us in the near future. This presentation spurred some good conversation and was an eye opener for me. If anyone is interested in the slides from the presentation, contact Jim or myself and we'll get you a copy.

Shortly after Jim's presentation, we had conversations ranging from recent land sales to our weekend plans. I thought it was time well spent and would encourage others to attend these meetings in the future.

2019 SCHOLARSHIP WINNER

By: Keith Newman

Turner Blasius has been selected as this year's recipient of the Chapter's \$1,000 scholarship for the 2019-2020 academic year.

Turner is working on an Ag Business major and Agronomy minor, with plans to graduate in the spring of 2020 with a master's degree in economics. Turner is from Kimball, SD, in addition to being a graduate of Kimball High School. When asked how he first heard about the scholarship opportunity, Turner indicated he had learned about it in class.



In his college career, Turner has been a non-scholarship, walk-on fullback for the Jacks football team. He has been treasurer for the Executive Resident Hall Association and part of the Brookings County Youth Membership Council where he mentors 6th grade kids. Turner has been on the Honor Roll all seven semesters. He has taken the Rural Real Estate Appraisal course, Real Estate Appraisal, and Farm and Range Management classes. Turner hopes to obtain his state-registered appraisal license when he is done with college hoping to someday enter the appraisal field. This summer, Turner will work at the Volga Ag Center.

As Scholarship Chair, I am 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, 17 students applied for the ASFMRA scholarship. There was a great interview team to conduct interviews of the top three candidates for the Chapter's \$1,000 scholarship. I led the interview team that also included chapter member Ryan McKnight. The three individuals were interviewed on the SDSU campus April 30th.

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.

2019 ASSESSOR'S CONFERENCE

By: Ron Ensz, ARA

The South Dakota Association of Assessing Officers held their annual conference at the Lodge in Deadwood, South Dakota on May 21st through May 24th. Unfortunately, the group was met with about two feet of snow. Don Zacher, Chairman of the Assessor's Conference committee, and Ron Ensz, Chapter member, presented three Black Hills Gold Watches to the drawing winners. The winners, left to right, Darcy Albert, Miner County, Penny Farris, Sanborn County, John Horton, Davison County along with Don Zacher, representing the Chapter. The winners appreciated the beautiful watches. Next year's conference will be held in Sioux Falls on June 22nd to June 25th.



LAST CALL-3rd ANNUAL SD CHAPTER FISHING SOCIAL

By: Jeff Barker, ARA

When: Wednesday, June 12th and Thursday, June 13th, 2019

Where: Kimball/Chamberlain, SD

We will be fishing with Chuck Nedved who runs a guide service out of Kimball, SD on Thursday, June 13. Chuck has been fishing the Missouri River for a number of years and knows all of the hot spots. Chuck provides all of the bait, lures and the fishing poles so all you need yourself and a valid SD Fishing License. (You can buy a 1 day fishing license at <https://gfp.sd.gov/> for that day for less than \$10.) We will launch between 8:00 and 8:30 am and will be back to shore by 4:00 pm. Cost is \$150 for the day which includes guide gratuity. We have had VERY good luck the last couple of years!!!

This year the board meeting, evening meal and lodging will all be at the Old 16 Lodge located at 36569 252nd St, Kimball. (5 miles southeast of Kimball.) The Old 16 Lodge is a newer, very nice, spacious lodge with all the modern conveniences <http://www.nedvedguideservice.com/lodge.htm>. This will be an excellent venue for the meeting and lodging.

Continued



Schedule of events:

SD ASFMRA Spring Board Meeting – Wed, June 12th 1:00 to 5:00 pm
Board meeting held at the OLD 16 Lodge.

Dinner/Networking Event – Wed, June 12th 5:30 pm

There will be a dinner held at the Old 16 Lodge. All members are welcome! Even if you don't plan on fishing on Thursday, stop by and have dinner with the board members and get to know your fellow chapter members better. The chapter is paying for the meal!

Breakfast – Thurs, June 13th 6:30 to 7:15 am
Served at the lodge.

Guided Fishing – Thurs, June 13th 8:00 am to 4:00 pm

We will leave from Kimball at 7:30 am and be on the river around 8:00 or 8:30. We will be off of the river and done fishing by 4:00 pm. A bag lunch will be provided on the boat while fishing.

Cost of lodging, breakfast and bag lunch will be \$125. This is very reasonable for a night stay and lodging at a nice lodge in SD. *This is in addition to the fishing charge of \$150.

Please join us for lots of laughs, fishing stories and the possibility of catching the BIG one! This is a fun/economical night and a day of fishing and fellowship. This is the 3rd annual event and we have had LOTS of repeat fisher people so it must be a good time! Make sure you bring a cooler so that you can bring home a bag of walleye fillets!

Please contact Jeff Barker by email at jeff.barker@raboag or by cell at (605) 261-0395 if you have questions and/or to reserve a seat in one of the fishing boats. Please reserve a seat by June 1st if possible so that we can get an accurate head count. Seats are LIMITED so reserve ASAP to be guaranteed a seat. A deposit check for \$150 will be collected upon reservation and held until the day of fishing. Send checks to Jeff Barker at Rabo Agrifinace, 5020 S. Broadband Lane, Suite #200, Sioux Falls, SD 57108. Also, if you plan on staying overnight at the lodge, send Jeff Barker an email to reserve a room. A lodging check for \$125 will be collected on June 12th.

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.