

Officers:
President
Paul Sickler, AFM

President-Elect
Brian Gatzke, ARA

Secretary
Paul Reisch, ARA

Treasurer
Adam Nelson

Past President
Terry Leibel

Directors:
Jack Davis (2021)
Jerry Hulm, ARA (2021)
Vacant (2020)
Dave Koenigshof (2020)
Kim Larson (2022)
Don Threadgold, AFM (2021)

Committee Chairs:

Membership: Kim Larson

Social: Jeff Barker, ARA

East River Breakfast:
Jeff Barker ARA

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:
Barb Hegerfeld
Education Liaison
- 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

2/2020

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

DATES TO REMEMBER!

March 20: East River Breakfast Meeting – Sioux Falls
April 9: West River Breakfast Meeting – Rapid City
April 29: YPN Event - Brookings
May 15: East River Breakfast Meeting – Sioux Falls
June 11: West River Breakfast Meeting – Rapid City
June 16: SD ASFMRA Board Meeting – Kimball
June 16-17: SD ASFMRA Fishing Social – Kimball / Chamberlain
June 23-26: SD Assessors Conference – Sioux Falls
July 15-24: Education Week – Des Moines, IA
July 17: East River Breakfast Meeting – Sioux Falls
August 13: West River Breakfast Meeting – Rapid City
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.
September 18: East River Breakfast Meeting – Sioux Falls
October 1: SD ASFMRA Board Meeting – Deadwood
October 2: West River Breakfast Meeting – Deadwood
November 7-13: ASFMRA Annual Meeting – San Antonio, TX
November 20: East River Breakfast Meeting – Sioux Falls
December 10: West River Breakfast Meeting – Rapid City
January 21-22: Winter Education & Joint Meeting W/PAASD -Chamberlain

CHAPTER MEMBERSHIP UPDATE

We welcome our newest member Matthew Pullen, Matthew works for Northern Plains Appraisal in Brookings and recently obtained his certified general appraiser license.

Summary of Current 107 Members / 77 accredited / associate / academic:

1 ARA / AFM	13 ARA	12 AFM	
48 Associate	– 42 appraisers	/ 6 farm managers	3 Academic (1 AAC, AFM)
4 Affiliate	4 Retired	11 Student	11 Partner

PRESIDENT'S MESSAGE

By: Paul Sickler, AFM

The President's message this month is on the shorter side – not because I don't have much to say, but rather because the day, and the week, are getting away from me. I don't know about you, but to me it seems like there is more to do than what I can get done, especially lately.

I recently received a report back from Bev Luke and it appears that our winter education in Chamberlain last month did quite well. After all expenses, etc., we added about \$5,800 to our chapter's checking account. Thank you for attending the education classes and continuing to make our chapter profitable. A big thank you to Travis Shaykett, our education chair, for lining this up and organizing the event. Thank you as well to the speakers, they did a great job.

Please join me in wishing Paul and Tamara Joerger well as they make a move to Denver, CO. Paul has accepted a new job with a bank in Denver and, I believe I understand that Tamara will be working on appraisals. They will remain members of the South Dakota chapter of ASFMRA and we are glad to have them. Paul has resigned his position on the board of directors, so we are currently in the process of filling his remaining term, which runs until January 2021. Paul was also looking into the Certificate of Value forms that we all look at when visiting county courthouses. We are currently looking for someone to pick up where Paul left off with this project.

Tamara's position of East River Breakfast chair has been filled by Jeff Barker. This is a good place to remind everyone, if you have a desire to serve on a committee, chair a committee, be a part of the board of directors, or are considering an officer position, please let me know!

A couple of legislative bills made their way through Pierre this winter. As I understand it, HB 1126 and HB 1126 both passed which allows both appraisers and brokers to complete evaluations. Terry Leibel testified against HB 1269 on behalf of ASFMRA. This bill would have made it illegal to put deed and title information on-line. This bill was killed in the House Local Government Committee.

Please take a look at all the "dates to remember" on page one. Your chapter has a lot going on. I encourage you to take part in whichever activities you are able to. The fishing social in June is a great time and we have room for more people. Education week in July in Des Moines, NE-SD joint meeting in Yankton in August, Chapter Leader's Day in Denver in August, Washington Leadership in September, there is something for everyone! By the way, we do have two members committed to attend Washington Leadership, however; their employer will cover their expenses, so the Kjerstad scholarship is still available for this event.

OK, so I guess this message did not end up to be so short! I had a lot to say because we have a lot going on. Your chapter is an active chapter and that's the way we all want it to be. Let's look forward to spring and March coming in like a lamb.

Paul Sickler
psickler@farmersnational.com

SD ASFMRA YPN EVENT COMING UP

By: Ryan McKnight

What: Axe Throwing and Networking
Where: Woody's Axe Throwing
2508 Wilbert Ct. Ste C
Brookings, SD 57006
When: April 29th, 2020 – 5:30 – 7:00PM

NESS SCHOOL OF MANAGEMENT & ECONOMICS CAREER FAIR

By Barb Hegerfeld

On February 24th, the Chapter attended the Ness School of Management & Economics (NSME) Career Fair. Members Megan Hammond and Jackson Hegerfeld volunteered to take shifts and represent the chapter. Eight students from the fair signed up to receive more information on becoming a student member. Areas of study included Ag Business, Economics, Entrepreneurship, and Math/Data Science. Ag Business major, Jackie Thayer, won the SDSU Bookstore gift card.

If any chapter members have any career or internship opportunities that maybe be a possibility to these students, please reach out to SDSU Career Fair Committee Chair, Rick Gullickson, for a list of these students.

CHAPTER MEMBER ANNIVERSARIES

Member	Join Date	Years
Paul Sickler, AFM	3-27-1992	28
Ordean Eddy	3-12-1999	21
Jim Hollenbeck	3-12-1999	21
John McMahon	3-12-1999	21
Ron Rucker	3-12-1999	21
Craig Sommers	3-12-1999	21
Allan Husby, ARA	3-15-2002	18
Brian Gatzke, ARA	3-21-2003	17
Loy Matthes, ARA	3-07-2003	17
Scott Heimes	3-26-2004	16
Dan Hilgenkamp	3-11-2005	15
Troy Swee, AFM	3-18-2011	9
Matt Gunderson, AFM	3-11-2015	5
Curtis Brooks	3-27-2015	5
Brooke Kix	3-16-2017	3
Melissa Maurer	3-14-2018	2
Richard Marlier	3-21-2018	2
Christopher Nelson	3-21-2018	2
Andrew Schaeffer	3-21-2018	2
Amanda Tolzin	3-06-2019	1
Sawyer Kraus	3-21-2019	1
Jess Powell	3-21-2019	1
Joshua Weinheimer	3-21-2019	1

Thank you for your support!

COMMITTEE MEMBER PROFILE

By: Kim Larson



When did you begin your career in agriculture? Why?

I grew up on a cow/calf & grain operation north of Kennebec and west of Lower Brule. So I've been involved in Ag all my life.

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

When I went to college, all I knew was that I wanted to work with agriculture and computers. I have a BS in Computer Science from SDSU. I worked in Kansas at a community college teaching computer classes while my husband worked on the college farm. We moved back to SD and I worked for the SD Lottery. I came to work for FCSAmerica in 1997 and have been here ever since. I started working in customer service then moved to loan servicing and loan origination. When Jim

Continued

Vietor started talking about retirement, there was an opening in the appraisal department and I took a shot and got the job.

Describe why you remain a chapter member of the South Dakota ASFMRA and your experience as Membership Committee Chair.

I became a member of the ASFMRA because I wanted to meet appraisers outside of FCSAmerica and make those important networking connections. I became the Membership Chair when asked by Terry Leibel and Paul Reisch. It gave me an opportunity to give back to the chapter and get to know even more people within the chapter. It also gave me the chance to attend the Chapter Leaders meeting in Denver a couple of years ago and meet all the national staff. That was a great experience. It was nice to put faces to the name in all the emails we receive and get to know them and their passion for the profession.

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'm married with two grown children. One that just graduated from SDSU Suma Cum Laude in Microbiology and the other is a Sr at SDSU in Construction Management. My husband is the Parts Manager for Floyd's Truck Center in Ft Pierre.

I have a BS in Computer Science from SDSU and an MS in Educational Technology from DSU. We lived in Colby KS where my husband managed the college farm and I taught computer classes at the community college. We moved back to SD when I got a job with the SD Lottery. I came to work for FCSAmerica in 1997 and have been here ever since. I started working in customer service then moved to loan servicing and loan origination. When Jim Vietor (former ASFMRA member) was preparing for retirement, there was an opening in the appraisal department, and I applied and eventually ended up becoming a certified general appraiser.

I am also involved in FFA, 4-H and High School Rodeo. Currently, I am the SD 4-H Finals Rodeo Secretary. I have been a judge for the State FFA Parliamentary Procedure contest for several years.

Describe a few memorable or unique experiences in your life including a professional experience that was especially fulfilling / rewarding.

The Chapter Leader's meeting in Denver was a really great experience. It was a smaller gathering of people from several states. It was a great opportunity to network with other appraisers and learn about their territories and the way they do their work. It was also a great way to meet the National ASFMRA Staff and get to know them a little better as well. It makes it way easier to reach out and ask questions to someone you've met in person. These are some of the same reasons I enjoy the continuing education event each year in Chamberlain. It allows me to meet more local appraisers and get to know them better.

When I worked for the South Dakota Lottery, I was able to go to Gilroy CA for a lottery ticket print and it just happened to be near the time of year when they hold the Gilroy Garlic Festival and Harvest. The air smelled like garlic the whole time and it was very interesting to see them harvesting the garlic along the roads. That was my first exposure to non-grain crops and has always stuck with me. PS – I love Garlic!

WEST RIVER BREAKFAST

By: Justin Uhrig

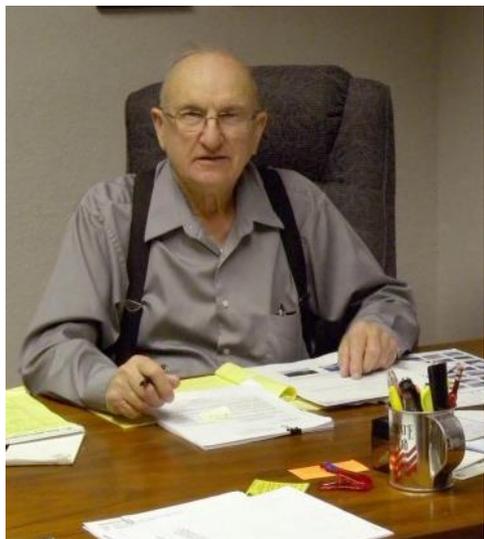
The ASFMRA West River Breakfast Meeting was held at 9 AM on Thursday, February 13, 2020. The meeting location was at Marlin's Family Restaurant. Morning low temperatures were reported to fluctuate from - 5 to 2 above, due to a recent cold front that blew through. Members that were in attendance included Loy Matthes, David Baker, and Justin Uhrig. Discussion on rotating meeting locations and a possible summer tour were left unaddressed until more members could be present to weigh-in.

The trio brought up conversations about access issues around tribal land, recent sales, appraising right of ways, and of course stories of vehicle related issues during inspections. The next meeting will be Thursday, April 9th, 2020. Tentatively, the meeting will be located at the same location, but a reminder will be sent out with any updates, prior to the next meeting.



COWBOY LOGIC

By: Russell Wyatt



On February 21 Patrick and I were doing a routine appraisal out in the country 30 miles from the nearest town. Eighteen miles off the mainroad was all gravel. There were snow drifts 4 to 6 feet high on each side of the road. As we approached the ranch headquarters, there was the usual long row of equipment lined up. There were tractors, a swather, a baler, a feed wagon and loader, but what stood out as unusual in the row of machinery was a late model Lincoln stretch limousine!

After completing the ranch inspection and returning to the headquarters we could not resist the question, "What's with the stretch limo?" The ranch owner laughed and said, "I will tell you the story." He proceeded to tell us in detail why the limo was there and it had to do with his son getting married. "The wedding will be down on the creek under those trees," and he pointed toward the creek. "The wedding is going to be a private wedding with only the family attending. There is going to be a wedding dance in the neighboring village which consists of a community meeting hall, a post office and a small store. The bride's only request was to be taken from the wedding site at the ranch to the wedding dance in a stretch limo. The wedding is on labor day 2018."

Well the groom wanted her to have her wishes. He called the nearest limo rental place which is about 150 miles away. The rental place quoted a price of \$1500 to come for the evening. The groom said, "There has to be a better way." He got on the internet and found a stretch limo for sale in Denver, CO for \$2200. He made the deal and brought the limo to the ranch.

The story doesn't stop here. He bought the limo in January 2018. The word got out that the groom had a stretch limo. Requests started coming in from all the small towns in the area for the groom to take their kids to their respective high school proms. He gave them a price of \$300 per night, instead of the \$1500 they charged to come from the big city. His request for prom night limo service in his home town also happened to be the home of the auto parts repair store. He told the people in his home town that his limo was going to need some repairs and whichever month he had the highest parts bill that would be his charge to take their kids on their prom date. He has enough transportation requests to proms to pay for the limo. He also has a standing offer that will pay him \$2200 for the stretch limo after the wedding. He has also given his bride her heart's desire.

NOW THIS IS WHAT I CALL COWBOY LOGIC!!!

SUPERBOWL BOARD RESULTS

The results from the Super Bowl board fund raiser from earlier this month are below. Congratulations to the winners and thank you to all that participated!

Halftime Score: Chiefs 10 – 49ers 10

Final Score: Chiefs 31 – 49ers 20

Don Zacher -\$100 Don Zacher - \$20
John McMahan-\$20 Russ Wyatt - \$20
Patrick Wyatt-\$20 Tom Jass - \$10
Dave Baker-\$10 Wyatt Nelson-\$10
Gibson Brooks - \$10

Patrick Wyatt - \$100 Wyatt Nelson - \$20
Gibson Brooks - \$20 Don Zacher - \$20
Jay Knuppe - \$20 Marv Siebrecht - \$10
Ron Ensz - \$10 Russ Wyatt - \$10
Don Zacher - \$10

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.

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.