

**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](http://www.asfmra-sd.com)

8/2019

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

## DATES TO REMEMBER!

September 9-13: Leadership Institute – Washington, D.C.  
September 14: YPN Networking Event - Brookings  
September 26: SD ASFMRA Board Meeting – Spearfish  
September 26: West River Member Social: Supper @ John Widdoss  
October 2: SDSU Agriculture, Food & Environmental Sciences Career Fair  
October 18: East River Breakfast Meeting – Sioux Falls  
October 22: SDSU Ness School of Management & Economics Career Fair  
November 14: West River Breakfast Meeting –Rapid City(date could change)  
November 16-22: ASFMRA Annual Meeting – Louisville, KY  
December 13: East River Breakfast Meeting – Sioux Falls

## **2020**

January 15-16: Winter Education & Joint Meeting W/PAASD -Chamberlain  
July 15-24: Education Week – Des Moines, IA  
November 7-13: ASFMRA Annual Meeting – San Antonio, TX

## CHAPTER MEMBER ANNIVERSARIES

Member	Join Date	Years
John Widdoss	9-30-1981	38
Calvin Conroy	9-13-2017	2
Kara Schneider	9-20-2017	2

Thank you for your support!

## CHAPTER MEMBERSHIP UPDATE

We welcome our newest member Eric Hanson. Attorney and President of Dakota Homestead Title Insurance Company and Homestead Holdings Inc. in Sioux Falls. Eric is responsible for overseeing title insurance, closing, 1031 exchanges, and other real estate businesses throughout South Dakota.

Eric graduated from SDSU in May 2009 with a Political Science and Economics (Business Specialization) major and from USD Law School in May 2012. Eric interacted with chapter members at the Ness School of Management and Economics Impact Summit and decided to join ASFMRA.

Summary of Current 103 Members / 73 accredited / associate / academic:

1 ARA / AFM 1 ARA / RPRA 12 ARA 9 AFM  
47 Associate – 39 appraisers / 8 farm managers 3 Academic (1 AAC)  
10 Student 4 Affiliate 5 Retired 10 Partner

## **PRESIDENT'S MESSAGE**

By: Paul Sickler, AFM

Is this summer flying by or what? It seems like it took a long time for summer to arrive, but now that it has, I am enjoying it. I have tried to take advantage of the beautiful weather at every opportunity and wouldn't be disappointed to see the current weather conditions continue for the next several months. With several county and state fairs either done or going on now, school back in session and cooler evening temperatures, I guess summer must be coming to a close.

You probably have already read through the calendar of events above. It is a great way to keep up with what is going on with your chapter. Take some time to attend the east or west river break meetings, the upcoming YPN event or the national events. It is a great way to get to know your fellow members.

Your chapter has had a lot going on. You will read about the Ness School Impact Summit, Chapter Leader's Day and a couple of our members presenting at the Ag Credit Conference and joining the ranks of AFM. Your board directors will be meeting at the end of September, on the 26<sup>th</sup> in Spearfish. We are meeting for the afternoon at the John Widdoss Education Facility outside of Spearfish. That evening, we are hosting a social for anyone who can make it. The details are outlined in an article by Brian Gatzke at the end of this newsletter.

If you have any thoughts or ideas, recommendations or constructive criticism, please share them with me or any board member. We have a great board of directors, but always want to hear from the members. Your board is very open to your input, so please feel free to express yourself!

We are working with Dr. Jones from the Ness School of Management and Economics and Lawrence Johnson from the SDSU Foundation on changes to SDSU Relationships processes, including our scholarship and the network event. Our scholarship will be moving to this school as it fits with the new real estate minor. The SDSU network event will not be held on September 13 due to some scheduling conflicts. We hope to have a new date soon. There are some changes we are working through and we hope to have details to share with everyone later this fall.

More to come later.....

Paul Sickler

[psickler@farmersnational.com](mailto:psickler@farmersnational.com)

605-366-4704

## CHAPTER MEMBERS PARTICIPATE IN NESS IMPACT SUMMIT

By Paul Reisch, ARA

Four chapter members (President Paul Sickler, AFM, Secretary Paul Reisch, ARA, board member Jack Davis, and YPN / Network Event Chair Ryan McKnight) attended the SDSU Ness School of Management and Economics Impact Summit in Brookings on July 29<sup>th</sup>.

The Summit was a business outreach event by the Ness School to connect with business representatives to inform them on Ness School developments and gain input on how the Ness School can work with businesses in the future to the benefit of both. About 50 people were in attendance at the event.

The event began with a welcome from President Barry Dunn. Provost Dennis Hedge then outlined the academic evolution of the Ness School of Management and Economics.

- 2007 - Economics and Management Task Force formed.
- 2011 – SD Board of Regents approval to seek AACSB (business school) accreditation.
- 2015 – Division of Management and Economics approved by SD Board of Regents.
- 2016 – Initial Eligibility Application for Department of Economics submitted to AACSB.
- Dec. 2017 - Eligibility Application approved after faculty realignment and Business Economics major approved by SD Board of Regents in November 2017.
- April 2019 - SD Board of Regents approved elevation of Department of Economics to the Ness School of Management and Economics effective July 1, 2019.

Dr. Eluned Jones, Director of Ness School of Management and Economics, then shared thoughts on recent years transition and future outlook for the Ness School. She emphasized the goal of “Building human capital” with continuous improvement to meet the pace of change in all Land Grant Missions.

- Academics: Relevance, Transparency and Assurance
- Professional development of students: competence (academics & experience), confidence, and resilience.
- Research – translational
- Extension and outreach – impact oriented.

Dr. Jones outlined significant changes over the past 10 years.

- 17 faculty retirements or resignations since 2013.
- Pre-2010 - Single club for all undergrads and grad with 5 leadership positions; 2015 - 5 different clubs and over 30 leadership positions in 2015; 2019-20 – 6 different clubs
- Economics-Business Economic specialization is now Business Economics major.
- From no Professional Academic Advisors to 2 Professional Academic Advisors.
- FDNB e-Trading Lab in 2015
- Newly remodeled Harding Hall facility
- From no tenure-track faculty members with business discipline Ph.D.'s to ~50% of full-time faculty of 30 are business-discipline trained.

Dr. Nicole Klein, Associate Director of Ness School of Management and Economics, then covered the evolution of undergraduate programs in recent years.

- 2015 – 42 credit Business & Economics Core added to 3 business majors
- 2016 – Human Resource Management minor added.
- 2017 – Business-discipline prefixes added to increase transparency.
- 2018 – Business specializations elevated to Business Economics major. Land Valuation & Rural Real Estate Minor added. New Product & Venture Development Certificate added.

## NESS IMPACT SUMMIT CONTINUED

In 2018, there were 175 graduates in the five degrees of Agricultural Business, Agriculture & Resource Economics, Business Economics, Economics, and Entrepreneurial Studies. About 75% of the students were about evenly split between of Agricultural Business and Business Economics. In 2019, there 1,076 students enrolled in 9 minors with 32 in the Land Valuation & Rural Real Estate Minor.

Dr. Joseph Santos, Coordinator of Graduate Programs outlined the evolution of the graduate program. The traditional Economic Theory program features microeconomics, macroeconomics, econometrics, research methods, and a thesis. Now there is also a Business Economics program that features managerial economics, financial management, decision science, marketing, and Capstone experience, which has objectives of communication, functional knowledge, teamwork, and problem solving. Methods used for the Capstone experience include business simulation, reflective papers, case studies, and exams.

Summit participants then heard from faculty leaders of 7 affinity groups who outlined the vision and goals for the affinity groups shown below:

- Regulation and Oversight
- Innovation and technology management
- Real estate and land valuation
- Wealth and investments management
- Farm and food system management
- Strategic decision making
- Regional economic analysis

The afternoon involved break out discussions amongst the affinity groups. The groups addressed challenges and opportunities facing their businesses / industries as well as how the SDSU Ness School of Management and Economics can help address these challenges and opportunities.

The four chapter members participated in the real estate and land valuation affinity group. Other industries represented were title companies (Eric Hanson with Dakota Homestead) and realtors (Ryan Krogman with Century 21 Gustafson, Krogman & Associates Realty).



“Emily Weber for South Dakota State University”

Insights gained in the discussion included:

- We have common challenges and opportunities related to rural geography, industry promotion, and continuing education, particularly agriculturally related.
- There is potential to collaborate across related industries.

Ideas for Ness School to Address:

- Teach professionalism / ethics.
- How to run a small business.
- Recruit people to the industry.
- Develop public / private placement of students in geographically remote areas.



## SD ASFMRA BOARD MEMBERS ATTEND 2019 CHAPTER LEADERS DAY

By Dave Koenigshof

On August 15 & 16 Paul Reisch, ARA and Dave Koenigshof attended the 4<sup>th</sup> annual Chapter Leaders Day event, presented by the national ASFMRA staff. Tim Fevold, AFM, our current ASFMRA president, attended in addition to 30 other chapter leaders from around the United States.



The agenda on August 15 covered a panel discussion for topics such as YPN membership and engagement, membership dynamics, government relations, transformational education and succession plans for chapter board officers.

YPN best practices were presented highlighting ideas on how to build your YPN chapter brand, tips on how to spur stronger volunteer efforts, chapter events, and how to increase student membership.

Paul Reisch participated in a four person membership dynamic panel.

Paul presented our South Dakota membership statistics from 1994 to the present as well as how we promote membership. Paul talked about the highlights of what our chapter has done over the years and our relationship with SDSU.

A panel on transformational education discussed the 2020 education and a chattel education course tailored to Farm Credit.



## **CHAPTER LEADERS DAY CONTINUED**

The following panel discussion covered chapter succession plans outlining the importance of having a succession plan for key board officers so that when transitions do occur, the procedures and duties are recorded and available for a more orderly transition. Paul Reisch also participated in a panel discussion on planning, marketing and budgeting for successful event planning.

The August 16 morning session included a tour of the Denver office, governance update, 2020 events, ASFMRA website chapter microsites and a session on cyber security.

The 2020 events update included information on the 2020 education week in Des Moines and the annual conference this fall in Kentucky.

The ASFMRA website chapter microsites are sub-sites of our national website and can be set up through Denver. Chapters can update the sites themselves with information relevant to their individual chapter members.

The last informational session was given by Steve Kosten of Cypress Data Defense. Steve answered questions and talked about a number of ways to help to remain safe on the internet, email and day to day routine in an electronic world.

We had an enjoyable time while being informed about our organization and connecting with other chapter leaders from around the country.

Many thanks to both our South Dakota chapter for encouraging me to go and to the Denver staff for organizing a very worthwhile event.

## **RICK GULLICKSON JOINS AFM RANKS!**

South Dakota chapter member Rick Gullickson was recently notified that he has completed the requirements for accreditation and received his designation.

Rick will be formally recognized at the Louisville, KY national meeting in November.

Rick earned his AFM designation by meeting stringent requirements in experience and education, in addition to passing rigorous oral and written examinations and abiding by the American Society's Code of Ethics.

Rick works for Farmers National.

Congratulations Rick!



## GATZKE PRESENTS

Brian Gatzke, ARA presented in the afternoon of Thursday August 15 as part of the 2019 Agricultural Credit Conference. This is an annual conference that is held at the Ramkota in Pierre. He presented alongside Scott Peterson of Burlage Peterson Auctioneers. Scott covered machinery trends while Brian's focus was land. Below are several of the topics he covered.

- The different types of reports and what to be aware of with each

Appraisals  
BPO  
Eval

- South Dakota land value trends

USDA is reporting SD=stable

- Drivers/influences to value

1031 and other tax benefits  
Wind towers  
Location  
Access  
Quality  
Easements



## THANKS

By Paul Reisch, ARA

I wanted to extend thanks to all chapter members for your e-mails conveying support and prayers for our granddaughter Rosie related to her recent surgery for tumor removal. She is recovering well.







## SD ASFMRA BOARD HOSTING SOCIAL

By Brian Gatzke, ARA

The SD Chapter ASFMRA board is inviting ASFMRA chapter membership and the PAASD Board to attend our fall social at the Widdoss Education Facility hosted by our chapter member Mr. John Widdoss. Spouses and prospective chapter members are welcome as well.

<https://www.asfmra.org/network/members/profile?UserKey=13b78440-d7a8-4079-aad9-0c45b5baec9d>

### Location:

John Widdoss  
Hall-Widdoss & Company Inc.  
20072 Bear Ridge Road  
Spearfish, SD.  
Widdoss Education Facility

Date: Thursday, September 26<sup>th</sup>, 2019

Time: 5:30 PM arrival with dinner at 6 PM and social continue till 9+ PM (This is following our fall board meeting at John's place.)

Lodging: Housing facility is available (details to follow) this includes 2 guest homes with several bedrooms each and a nice 24 bed bunk house with modern cabin environment and recreation room/wet bar. Additional details of lodging to follow. Will require RSVP to secure lodging. John is about 4 miles south of Exit 2 from I-90. The education facility is new and a great place to relax.

Room rate will be \$35 per night. If you wish to stay, a deposit of \$20 is required to secure the housing and applied to the night. Lodging expenses are to cover the clean-up, towels/linens, and bedding.

Social: Bring your own alcohol to share if you wish to drink. (BYOB) There will be other beverages provided. We hired a company to clean the site after the social when we depart for \$500. This includes all cleaning and tidying.

Food: Being planned, but good food with meat and veggies and such. (RSVP is required to order the meat and plan for numbers) I anticipate the chapter costs will be covered, but please BYOB

RSVP: Please RSVP to Brian Gatzke, on or before September 10, 2019 for planning purposes.

[Brian.gatzke@northernplainsappraisal.com](mailto:Brian.gatzke@northernplainsappraisal.com)

Please email and follow-up if you do not receive a reply.)

1. Names for Meal/social only with \$10 deposit mailed to Adam Nelson.
2. Names for Lodging with \$20 deposit mailed to Adam Nelson.

Please mail the check payable to SD ASFMRA to our Chapter treasurer who will collect the funds.

Adam Nelson  
Farm Credit Services of America  
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Sioux Falls, SD 57108