

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)
Rick Gullickson, AFM (2020)
Dave Koenigshof (2020)
Kim Larson (2022)
Don Threadgold, AFM (2021)
Don Zacher (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 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

6/2020

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

DATES TO REMEMBER!

July 15-24: Education Week – Des Moines, IA- Virtual Online
July 17: East River Breakfast Meeting – Sioux Falls-*Cancelled*
August 13: West River Breakfast Meeting – Rapid City
August 26-27: NE-SD 2020 Summer Meeting – Yankton-*Postponed*
August 27-28: Chapter Leaders Day – Virtual Online
September 14-18: Leadership Institute – Washington, D.C.-*Cancelled*
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

MEMBER ANNIVERSARIES

Member	Join Date	Years
Paul Joerger, AFM	7-9-1988	32
Ron Ensz, ARA	7-26-2002	18
Lee Gatzke	7-15-2004	16
Charles Doom	7-16-2004	16
Michael Norgaard, AFM	7-01-2006	14
Donald Threadgold, AFM	7-22-2010	10
Keith Newman	7-24-2013	7

Thank you for your support!

PRESIDENT'S MESSAGE

By: Paul Sickler, AFM

I want to use my President's message this month to fill you in on a few other happenings from our board of directors Zoom meeting on June 16th. We had good discussion on several items and many of them are outlined elsewhere in this newsletter. It certainly was an interesting day conducting our business via Zoom, but in the end, it all worked out well.

The board heard all committee reports and found the chapter to be functioning very well despite the issues associated with COVID-19. A big "thank you" for those who serve on a committee and especially to those who have been so willing to act as the committee chair.

One of the many casualties of COVID-19 is that board director Jerry Hulm has decided to retire from his profession, including serving on our board of directors. While I was sad to learn of Jerry's sudden retirement from the board, I am very happy to have Don Zacher approved as his replacement. We will all miss Jerry's experience and expertise, but wish him well in his future endeavors. Don, thank you for your willingness to serve out the remaining term of Jerry's, which runs through January of 2021. I look forward to having Don on the board.

During our board of directors meeting, we heard from our National President Paul Moore and ASFMRA Executive President, Brian Stockman. They both conveyed to our group that the Washington Leadership Institute has been cancelled for 2020. At this time, plans are that it will continue again in 2021. Seth Van Duyn and Curtis Brooks have indicated their interest in attending next year. Hopefully, this will happen in 2021!

As has been discussed in the past, our Membership Advisory Group representative from South Dakota will be Brian Gatzke. The group will meet during the annual meeting in San Antonio. In the event that Brian cannot attend the annual meeting, I will fill in as the alternate. Hopefully, the annual meeting will be able to take place in November.

Chapter Secretary, Paul Reisch, outlined many other highlights of our board meeting elsewhere in this newsletter, so please be sure to read his article. Your chapter is in great shape financially and even though we haven't been able to do many activities in person this spring and summer, hopefully we will be able to get together again by this fall. East River breakfast chair Jeff Barker and I decided to cancel the East River breakfast meeting which was to be held on July 17th. Our next East River breakfast is scheduled for September 18th, the next day after our new date for the fishing social.

As always, your board would appreciate hearing from the membership in regards to any of the proceedings of your chapter. Our next board meeting is scheduled for October 1st in Deadwood. We have hopes of meeting with the leaders of PAASD at the same time. As always, take care and stay safe!

Paul Sickler
psickler@farmersnational.com

CHAPTER BOARD MEETING HIGHLIGHTS

By Secretary Paul Reisch, ARA

Nine of the eleven board members attended the SD ASFMRA spring Zoom board meeting held June 16, 2020. ASFMRA President Paul Moore was also in attendance. ASFMRA Executive Vice President Brian Stockman attended part of the meeting.

Meeting highlights not addressed elsewhere in the newsletter:

January 2020 Winter Education seminars were successful financially, generating over \$5,200 profit compared to budgeted \$2,900.



NE-SD Summer Meeting in Yankton that was postponed from August 26-27, 2020 has been rescheduled for late August 2022.

SD ASFMRA donation for 2020 Education Foundation Auction is a CZ Quail engraved shotgun.

The chapter has set up a SD Chapter Leader community on the national website for library of chapter records (minutes, secretary records / functions, treasurer records / functions, committee tasks / records for education and membership. This will serve as a backup of information for the chapter and help with transition to new people, especially if there were to occur suddenly.

The board discussed possible changes to the Legislative Lobbyist and Continuing Education Offerings Memorandums with PAASD.

ASFMRA President Paul Moore and Executive Vice President Brian Stockman presented information to the board.

Paul Moore conveyed he is impressed with our chapter and board in how activities are handled. Paul conveyed the challenges for ASFMRA because of Covid-19. Executive Council has not met face to face since November 2019. There is a meeting scheduled in August 2020. Paul conveyed that Chapter Leaders Day will be online instead of face to face. The November annual meeting in San Antonio is still on as of now. Online webinars and seminars have been implemented in recent weeks. ASFMRA is now moving into on line seminars. There have been 600 participants in these activities over the last 90 days.

Paul mentioned the hiring of on line employee Michael Taft about 6 weeks ago. ASFMRA is excited about the benefits this brings to the organization. We now have on line chattel class (250 taken to date) and on demand ethics class. The ALM courses in July are being offered on line. A101 is under review, A102 is being worked, and A-600 Review is next in line. Eminent Domain and Conservation Easements will be the next courses to be addressed. There were about 20 participants in Practical Rural Appraisal and Property Rights on line seminars. The Valuing Rural America textbook is now digital with about 20 sold so far.

Continued

Paul mentioned the need for new members on an ongoing basis and commended the SD chapter for our efforts in this area. Paul mentioned the opportunities for members to serve on 6 different national committees and encouraged board members to consider being involved in one of these committees.

Brian Stockman also communicated to the board members. Brian expressed appreciation for Paul Reisch's efforts on Executive Council the past three years. Brian said currently ASFMRA staff is now about half in office and half remote. Brian mentioned a task force to look at Financial Standards reporting. Chapter Leaders Day will not be face to face but four different meeting sessions of one hour each over two days on topics of national update, operations update, Covid 19, and on line meetings.

RAILS TO TRAILS

By: Russell Wyatt

A number of years ago there were many miles of railroad tracts that no longer were used. A lot of land owners who had put up with the inconvenience of their property being divided by railroad right of way for many years thought at last their property would no longer be divided.

Some "do gooders" got the idea that these rail line right of ways should belong to the general public. They started a movement to make hundreds of miles of this a bike riding path.

After much nashing of teeth and complaining, it came to pass and became public bike and hiking trails. Rest spots and parking areas on adjoining privately owned land. The governor put the Game Fish and Parks Department in charge of managing the Rails to Trails property. So it was up to them to negotiate with the adjoining land owners for land for parking areas and rest areas for the trail users.

One area was in a small town and the land they needed was owned by a large company. The owner didn't want to sell the land but made a handshake deal with the Game Fish & Parks to use the land that adjoined the trail area. This was a small strip of land about 100 feet wide and 200 hundred feet long. Game Fish & Parks went ahead and developed a nice gravel parking lot. Then with their infinite wisdom, they decided they needed a restroom. But there was no sewer, so they built an outdoor cement vault toilet which was very expensive.

As time passed, the land owner went bankrupt. The foreclosing bank sold the land at a public auction. It was purchased by an investor who approached the Game Fish and Parks to see if they wanted to buy the strip of land they were using. Game Fish and Parks said there would have to be a survey. When the survey was done, 75% of the toilet was on the land that they did not own or have leased. At this point Game Fish & Parks said there would have to be an appraisal. The owner told Game, Fish & Parks that they would have to pay for the appraisal and he didn't care what it appraised for. He had his price set and that is how it had to be. He told them if they didn't buy the land they would have to remove their \$100,000 toilet because he had another buyer if they didn't perform.

Guess who got the job to appraise the lot to see who owned the toilet? Did it contribute value to either property?

I can't tell you what I did and I don't know the final outcome. However, the toilet is still there!

CHAPTER MEMBERSHIP UPDATE

We welcome our newest associate member Andrea Fox from Brookings SD. Andrea works at Northern Plains Appraisal and is in the process of obtaining her state registered appraiser license. Andrea has a Bachelor of Science degree in Mass Communications / Marketing from Minnesota State University in Mankato, MN. She spent time in 2006-07 in Washington DC as Press Assistant to U.S. Senator Tim Johnson. From 2007 until her move to Brookings, she worked in the Phoenix-Scottsdale, AZ area with several companies (most recently The Vanguard Group) in events and communication roles.

2020 Retention is 95% (103 out of 108).

Summary of Current 108 Members / 84 accredited / associate / academic / retired:

1 ARA / AFM 1 ARA / RPRA 13 ARA 12 AFM

51 Associate – 44 appraisers / 7 farm managers

3 Academic (1 AAC/AFM) 4 Retired 4 Affiliate 9 Student 11 Partner

We have 88 paying national members (accredited / associate / academic / affiliate / retired) compared to 83 as of October 1, 2019 so we are plus 5 relative to membership growth criteria for Patron Chapter.

NEWSLETTER FILLER FROM YOUR EDITOR

By: Curtis Brooks

Well another month has by and some activities have opened up while others have remained tight. Father's Day was last month and my family gave me a pair of Zubaz pants (photo to the right). Some of you might remember these and some of you probably don't. They were popular in the late 80's and early 90's. I got a kick out that gift and was surprised that Zubaz still exists as a company.



The answers to the trivia from last month is below. Enjoy your 4th of July everyone!

1. The most popular Father's Day gift is?
a. booze b. **a necktie** c. a shirt
2. What is South Dakota's state fish?
a. perch b. sunfish c. **walleye**
3. On 5/28/20, June live cattle opened at \$100.80. On this day last year it opened at?
a. \$116.15 b. **\$111.975** c. \$105.85
4. What was the original name for Memorial Day?
a. Remembrance Day b. **Decoration Day** c. Day of Remembrance
5. June is also known as
a. Produce month b. Bacon Month c. **Dairy Month**

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.

Continued

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.