

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

4/2020

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

DATES TO REMEMBER!

- May 15: East River Breakfast Meeting – Sioux Falls-*Cancelled*
- June 11: West River Breakfast Meeting – Rapid City
- June 16: SD ASFMRA Board Meeting – Kimball
- June 23-26: SD Assessors Conference – Sioux Falls-*Cancelled*
- 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 17: SD ASFMRA Fishing Social–Kimball / Chamberlain-*New date*
- 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 FISHING SOCIAL DATE

The annual fishing social that was originally scheduled for June 17th has been moved to September 17th. There will be more information on this event in future newsletters.

DUNLAP TAKES OVER

Jim Dunlap, AFM-ARA has agreed to chair the Certificate of Value update committee. Jim will likely be asking for our help with this task in the future. Please help if you are able.

PRESIDENT'S MESSAGE

By: Paul Sickler, AFM

Greetings from the Southeast corner of South Dakota! What wonderful spring weather we are having so far. Over most of the state, we had a slow, gradual snow melt and little precipitation during March. This helped our rivers and the flooding situation of the past couple of years. Spring arrived a couple of weeks ago and we continue to enjoy very nice weather conditions.

What a difference a year makes. Many producers are rapidly planting corn and planting conditions haven't been better for many years. In the midst of very poor grain prices, livestock markets in the tank and ethanol plants closing, the current weather and planting conditions are a bright spot for producers this spring. It is amazing how much this improves the farmers attitude.

As many of you know, a big part of my farm management territory is in Northwest Iowa. Corn planting is wrapping up for many farmers and they already have a good start on soybean planting. I have received many calls this week asking if it is too early to plant beans? My response mostly has been....we have planted enough beans in June the last 2 years, let's plant some in April to average it out. I guess that time will tell if this was the right decision.

Despite COVID-19 shutting many things down, your chapter continues to function. While we have cancelled some upcoming events, we are moving along with other things. Please continue to check the "Dates to Remember" in the monthly newsletter and on our chapter website. While we are staying at home, there are some things you can do. Case in point, please take the time to complete the SDSU Ag Land Value Survey. I am sure that fellow member Jack Davis would appreciate your support. The link to complete the survey is:

<https://2020sdsu-ag-land-market-survey.questionpro.com>

Our chapter board of directors meeting is scheduled for June 16 and we are still planning on a full day. We may end up meeting electronically rather than in person, but even so, our chapter business will be conducted. If anyone has something for the board to consider, please contact me or one of the board members. The fishing social that was scheduled for the next day has been postponed to September 17.

As of now, the Education Week in Des Moines is still on. So is our joint meeting with Nebraska to be held in late August. Stay tuned for further updates as needed.

With all of the sudden changes in our lives over the past month or so, the past normal will change our future. We likely will not go back to the normal we are used to, but rather to a new normal. Social distancing has changed our lives and our world as we know it. So many things have been affected: education, sports, dining out, entertainment, vacations, the list goes on. Many workers have learned to work from home, while making sure that the kids are completing their online home work. Virtual "Zoom" meetings are becoming common place. We all know that the great economy went to economic turmoil in a matter weeks. I could go on, but we all get enough from the news.

In closing, always be ready for change. It can happen hourly, daily or whenever, just be ready for it. Please take care and stay safe!

Paul Sickler

psickler@farmersnational.com

CHAPTER MEMBERSHIP UPDATE

We welcome our newest associate member Matthew Preszler. Matthew is a state registered appraiser who started work for Northern Plains Appraisal in Brookings earlier this year. Matthew currently lives in Watertown and worked with Hy-Vee prior to starting his appraisal career.

We also welcome our newest student member Paige Stofferahn-Muck from Rapid City.

All of our Partner Members have renewed for 2020 and we thank them for their support.

Summary of Current 109 Members / 78 accredited / associate / academic:

1 ARA / AFM	13 ARA	12 AFM	
49 Associate – 43 appraisers / 6 farm managers			3 Academic (1 AAC, AFM)
4 Affiliate	4 Retired	12 Student	11 Partner

We have 86 paying national members (accredited / associate / academic / affiliate / retired) compared to 83 as of October 1, 2019 so we are plus 3 relative to membership growth criteria for Patron Chapter

MEMBER ANEVERSARIES

Member	Join Date	Years
Russell Wyatt	5-29-1987	33
Paul Reisch, ARA	5-06-1988	32
Tom Jass	5-26-1995	25
Kayla Suther	5-31-2013	7
Justin Uhrig	5-01-2017	3

Thank you for your support!

LAND SURVEY REMINDER

2020 Agricultural Land Value Survey

The SDSU Agricultural Land Value Survey has been ongoing since 1991. We would greatly appreciate your participation in this short survey. The data collected from this survey is compiled and used by many industry professionals and producers alike. Below is a link to the survey as well as last year's results for you to examine. Thank you for your time spent filling this survey out.

If you have any questions or suggestions about future iterations of this survey please contact Jack Davis (Jack.davis@sdstate.edu 605-995-7378)

2020 Land Value Survey: <https://2020sdsu-aq-land-market-survey.questionpro.com>

2019 Completed Land Value Results: <https://extension.sdstate.edu/south-dakota-agricultural-land-market-trends>

MEMBER PROFILE

By: Donald D. Zacher

Describe your experience and education related to the property professional field.

I have been a farm and ranch appraiser for over three years now and recently received my SD State Certified General Appraiser certification. Before becoming an appraiser, my wife and I owned and operated title insurance companies in Butte, Lawrence and Harding Counties in South Dakota for almost 20 years. I'm fortunate to have been in the real estate industry for over 25 years now and have worked with several lenders, attorneys and private parties over those years.

Describe what has led you to becoming a chapter member of the South Dakota ASFMRA and why you remain a member, if a member for a number of years.

My mentor and partner, Ron Ensz, has been a longtime member of the South Dakota ASFMRA. When I first started, Ron indicated I should consider being a member. I did take a hard look at the association and what it does for our state and profession. I believe it's important to not only participate in the ASFMRA, but to support people in the same profession. As our profession grows and changes in coming years, I hope that all rural appraisers will consider being a part of this association and utilize what it has to offer.



Describe personal background items that would be of interest to fellow chapter members.

I grew up in Sturgis, South Dakota and graduated high school in 1992. Mindy, my wife and high school sweetheart, have been married for over 25 years now. We lived in Sturgis, moved to Belle Fourche in 1999 and then we moved to Spearfish in 2015. We have three children that are currently going to college. My daughter, Rachel, is graduating from SDSU this May with a doctorate in pharmacy. My oldest son, Jacob, is graduating from BHSU this December with a business degree and plans to become an appraiser. My youngest son, David, attends USD and is also getting a business degree.

I enjoy golfing, fishing, playing softball and socializing with my family and buddies. In the last month, my daughter Rachel and her husband had a baby boy named Jack. It's a little weird to have them call me "grandpa", but I truly enjoy being around him.

Describe a few memorable or unique experiences in your life.

I would say my most memorable experiences were our vacations with our children. Our favorite place to go was Maui. I am also a big LA Dodgers fan and was lucky enough to go to three World Series games in Los Angeles.

Lastly, I would like to thank Ron Ensz for being my mentor. He has been very patient with me over the years and has done a great job of teaching me the appraisal profession. I have lots to learn yet, but look forward to working with Ron in the coming years.

KJERSTAD MEMBER SCHOLARSHIP HISTORY

By Paul Reisch, ARA - Secretary

Every other month the SD ASFMRA newsletter ends with pages outlining Kjerstad Member Scholarship opportunities. In June 2014, the chapter newsletter included an article with the intent to provide members with an historical perspective of the Kjerstad Member scholarship as 36 of the 74 members at that time had joined since Jerry Kjerstad's death in October 2006. Since that article in the June 2014 edition, the chapter has an additional 43 new members so it seems appropriate to rerun the article with a few updates.

The chapter lost valued member Jerry Kjerstad on October 15, 2006. Jerry was Chapter President in 1993-94 and involved in national activities (especially Leadership Institute) from that time until his death. From Jerry's obituary:



Jerald Elnoris "Jerry" Kjerstad, age 64, of Piedmont, died Sunday, October 15, 2006, at the University of Colorado Hospital in Denver, Colorado.

Jerald Elnoris Kjerstad was born March 28th, 1942 in Quinn, South Dakota, the son of Elnoris and Ila (Bean) Kjerstad. Jerry grew up on the ranch by Quinn. He graduated from Wall High School in 1960 and he received his BS in Agriculture Economics with a Business Option Degree from South Dakota State University in June of 1964.

Jerry became a loan officer and appraiser with the Federal Land Bank Association of Chadron, Nebraska. He was with the Farm Credit Service System until December 31st, 1984. During his 20 years of appraisal and appraisal review career with the Farm Credit System, he was located in Spokane, Washington, Washington D.C., and Omaha, Nebraska.

Jerry returned to the Quinn area to manage his ranching interest and establish a real estate business in 1985. The appraisal real estate business was moved to Piedmont in 1993. Jerry is the president of Kjerstad Realty, Inc., which provides a full range of real estate appraisal, brokerage, and consulting services. Jerry approached his business like he did all aspects of his life with leadership, dignity, and respect.

Jerry was united in marriage to Margy White on January 12th 1963, in Wall, South Dakota, and to this union were born three children Rick, Tina, and Lisa. Jerry was a lover of life and adventure. He was always there for his children as a Boy Scout Leader, baseball and softball coach, driving instructor, riding coach, and whatever else was needed. Jerry shared his love of life with his children and his grandchildren every day. He also loved his horses, hunting, fishing, and wine. Jerry's heart reached out to so many people and he gave every person he met a true gift of genuine friendship.

He was a member of the American Society of Farm Managers and Rural Appraisers, South Dakota Alumni Council, South Dakota Buckaroos, Custer Trail Riders, and the US Marshal Posse.

Continued

KJERSTAD MEMBER SCHOLARSHIP HISTORY CONTINUED

From October 2006 Newsletter - Wade Buck President Message:

He always had a smile for you. He always made me feel welcome. Even with all his talent and experience he treated me like an equal. He was one of those people you wanted to be around.

These were just some of the statements I heard over the past couple weeks and at Jerry Kjerstad's funeral. All of these go to support what a well-liked and respected man Jerry was.

It is with heartfelt sorrow my sympathy goes out to Margy and her family. While I can't say I understand how the family feels or pretend to know how this has impacted their lives, I can say as friend of Jerry's, I understand Jerry will be missed. He will be missed by the family, business associates, friends, students and the community of which he was a vital part.

For many of us, our community involvement is primarily local, fairly immediate, and tends to have an easily defined boundary. Based on my knowledge of Jerry and more so, on the comments by those who knew him best, Jerry's community didn't fall into that defined boundary. Whether it was spending time with family and friends, working, or traveling, Jerry touched people.

Jerry certainly touched this chapter. He played an active role in the early development of the chapter as well as the ongoing success of the chapter. Jerry mentored many, and was willing to give of his time and talents.

My son Cody said it very well, while saying a prayer for Jerry, when he said "God Bless Jerry, he's a really nice guy."

Kjerstad Member Scholarship Development:

For several years, SD ASFMRA provided registration fee scholarships for a member to attend Leadership Institute and national meeting attendance for the first time.

At the November 2006 board meeting, an exploratory committee (Ron Ensz, AR, Allan Husby, ARA. and Paul Reisch, ARA) was established to revisit the National Meeting Scholarship and other ways to provide financial support to our members. At the May 17, 2007 board meeting, this committee presented a proposal titled:

JERRY KJERSTAD MEMORIAL CHAPTER MEMBER SCHOLARSHIP PROGRAM

The proposal 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!*

Consensus at the board meeting was that support and participation from chapter members for the funding part of the proposal was essential for the success and sustainability of the program over the long term. The July member breakfast meetings were utilized for board discussions with chapter members to determine if strong member support for the proposal existed.

Continued

KJERSTAD MEMBER SCHOLARSHIP HISTORY CONTINUED

After receiving this member input, the chapter board announced implementation of Phase 1 scholarship opportunities for members under this program at the January 2007 annual membership meeting:

- Leadership Institute attendance
- National meeting attendance for the first time
- Pay member registration fee when receiving accreditation at national meeting.

Funding is handled outside of the normal chapter operating / budgeting process. A separate money market account has been dedicated for this program. Scholarships are paid from this account. Chapter fundraising projects, continuing education profits, and interest accrual on the account pay for the scholarships.

In May 2010, President Tom Jass announced that due to excellent recent education programs and excellent member support of those programs, chapter finances were at all-time highly positive position. The Board passed a motion to transfer \$25,000 of excess chapter funds into a separate and distinct Kjerstad Member Scholarship fund. It is the Board's intent to never tap these funds for chapter operating or other uses. These funds are to be used only to support the Kjerstad Member Scholarship Program.

The Board also passed a motion to create a new permanent committee to administer this program. The committee is called the Kjerstad Member Scholarship Committee. The committee is made up of the Chapter officers....President, Past President, President Elect, Secretary, and Treasurer.

With this action, the following scholarship opportunities were added:

- \$500 scholarship for first education course that is a part of accreditation track after becoming a new member.
- \$500 scholarship for accreditation education for those committed to achieving accreditation.
- Pay for cost of the accrediting exam.

Subsequent upgrades were made by the SD ASFMRA Board of Directors in August 2012, October 2015, May 2017, and June 2018.

Those who knew Jerry can review the scholarship objectives as shown below and think of many ways that Jerry touched chapter members that relate to these objectives.

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.

The Kjerstad Member Scholarship is a fitting lasting memorial of Jerry's contribution to our chapter.

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:

7. Encourage potential members to join our chapter and help them with initial ASFMRA education.
8. Encourage members to attend and learn the benefits of the networking and education that take place at national events.
9. Broaden the experience of chapter members, which will in turn, strengthen our chapter member networking opportunities and develop future leadership for the chapter.
10. Encourage members to pursue accreditation and support them in this endeavor.
11. Recognize the member's achievement in gaining his accreditation.
12. 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.