

**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)

5/2020

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

## DATES TO REMEMBER!

June 11: West River Breakfast Meeting – Rapid City-*Cancelled*  
June 16: SD ASFMRA Board Meeting – via Zoom  
June 23-26: SD Assessors Conference – Sioux Falls-*Cancelled*  
July 15-24: Education Week – Des Moines, IA-*Cancelled*  
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-*Postponed*  
August 27-28: Chapter Leaders Day – Denver, CO  
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

## CHAPTER MEMBERSHIP UPDATE

We welcome our newest associate member Chip Horton from Volin, SD. Since 2001, Chip has been State Appraiser-Farm Service Agency. He is retiring this summer and will then operate his own fee appraisal business.

Summary of Current 110 Members / 78 accredited / associate / academic:  
1 ARA / AFM 13 ARA 12 AFM  
50 Associate – 44 appraisers / 6 farm managers 3 Academic (1 AAC, AFM)  
4 Affiliate 4 Retired 12 Student 11 Partner

We have 87 paying national members (accredited / associate / academic / affiliate / retired) compared to 83 as of October 1, 2019 so we are plus 4 relative to membership growth criteria for Patron Chapter.

## **PRESIDENT'S MESSAGE**

By: Paul Sickler, AFM

Hello members and partner friends of the Chapter! Summer is almost here, although a bit different this year. As many places open back up and we begin to get our economy going again, I hope that each of you remain safe in your daily activities.

In a couple of weeks, the ASFMRA South Dakota Chapter Board of Directors will “meet” via a Zoom meeting. We have a full agenda planned and hope to move through the items successfully in this new meeting format. We have several items to discuss, and will even have an update from our National President, Paul Moore, and EVP/CEO Brian Stockman. However, there is still room on the agenda if anyone has something else they would like for us to discuss. Please contact me, or any board member, if you have something that we should address.

Elsewhere in this newsletter, Paul Reisch has prepared a nice update on what is all going on at the National level. With the cancellation of Summer Ed week, many educational opportunities are available by virtual meetings, etc. Also, please see the “dates to remember” for cancellations of our local activities.

I will keep my message short this month as we all have lots to do. Enjoy your summer and please stay safe!

Paul Sickler

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

## **DISTRICT VI VICE PRESIDENT UPDATE**

**By Paul Reisch, ARA District VI VP**

My time as District VI Vice President is winding down as my 3 year term will end on September 30, 2020. The COVID-19 situation has certainly impacted and changed the events / happenings of my last 6 months in the role with cancellations of April Executive Council meeting in San Antonio, July Education Week in Des Moines, and the August NE-SD joint meeting Yankton.

We have had to learn new ways of delivering education and networking opportunities via on-line and zoom meeting interactions for our members. Hopefully, this crisis can be addressed over time so that we can again meet and network in person, especially at the 2020 ASFMRA Annual Conference this November in San Antonio, Texas.

Ag Land Management Live Online Delivery Plans:

- ALM 1 July 16-18
- ALM 2 July 20-22
- ALM 1 July 23-25
- ALM 4 July 26
- AFM Exam July 27-28

Fall Appraisal Course Plans:

- Integrated Approaches to Value (A304) | October 13-16, 2020 | Denver, Colo.
- Advanced Rural Case Studies (A400) | October 5-9, 2020 | Denver, Colo.
- Foundations of Appraisal Review (A600) | October 5-9, 2020 | Denver, Colo.
- Sales Comparison Approach (A302) | November 2020 | San Antonio, Texas
- Advanced Appraisal Exam Preparation (A500) | November 2020 | San Antonio, Texas
- Accredited Rural Appraiser Exam | November 2020 | San Antonio, Texas

Four of the five District VI chapters have grown membership (excludes student members) since October 1, 2019 so they currently meet the membership growth criteria for Patron Chapter. We hope to see District VI chapters recognized as Patron Chapters in San Antonio.

I have enjoyed the experience of representing the District VI chapters on Executive Council and interacting with many members at chapter meetings and functions. The deadline for nominations for the District VI VP position on Council for an October 2020 thru September 2023 term is June 20. As of this writing, we have two nominations from individuals to represent District VI. They are David J. Bartlett, ARA from Lagrange, WY and Jeffrey Monhollon, AFM from Cortland, NE. You will receive more information on their background and qualifications prior to receiving voting ballots this summer.

The deadline for nominations for the District VI representative on the Nominating Committee is also June 20. The Nominating Committee is responsible for the selection of individuals for all the Society's volunteer positions, appointments and elections. The committee's work will include the development of job descriptions as well as selection and assessment criteria for all volunteer positions and updating of the same as needed to meet the needs of the Society in the fulfillment of its strategic goals.

I have gained valuable national ASFMRA experience the past three years as District VI VP as well as a member of the Financial Review / Investment Committee, Foundation Legacy Funding Committee, and Education Foundation Board. I wish to continue serving and have submitted my name as a candidate for the District VI representative on the Nominating Committee and would appreciate your support.

## APPRAISAL STORY

By: Russell Wyatt

When we are appraising rural properties we get directions to the property from local realtors. This is an example of some of the directions we receive;

- from Custer go 7 miles west on state highway 16
- turn left on Old West road
- cross 6 cattle guards and property is on the left

You know this is open range in the west with this type of directions.

I attend land auctions quite often. I do this as one of the tools I use to track land value in the area. This particular sale was 3 identical tracts 9.5 acres each. The auctioneer gave a long speech about land values will continue to increase over time, a good investment.

The auction got underway and the 1st tract sold for \$7500/acre, the 2<sup>nd</sup> tract, right beside the first tract, sold for \$9500/acre. The auctioneer said, see I told you land will go up. This tract went up \$2000/acre in the last 5 minutes.

## MEMBERSHIP ANEVERSARIES

<b>Member</b>	<b>Join Date</b>	<b>Years</b>
Terry Longtin, AFM	6-01-1990	30
Jeff Barker, ARA	6-27-2007	13
Travis Shaykett	6-29-2011	9
Kevin Ulvested	6-15-2012	8
Jason Vaith	6-14-2013	7
Seth Van Duyn, AFM	6-27-2014	6
Austin Bunger	6-24-2016	4
Tyler Waldner	6-29-2018	2
Kenny Knutson	6-12-2019	1
Greg Powell	6-12-2019	1

Thank you for your support!

## SD/NE SUMMER EVENT

By: Dave Koenigshof

As you know, the event planned for this summer has been postponed. Potential future dates will be discussed and we'll keep the chapter informed as we go forward. I want to thank the planning committee for all of their work in planning this event. We'll pick up where we left off when a new date is determined. Stay tuned for more details in the future.

## NEWSLETTER FILLER FROM YOUR EDITOR

By: Curtis Brooks

Filling this newsletter has become more of a challenge now that most of our events have been either canceled or postponed. Until things get back to normal, I'm going to use this back page to have some fun. If any of you have anything you'd like to share (funny story like Russell shared, a picture, a joke, riddle, etc.) let me know.

Below are some photos showing what my family has been up to as we continue to social distance.



I'll also provide a handful of trivia questions that are relevant in one way or another. I'll provide the answers in the next newsletter. Don't use the internet to find the answers in this or any trivia event. Any idiot can Google search the answer:)

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