

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 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

08/2020

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

DATES TO REMEMBER!

September 4: Real Estate Mechanics Presentation-Zoom (noon CDT)
September 14-18: Leadership Institute – Washington, D.C.-*Cancelled*
September 16: SD ASFMRA Hunting Social-Woonsocket
September 17: SD ASFMRA Fishing Social-Kimball/Chamberlain
September 25: East River Breakfast Meeting – Sioux Falls
October 1: SD ASFMRA Board Meeting – Deadwood
October 2: West River Breakfast Meeting – Deadwood
October 9: Commercial Brokerage Presentation-*Details pending*
October 20: SDSU Ness School Career Fair- *Virtual Online*
November 7-13: Annual Meeting – San Antonio, TX-*Virtual Online*
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

<u>Member</u>	<u>Join Date</u>	<u>Years</u>
John Widdoss, ARA	9-30-1981	38
Kara Schneider	9-20-2017	2

Thank you for your support!

UPCOMING SOCIAL

Our chapter is having a social September 16th & 17th that includes a pheasant hunt, an outdoor meal, and a day of fishing. Six people will attend the pheasant hunt on the 16th in the Woonsocket area and ten will be fishing on the 17th in the Chamberlain area. In the evening of the 16th there will be an outdoor dinner/drinks/social at Cedar Shore. Jeff Barker and Don Threadgold organized this two day event. All are welcome to attend the meal/evening social. If you know you are going to attend on the evening of the 16th, please send Jeff Barker an email (Jeff.Barker@raboag.com).

PRESIDENT'S MESSAGE

By: Paul Sickler, AFM

I am writing this article for the newsletter on the last couple days of August, as summer winds down and school is starting back up. After this week of very hot weather, I for one am ready for fall and cooler temperatures.

As I read through the draft version of the newsletter, all I can think of is: our chapter really does have a lot going on even in the midst of the pandemic. Please take the time to read the other articles in this month's newsletter about everything that is going on. I can't help but be reminded of our Chapter's Mission statement:

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

A big thank you to all those members that work behind the scenes to make these activities and events take place. Specific to this month's activities, a thank you to Barb Hegerfeld and her entire SDSU committee for everything you do and have done. Despite the restrictions caused by COVID-19, you all have continued to "make things happen" and I am very thankful for your work. Barb, Keith, and Ryan all have articles in this newsletter. Your SDSU committee has been busy!

Several of our members currently serve on a National Committee, including Brian Gatzke, Paul Joerger, Barb Hegerfeld, Jim Dunlap, Andrew Gudajtes, and Paul Reisch, who serves on 3! Thank you to each of you for giving your time and service to make our organization even better.

Thank you to Brian Gatzke and Travis Shaykett who are currently attending the National Chapter Leader's Day. This event is sponsored and conducted by National and is being held virtually this year. Thank you for attending this event and gathering ideas, etc. to make our local chapter even better. I know from attending this event in the past, your South Dakota chapter is one of the chapters that National and other chapters around the country really look up to. We are doing things right here and thank you to our members.

Please keep fellow members Ron Ensz, Matthew Pullen and Mark Elder in your thoughts and prayers. They all lost loved ones in the last couple of weeks. Our sympathies go out to each of their families.

Our next board of directors meeting is coming up on October 1st at The Lodge in Deadwood. As always, your officers and directors will be meeting to conduct, plan and strategize the Chapter's business. We are always interested in and are soliciting member input. Please take a minute to call or email myself or any other board member your thoughts, ideas, or dreams. Whether it is enhancing something we already do or proposing a whole new idea, your input is always appreciated and welcomed.

Thanks again for all you do!

Paul Sickler
psickler@farmersnational.com

SDSU RELATIONSHIPS COMMITTEE

By Committee Chair Barb Hegerfeld

Thanks to significant time and effort in the past by several SD ASFMRA Chapter members, the ASFMRA/SDSU Relationship was taken to a new level this past year. Our new Industry Partnership with the school of Ness, provides the chapter with new ways to grow in our relationship with SDSU.

The Covid-19 pandemic provided some hiccups this past spring and summer, and planned events were canceled and/or postponed. As these last few months have provided new challenges for all, we are finding new ways to adapt and adjust as we head into the fall semester. Although, things may look a little differently than in years past, and some of our committee happenings will depend on decisions made by the University, we are confident we will continue to grow and build our connections with the relationship at SDSU.

Barbara Hegerfeld is the current committee chair. The Chapter's SDSU Relationships committee is made up of several parts.

SDSU Scholarship –Keith Newman - Committee Chair

Because of the Industry Partnership, the SDSU School of Ness is now in charge of selecting the scholarship recipient, based on criteria agreed upon in the Memorandum of Agreement (MOA). ASFMRA Member, Keith Newman, is the primary contact with SDSU for the chapter scholarship as well as representing the chapter at the awards banquet. Keith provided us an update of our most recent scholarship recipient in this newsletter.

Ness School Real Estate and Land Valuation Affinity Group – Ryan McKnight – Committee Chair

As you can see in his newsletter article, Ryan McKnight has been hard at work with the happenings of the Affinity Group. Several chapter members have been involved in meetings and calls with this group at various times this past summer. Again, as Covid-19 has provided some obstacles with the Network Event originally being planned, Ryan and the group have continued on with planning a virtual 2020 event with several speakers over the course of a few weeks. We are excited for what the future holds for this group.

SDSU Education – Ryan McKnight Liaison

The education liaison between ASFMRA and SDSU contacts has naturally been Ryan McKnight over the past few years. Ryan has been a continuous advocate for the Real Estate Minor at SDSU. This position is a liaison between ASFMRA and the happenings in SDSU education and the Real Estate Minor activities. While also seeking applicable journal or other articles from SDSU into our monthly newsletter.

Continued

Student Involvement – Rick Gullickson, AFM - Committee Chair

In 2020, we decided to merge the SDSU Career Fair and Student Involvement Committees into one. Rick Gullickson has stepped up to chair this committee, with a team of SD Chapter members. The student involvement committee aims to connect with students while promoting ASFRMA student membership and involvement, the Chapter Scholarship and our ASFMRA Professions. The committee does presentations to SDSU Classes, SDSU Clubs and Organizations, and attends Career Fairs. The committee is made up of:

Appraisers: Jordan Bauer, Brooke Kix, Keith Newman, Hayley Reisch, Barbara Hegerfeld, and Loy Matthes, ARA,

Farm Managers: Austin Bunger, Jackson Hegerfeld, Tyler Waldner, Megan Hammond, and Troy Swee, AFM

Although this year may look little different than years past, Rick already has plans in the works to attend the Virtual Career Fair this year put on by the Ness School of Management and Economics on October 20th. If you have an opportunity you would like us to share with students at the career fair, please contact Rick.



The SDSU Relationship Committee is looking forward to this next school year and all of the opportunities it may bring. As always, if you have an interest in being part of the SDSU Relationship committee, we welcome your involvement. We are always seeking new ideas and suggestions. Please reach out to Barb Hegerfeld with any questions.

SCHOLARSHIP WINNER

By: Keith Newman

Clint Messner has been selected as this year's recipient of the Chapter's \$1,000 scholarship for the 2020-2021 academic year.

Clint is working on a Business Econ major, with Real Estate & Ag Business minors, with plans to graduate in the spring of 2021. Clint is from Hancock, MN and plans to return home and work with his family's grain system construction business and would like to get involved in the Ag Real Estate field.



In his college career, Clint has been involved in FIRE club as their President, Alpha Gamma Rho fraternity, and membership development.

The scholarship was created to develop and support student interest in the rural appraisal, farm management and agricultural consulting professions and to encourage students to become American Society of Farm Managers and Rural Appraiser (ASFMRA) chapter members.

Upper level undergraduate students enrolled in the Ness School of Management and Economics at SDSU are eligible for this scholarship. A cumulative GPA of 2.5 minimum is required - along with a stated interest in considering rural appraisal, or is pursuing a minor in Land Valuation and Rural Real Estate.

CHAPTER MEMBERS SERVE ON NATIONAL COMMITTEES

Several South Dakota chapter members are serving on 2020-2021 National Committees.

Appraisal Education/Accrediting - Brian Gatzke, ARA (SD)

Awards - Paul J. Joerger, AFM (SD) Chair

Foundation Legacy Funding - Barbara Hegerfeld (SD)

Government Relations - James Dunlap, AFM, ARA (SD)

Education - Andrew Gudajtes, ARA (ND)

Membership – Paul Reisch, ARA (SD)

Nominating Committee - Paul Reisch, ARA (SD)

Education Foundation Board - Paul Reisch, ARA (SD)

We thank these members for their service.

NESS REAL ESTATE AFFINITY GROUP

By: Ryan McKnight

I hope this finds you well. This is Ryan McKnight from the SDSU Ness School of Management and Economics, and I am writing to give you a brief update on the Land Valuation and Rural Real Estate Affinity Group. The Affinity Group, which was developed in the summer of 2019, consists of roughly 35 members from various parts of South Dakota. The main professions involved are Appraisers, Brokers (Residential and Commercial), Abstracters/Title Insurance, Lawyers, and Bankers. We have had several meetings this summer to discuss the purpose and future of the group, the minor itself and the respective students, and the networking event.

Each profession has been broken into subcommittees for easier planning and discussions. The consensus of the entire group is the future is bright and there are plenty of high hopes and aspirations. Many members have been giving referrals and adding people to the group who want to make a difference for SDSU and the state.

It has also been exciting to listen to the ideas and opportunities that are out there for our students. All the groups have discussed offering more internships and mentorships as well as career opportunities. Moreover, there has been a lot of members asking to get in front of our students to teach about their profession. We are currently working out some of these details for future classes.

The annual networking event is currently being planned with this year being unique due to COVID-19. Right now, we are scheduling the event to be virtual with each subcommittee selecting a speaker.

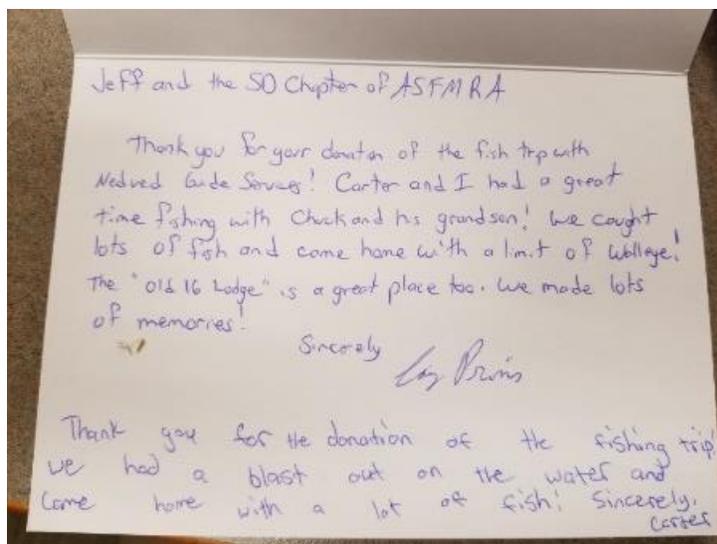
The first presentation titled "Real Estate Mechanics: Student Success, and Eric Hanson, President of Homestead Holdings, Inc." will be held virtually on Friday, September 4th, at noon CDT. Those interested can join the presentation via Zoom. If you are unable to make the live session, these will be recorded for viewing at a later date.

A Commercial Brokerage presentation is scheduled October 9th. Complete details to be sent out at a later date.

If you would like to get involved in the affinity group or have a presentation, please let me know!

Take care and stay safe.

THANK YOU CARD TO THE CHAPTER



COMMITTEE CHAIR PROFILE- BARB HEGERFELD

1. When did you begin your career in agriculture? Why?

Growing up in rural South Dakota, I've been surrounded by agriculture my entire life. Although a career in the ag field, let alone as an appraiser, was never something I really considered. I received two bachelor's degrees in Marketing and Management at NSU, and an MBA from USF. I had big plans! Although, I wasn't really sure what they were!

While working at Daktronics as an International Sales and Marketing Coordinator, Brian Gatzke was talking to my husband, Jackson, about the need for appraisers. Both Brian and Jackson were ASFMRA members and kept in touch. After several months of discussions and considerations, we made the decision to leave Daktronics to pursue a career as an appraiser.

It was a life change and we joke about how I went from traveling to Paris, Zurich, London, and Frankfurt to now trips to Huron, De Smet, Olivet, and Howard. It was a change in scenery to say the least, but a good move for my family at that time.

2. Describe why you remain a chapter member of the South Dakota ASFMRA and your experience as YPN District Representative and Chapter Committee Chair (East River Breakfast, Career Days, SDSU Relationships).

The networking and educational offerings we have in ASFMRA are things I really value within the Chapter. As a member of the South Dakota ASFMRA Chapter, I've felt it has been important to give back where I am able. Members are what keeps this chapter going and our involvement is what will determine its success.

Being the East River Breakfast chair was really my first level of involvement which enabled me to get to know many of you. At the same time, taking on the District YPN Representative was something I enjoyed, as it was an opportunity to connect with fellow members around the region and help the YPN group grow. Once my term as the District YPN Representative was up, I was asked to join the Funding and Legacy Committee, which I am currently part of.

Over the years, I've transitioned to areas that I have more interest in and/or areas I feel are a better fit as opportunities are presented. There have been many times I've said no to chapter roles that I didn't think were a good fit for me at that particular moment. So, although it's okay to be selective, I think it's important to always keep the options open to where your contribution might be best utilized. Living in the Brookings community, I've felt it was important for me to be involved with the Students and SDSU, so I offered to be the Career Fair Chair when that role came up, which then led to becoming the SDSU Relationship Committee Chair.

Something I would encourage all members to do is find a way to get involved and do not be afraid to share ideas and suggestions. We need new ideas to continue to make this chapter better. Many of our committees don't require a huge amount of time commitment, but if everyone contributes in some way, the chapter will be that much more successful.

3. 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 to my high school sweetheart, Jackson. Many of you know Jackson as he is a fellow ASFMRA member. As he is a land broker/auctioneer with Advantage Land Company, we have running battle in our house as he thinks appraiser values are usually too low and I say the brokers are usually just too high.

We are busy! Our kids, ages 8, 6, 3, and 1 keep us on the go. Most of our time is spent running the kids to one sport or another. When we have down time, we go camping, hunting, or out to the family farm. We are on our 3rd day of school, and I'm not sure who was more excited, the kids or the parents.

