

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
Jim Dunlap, AFM / 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, AFM

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

12/2019

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

DATES TO REMEMBER!

January 15-16: Winter Education & Joint Meeting W/PAASD -Chamberlain
February 13: West River Breakfast Meeting – Rapid City
February 25: SDSU Ness School of Management & Economics Career Fair
July 15-24: Education Week – Des Moines, IA
August 26-27: NE-SD 2020 Summer Meeting – Yankton
August 27-28: Chapter Leaders Day – Denver, CO
September 14-18: Leadership Institute – Washington, D.C.
November 7-13: ASFMRA Annual Meeting – San Antonio, TX

CHAPTER MEMBER ANNIVERSARIES

Member	Join Date	Years
Geoff Oliver, ARA	1-22-1993	27
David Baker	1-13-2003	17
Jay Knuppe	1-01-2009	11
Wade Buck	1-28-2016	11
Adam Nelson	1-01-2010	10
Kim Larson	1-20-2014	6
Ron Dunker	1-23-2015	5
Jim Jansen, AAC	1-01-2015	5
Scott Huether, AFM	1-14-2016	4
Bradee Pazour	1-10-2017	3
Timothy Sletten	1-10-2017	3
Elizabeth Wilcox	1-14-2019	1

Thank you for your support!

PRESIDENT'S MESSAGE

By: Paul Sickler, AFM

Merry Christmas and Happy New Year from Brandon! I hope that each of you are having a wonderful holiday season spending time with family and friends. Especially at this time of year, it is nice to take a little time off and relax. We will soon turn the calendar to 2020 (can you believe that?) and be back busy as ever again.

Our education committee has done an excellent job of planning and organizing our two day event coming up in Chamberlain on January 15 and 16. The first day is filled with interesting topics that everyone should be able to partake in and the second day is the USPAP update class. CE credits are available for both real estate and appraisal. The annual meeting will take place on the evening of the first night, followed by the second annual auction and social. Please make plans to come and support your chapter, gain some great education credit, bid on some nice prizes and have a good time connecting with friends.

On that note, we will again have our Super Bowl pool board. I am using this President's message to solicit your help both financially, by purchasing squares, and man power, by helping to sell squares. The proceeds will be used to fund the Kjerstad scholarship fund. At \$10 per square, purchase often and many!

It sure seems to me that the 2019 year went by very quickly. Time passes more quickly than it used to.....maybe I am just getting older? I have less time than I used to have! Almost a year has passed since I became President of your chapter, but doesn't seem like that long. Anyway, as I said earlier, enjoy some time off with your loved ones. Best wishes to you and your family and Happy New Year! Let's make it the best year we can!

Paul Sickler psickler@farmersnational.com

EAST RIVER BREAKFAST

By: Paul Reisch, ARA

Nine members and prospective members gathered at the All Day Cafe in Sioux Falls on December 13 for the SD ASFMRA East River Breakfast Meeting. In attendance were prospective member David Lawrence, new member Jeral Gross as well as Rick Gullickson, Paul Joerger, Tamara Joerger, Paul Reisch, Paul Sickler, Travis Shaykett, and Don Threadgold.

Paul Sickler and others shared experiences from the November national meeting in Louisville. Paul Joerger shared chapter plans to work on an update of the certificate of value form filed on real estate transactions and shared a draft revision. There was also lively discussions about land rents and recent land sales.

CHAPTER MEMBERSHIP UPDATE

We welcome our newest members Andrew Gudajtes, ARA, Jeral Gross, Scott Heuther, AFM, Deidre Lange, and Tom Young.

Andrew works for Farmers National in Grand Forks, ND and does appraisal work in South Dakota. He is currently serving on the ASFMRA Appraisal Education / Accrediting Committee.

Jeral is a state registered appraiser in Mitchell, who has been working with Bryan Maas on farm and acreage appraisals.

Scott works for Farmers National in Lisbon, ND and does farm management work in South Dakota.

Deidre is currently working for AgCountry Farm Credit Services in Jamestown, ND and previously operated her own fee shop Arete Appraisal Services out of Ipswich SD.

Tom operates his own appraisal business Dakota Valuation out of Hill City with emphasis on commercial, agricultural, Indian trust and partial interest appraisals.

Summary of Current 108 Members / 78 accredited / associate / academic:

1 ARA / AFM	13 ARA	12 AFM	
49 Associate – 42 appraisers / 7 farm managers		3 Academic (1 AAC)	
4 Affiliate	4 Retired	11 Student	11 Partner

CERTIFICATE OF VALUE (CRV) PROJECT

By: Paul Joerger, AFM

The CRV is a useful document for appraisers focused on verifying the details of a sale of property. It has contact information of the buyer and seller. It has additional information that describes other details of the sale or transfer of property rights. The SD Chapter BOD agrees this is a project of importance to appraisers. The CRV can and should be updated to provide better information for the appraisers. For example, 1) adding the emails of parties to the transaction, 2) The license number of the selling agent or auctioneer, 3) identifying the individual signing the CRV by requiring their email, phone number, license number (if applicable) 4) other changes you may suggest.

We must first determine the steps in the legislative process to make changes to the CRV. Once this is identified, we can move forward with obtaining suggestions to improve the form. We would include PAASD and any other organization that would help our cause to get the changes approved. An important component of the process is to identify those counties that do not cooperate in either sharing the CRV or not having the CRV form completed as required by law.

This project will take some time and research to determine the best approach to improve the “benefits” of the CRV for appraisers looking to verify the details of the sales of property. If you would like to participate in this project, please contact Paul Joerger.

NOMINATING COMMITTEE ANNOUNCES CANDIDATE SLATE FOR 2020

Nominating Committee Chair Terry Leibel and committee members Jerry Hulm and Jim Hollenbeck have secured nominations for the 2020 elections to be held on January 15th at the chapter membership meeting at Cedar Shores Resort in Chamberlain at approximately 5:00 p.m.

Chapter Officer Nominations below:

- President – Paul Sickler
- President Elect – Brian Gatzke
- Secretary - Paul Reisch
- Treasurer - Adam Nelson

Board Member Nomination: Kim Larson 2020 Nominating Committee Member: Jim Hollenbeck - Will join Terry Leibel as Chair and a member to be appointed by President and / or board.

Other nominations can be made at the meeting on January 15th.

MEMBER PROFILE/COMMITTEE PROFILE

By: Curtis Brooks

Over the years many of you have been featured in our newsletter by providing a picture and a Member Profile page. More recently the majority of the member profiles have come from newer members. This allowed the newer members to tell a little bit about themselves and we hoped it would make it easier for the seasoned members to get to know the newer members.

Going forward I plan to continue with the member profile articles just as we always have. In addition, I plan to feature a “Committee Profile” article from time to time. This article will be written by a member of the committee being featured. The goal of this article is to educate the chapter on who the committee members are and what they do to help our chapter reach its full potential.

I know we are all very busy and these articles can seem like a burden sometimes. We have a great chapter and a large percentage of you answer the bell and come through when asked upon. Thank you all! That makes my job much easier and I really appreciate it. Now that I’ve buttered you up, I know you continue doing what you do. I hope you all had a Merry Christmas and a Happy New Year because it’s here already!

ASFMRA CHAPTER & PAASD AUCTION SOCIAL

By: Jim Dunlap, ARA-AFM

....And \$5, bid \$10...Are you ready for another great evening of socializing and auction fun!!

The ASFMRA Chapter & PAASD have again each committed to purchasing SOME of the items we will be offering at the annual live auction, and social event, held at our annual meeting in January. However, WE NEED ADDITIONAL ITEMS TO SELL, and it has been slow hearing from our members about items you are thinking of donating to the auction.

Among items already committed is a “buffalo print quilt”, made by Nancy Reisch, which is both unique and pretty special for us South Dakotans. (See picture, Nancy just finished) **We do need additional items, to have a successful fund raiser for our professional organizations.** The proceeds for PAASD this year go to their legislative fund which benefits our profession and for the ASFMRA Chapter, the proceeds go toward continuation funding of the Jerry Kjerstad Scholarship Fund which is available to our members for educational purposes.



Funds from the auction, which again will be jointly clerked, will be allocated by membership of the donor, or in accordance with the donor's wishes if he/she a member of both organizations. What a great way to support your profession and help others with potential dollars that will go toward appraisal legislation, or in the case of the ASFMRA Chapter, toward accreditation as an appraiser or land manager as well as other education opportunities.

So commit today to bringing an item or two...it can be anything useful, such as your favorite “adult beverage”, clothing, fruits or jams, toys, etc...You get the idea! Think of items you would like to bring home from the auction...I am sure it will sell well if you think along those lines! Terry Leibel & Jim Dunlap as co-chairs of the Auction Committee want to thank Jackson Hegerfeld & Megan Hammond as auctioneers; plus Justin Uhrig; Scott Heimes, Adam Nelson and Paul Sickler as ringmen and/or clerks in advance for their participation and help making this another successful benefit auction for our profession!

Be generous and plan on coming and having the time of your life! Thank you in advance for the items you donate. Questions, contact Jim Dunlap at 605-321-5794 or Terry Leibel at 605-280-8664. See you next month!

SOLD to the lady in the second row!

Details at
www.paasd.com

TIME TO REGISTER FOR CLASSES!

January 15 & 16, 2020

Go To the EDUCATION tab of www.paasd.com

Send a Check or Pay By Credit Card

Mail Checks to: PAASD, PO Box 7742, Rapid City, SD 57709

ASFMRA MEMBERS: ENTER *asfmra* IN THE COUPON CODE AREA.

Register at
www.paasd.com

Wednesday, January 15, 2020

South Dakota Chapter of the ASFMRA Will Sponsor 7-Hours of Education

MORNING SESSION

3 Hours — 8:30 AM to 11:30 AM

3 Different Segments:

- 1) IRS 26 Subsection 180 Expenditures by Farmers for Fertilizer
David N. Sasseville, PhD., and Tony Hagen With Land & Leaf Data Labs
- 2) How soil Health, Carbon, and Crop/Soil Productivity Can Impact Value
Anthony Bly SDSU Extension Soils Field Specialist
- 3) Land Values and Rent Trends
Jack Davis SDSU Extension Crops Business Management Field Specialist



**American Society
of Farm Managers
& Rural Appraisers**

SOUTH DAKOTA CHAPTER

AFTERNOON SESSION

4 Hours—12:30 PM to 4:30 PM

"Rural Land Appraisal Adjustments—Made Easy"

Instructor: John Widdoss, ARA, MAI

Note:

*Appraisers must register for All Day to receive 7 hours of continuing education. No partial day credit is available for appraisers.

*ONLY Farm Managers and Real Estate Brokers can register for either session separately or both at All Day price.

Sign-In: 8:00 AM OR 12:00 PM

Registration Fee: Wednesday, January 15, 2020

Member Price Per Session: \$75

Member Price All Day: \$125

Non-Member Price Per Session: \$100

Non-Member Price All Day: \$150

After January 6, 2020, add \$25 to all prices

ASFMRA MEMBERS: ENTER *asfmra* IN THE COUPON AREA.

Breaks and Lunch Included

Both sessions approved for SD Real Estate Commission CE
SD Appraiser Certification Program—7-Hours of CE Approved

*Get ready for the Wednesday Night
Fund-Raising Auction!!!!*

Thursday, January 16, 2020



The 2020-2021 7-Hour National USPAP Update Course

Sponsored by PAASD and the SD Chapter of ASFMRA

Instructed by: Craig Steinley, SRA, AI-RRS



**American Society
of Farm Managers
& Rural Appraisers**

SOUTH DAKOTA CHAPTER

Early Bird Registration: Members of PAASD and ASFMRA—\$195 Materials included—pick up on site

Non-Members—\$320 **fee includes one year membership in PAASD—a \$125 value

After January 6, 2020, add \$25

Sign-In: 7:00 AM

Class: 8:00 AM to 4:30 PM

Lunch: 12:00 to 1:30 PM (PAASD membership meeting and election during lunch)

Approved for 7 Hours of Appraiser CE in all surrounding states
Approved for South Dakota Real Estate Commission CE— 7 Required Hours

Class Location: Arrowwood Cedar Shore Resort— 605-734-6376

Chamberlain, SD (I-90 at Exit 260 — Oacoma Exit)

Room Block under "Professional Appraisers"

Questions? Call or email Bev Luke, Executive Secretary — 605-381-9415 or bkluke@rushmore.com

TIME TO REGISTER FOR CLASSES!

January 15 & 16, 2020

Details at
www.paasd.com

Register at
www.paasd.com

Go To the EDUCATION tab of www.paasd.com

Send a Check or Pay By Credit Card
Mail Checks to: PAASD, PO Box 7742, Rapid City, SD 57709
ASFMRA MEMBERS: ENTER *asfmra* IN THE COUPON CODE AREA.

Wednesday, January 15, 2020

PAASD Will Sponsor 7-Hours of Education

4 Hours — 8:00AM to 12:00 Noon

VA Home Loan Guaranty Program for Real Estate Professionals

Provider: Department of Veterans Affairs, St. Paul Regional Loan Center

VA Home Loan Program for Real Estate Professionals will provide new and experienced appraisers, REALTORS, and lenders with a base knowledge of the Department of Veterans Affairs (DVA) guiding policies behind the Home Loan Guaranty Program for Veterans. The course includes a general overview of the DVA and their multiple divisions and services for Veterans. The course will provide an introduction and overview of the Home Loan Guaranty Program's guiding documents including the VA Lenders Handbook (VA Pamphlet 26-7) as well as applicable VA Circulars that update or clarify new policies and procedures.

LUNCH: 12:00—1:00PM

3 Hours — 1:00PM to 4:00PM

The Residential Marketplace – Expectations in Appraisals, Evaluations & Alternatives

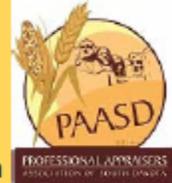
Instructor: Douglas A. Potts, MAI, AI-GRS

Is the era of the traditional residential appraisal at an end? Will evaluations, hybrid appraisals and AVMs dominate the future and permanently constrain the residential appraisal profession as we know it? This seminar will recap the fascinating and convoluted history that got us to "now," summarize the current regulatory environment and economic marketplace, and consider the future of the profession with an emphasis on future threats, relief and opportunities.

Sign-In: 7:30 AM

VA seminar is approved for 4 hours of CE from the SD Appraiser Certification Program and the SD Real Estate Commission
Doug Potts seminar pending approval from the SD Appraiser Certification Program and the SD Real Estate Commission

Both seminars constitute a one-day seminar - 7-Hours of CE credit will be given.



**Registration Fee for 7 Hours of Continuing Ed
Breaks and Lunch Included**

Early Bird Price:

Members of PAASD and ASFMRA—\$150

Non-Members—\$275 ** includes 2020 PAASD Dues

After January 6, 2020, Add \$25

ASFMRA MEMBERS: ENTER *asfmra* IN THE COUPON CODE AREA.

*Get ready for the Wednesday Night
Fund-Raising Auction!!!!*

Thursday, January 16, 2020



The 2020-2021 7-Hour National USPAP Update Course

Sponsored by PAASD and the SD Chapter of ASFMRA

Instructed by: Craig Steinley, SRA, AI-RRS



American Society
of Farm Managers
& Rural Appraisers
SOUTH DAKOTA CHAPTER

Early Bird Registration: Members of PAASD and ASFMRA—\$195
up on site

Materials included—pick

Non-Members—\$320 **fee includes one year membership in PAASD—a \$125 value

After January 6, 2020, add \$25

Sign-In: 7:00 AM

Class: 8:00 AM to 4:30 PM

Lunch: 12:00 p.m. to 1:30 p.m. (PAASD membership meeting and election during lunch)

Approved for 7 Hours of Appraiser CE in all surrounding states
Approved for South Dakota Real Estate Commission CE—7 Required Hours

Class Location: Arrowwood Cedar Shore Resort— 605-734-6376

Chamberlain, SD (I-90 at Exit 260 — Oacoma Exit)

Room Block under "Professional Appraisers" <http://bit.ly/2P6UFq6>: Booking Link

Questions? Call or email Bev Luke, Executive Secretary — 605-381-9415 or bkluke@rushmore.com

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.

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.