

**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)  
Rick Gullickson, AFM (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 Liasion  
- 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](http://www.asfmra-sd.com)

3/2020

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

## DATES TO REMEMBER!

April 9: West River Breakfast Meeting – Rapid City-**Canceled**  
April 29: YPN Event - Brookings-**Canceled**  
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

## NEW DIRECTOR

Rick Gullickson, AFM has stepped into our vacant director position.  
Congratulations Rick!

## CHAPTER MEMBERSHIP UPDATE

Summary of Current 107 Members / 76 accredited / associate / academic:  
1 ARA / AFM    13 ARA    12 AFM  
51 Associate – 43 appraisers / 7 farm managers    3 Academic (1 AAC,  
AFM)  
4 Affiliate    4 Retired    11 Student    11 Partner

## PRESIDENT'S MESSAGE

By: Paul Sickler, AFM

Hello fellow South Dakota chapter members!

Our world has certainly changed dramatically since you last heard from me. I hope everyone is able to adjust to working from home and this whole new thing of “social distancing”. I am sure that this affects each of us differently. Personally, I have always worked from a home office and my kids are grown up and moved out, so really isn't much of a hardship for me. For others that are used to going to an office building every day, I am sure this takes some adjustment.

Your chapter continues to operate doing what we can. A couple of breakfast meetings have been cancelled as has the YPN event scheduled for April 29. We are hopeful to be able to hold our fishing social and summer board of directors meeting in June, but time will tell. We are certainly in unprecedented times and who knows when things will get back to normal. Please continue to watch the Dates to Remember and check your email for any cancellations, postponements, etc. There are several other articles in this month's newsletter about our recent activities.

Please help me congratulate Rick Gullickson for being elected to serve out the remaining term of board member Paul Joerger. I know that Rick will be an excellent addition to our board of directors and I will value his input.

My significant other and I recently returned from a week-long vacation in Hawaii. When we left on March 6, there was not that much talk about COVID-19. We bought our hand sanitizer and wet wipes and headed for vacation. While in Hawaii, we didn't even hear much about it as everyone there was on vacation. It was a great week as the islands are beautiful. When we returned home on the evening of March 15, you could certainly tell that things had changed. Many airline passengers had on face masks, schools had announced closures and South Dakota had confirmed cases of COVID-19 in the state.

In these times, it is important to listen to the health officials and follow their guidelines. “Social distancing” and “COVID-19” are new words that weren't even in our vocabulary a month or two ago. We all have heard the President's Coronavirus Guidelines for America and we need to follow them as best we can. It is the way to slow the spread of this virus and “flatten the curve”. Please do your part and review the guidelines here:

[https://www.whitehouse.gov/wp-content/uploads/2020/03/03.16.20\\_coronavirus-guidance\\_8.5x11\\_315PM.pdf](https://www.whitehouse.gov/wp-content/uploads/2020/03/03.16.20_coronavirus-guidance_8.5x11_315PM.pdf)



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Everyone take care and stay safe. Hopefully, this will all be behind us soon.

Paul Sickler

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

## MEMBER ANEVERSARIES

Member	Join Date	Years
Shawn Weishaar, ARA	4-22-1994	26
Terry Leibel	4-12-2002	18
Larry Janssen	4-01-2009	11
Joshua Whetham	4-09-2014	6
Jordan Bauer	4-10-2015	5
Tamara Joerger	4-01-2017	3
Anthony Anker	4-27-2018	2
Brady Swier	4-04-2018	1

Thank you for your support!

## MEMBERSHIP COMMITTEE EFFORTS KEY COMPONENT TO CHAPTER GROWTH

Paul Reisch, ARA – Secretary

The Membership Committee efforts have contributed to the chapter's success in membership growth in recent years. This growth supports the chapter mission "Enhancing Our Members Ability To Succeed In Their Agriculturally Related Professions".

Increased membership numbers through recruitment and retention activities helps the chapter financially and provides additional manpower resources to carry out activities that can accomplish the mission. The keys are member involvement in our chapter by volunteer efforts through the committee structure and participation in chapter activities.

Since Kim Larson became Committee Chair in 2017, chapter membership has grown from 91 members to the current 107 members, a 17.6% increase. Kim and committee members David Baker, Jeff Barker, ARA, Ron Ensz, ARA, Rick Gullickson, AFM, Dave Koenigshof, Ryan McKnight, Paul Reisch, ARA, and Craig Sommers have volunteered their efforts in the areas of recruitment and communication with members.

The committee efforts include:

- Visits with new members regarding their expectations of the organization, how their talents can serve other chapter members including possible committee activity, and how the chapter can help enhance their abilities to succeed.
- Communication with existing members regarding their needs and involvement in the chapter.
- Monitoring dues renewal and visiting with members whose dues are past due.
- Visiting with prospective members about joining our organization.

## NEW NAME... SAME GAME

By: Ron Ensz, ARA

Ron Ensz started his appraisal career with Jerry Kjerstad in 2002. He worked with Kjerstad and John Widdoss for the next few years. Jerry died unexpectedly in October 2006. Ensz then purchased the appraisal business from Margy Kjerstad in 2007 and several years later changed the name to Ensz Appraisals LLC. Fast forward to 2019, Ensz changed the name of the appraisal firm to Dakota Appraisals, LLC.



A few years ago, Don Zacher decided to make a career change and asked Ensz to be his mentor to become a Certified General Appraiser. Ensz is proud to announce that Zacher recently received his Certified General License from the State of South Dakota on March 7, 2020. Zacher bought into the business in June 2019. We focus on farm and ranch properties in

northwest South Dakota and northeast Wyoming as well as larger Black Hills properties. If you're scoring at home, the name went from **Kjerstad Realty Group** to **Ensz Appraisals** to **Dakota Appraisals**

This isn't an advertisement but rather informing the chapter that Dakota Appraisals has some familiar faces.

## LEGISLATIVE UPDATE

By: Barry Wilfahrt-Lobbyist

Dear PAASD and ASFMRA Members,

Appraisers have another Successful SD Legislative Session.

**HB1269. OPPOSED.** The bill would have made it illegal to put deed and title information online making the entire lending process more difficult as more counties convert to online record keeping.

Amy Frink and Terry Leibel testified against HB 1269 on behalf of PAASD and ASFMRA respectively. The Bill was sent to the 41st Day (killed) in the House Local Government Committee 12-0. Amy and Terry did a great job representing the industry. Several Appraisers from around state also made contact with their legislators urging their opposition. It all made a difference!

**HB 1126. NEUTRAL.**

HB 1126 allows RE Brokers to do evaluations. We did not testify on this Bill and stayed neutral. It passed both committees and houses unanimously, the Governor has signed it and it will become law July 1, 2020.

**HB 1127.** HB 1127 allows appraisers to do evaluations. PAASD SUPPORTED HB 1127 and ASFMRA was NEUTRAL on HB 1127, in accordance their national office. Randy Vance spoke in support of HB 1127 in House Commerce Committee where it passed unanimously. It passed the House 66-0. In the Senate Randy also testified in favor of HB1127 in front of the Senate Tax Committee where it passed 7-0. It passed the full Senate 35-0. The Governor has since signed the Bill so it will become law July 1, 2020.

## MESSAGE FROM THE EDITOR

By: Curtis Brooks

Do I really have something to say or am I just filling in this part of the short newsletter? The answer is, yes:) I don't know about the rest of you, but this unique set of circumstances has resulted in plenty of extra work for our office. We are keeping our head above water so far.

We've received guidance from numerous sources. For most of us this is old news by now but I thought I'd share what was received from the FSA and the Appraisal Foundation below.

I wanted to thank those of you who help me out every month with the newsletter and remind everyone to contact me if you have an article or idea. Stay healthy everyone!

### FSA Guidance for Real Estate Appraisals

Home and building interior inspections should be suspended for all FSA appraisals until further notice. **Face to face interaction and all personal contact should be avoided.**

Extraordinary assumptions can be used in conjunction with occupant interviews, interior pictures, etc. Adequately supporting contributory value can still be achieved. **Consider this email as concurrence for use of any necessary extraordinary assumption needed due to the absence of an interior inspection.** Use your discretion on your exterior inspections as to what is necessary to produce credible results in your appraisal. You may need extended interviews and cooperation with the occupants, owners, and applicants to gain adequate information for your analyses.

The same concept already exists for animal confinement facilities to limit exposure to both the visiting personnel and the occupants.

The Appraisal Foundation attachment offers some commonsense things to think about when conducting field work. More guidance and news will likely be provided going forward regarding FSA appraisals.

FSA has additional appraisal guidelines for dairy, hog, and poultry that are available upon request. If you have questions about FSA appraisal requirements, please use my contact information below.

If you choose to withdraw from this appraisal assignment due to concerns that you may have, please contact the APOC immediately.

### Guidance from Appraisal Foundation

#### **NEW Are appraisers required to perform interior inspections of real property during a national health emergency?**

*Appraisers and users of appraisal services should remember that USPAP does not require an inspection unless necessary to produce credible assignment results. (Please refer to USPAP Standards Rule1-2, Standards Rule2-2, and Advisory Opinion2 for further guidance.)*

**When an interior inspection would customarily be part of the scope of work, a health or other emergency condition may require an appraiser to make an extraordinary assumption about the interior of a property. This is permitted by USPAP as long as the appraiser has a reasonable basis for the extraordinary assumption and as long as its use still results in a credible analysis.**

*Neither the Appraisal Standards Board (ASB) nor The Appraisal Foundation has the authority to suspend interior inspections. Appraisers are encouraged to communicate with their clients and follow public health recommendations (such as those issued by the CDC and World Health Organization), as well as national, state, and local government orders when performing appraisal assignments. The ASB and The Appraisal Foundation encourage lenders, regulators, government agencies and Government Sponsored Enterprises (GSEs) to consider suspending or relaxing requirements for interior inspections during a national health emergency.*