

**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](http://www.asfmra-sd.com)

12/2020

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

### **DATES TO REMEMBER**

January 21-22: Winter Education & Joint Meeting W/PAASD –*Virtual*

February 11: West River Breakfast Meeting – Rapid City

March 18: East River Breakfast Meeting – Sioux Falls

July 19-22 Education Week - Omaha, NE

October 28-November 6: ASFMRA Annual Conference - Las Vegas, NV

### **MEMBER ANNIVERSARIES**

<b><u>Member</u></b>	<b><u>Join Date</u></b>	<b><u>Years</u></b>
Geoff Oliver, ARA	1-22-1993	28
David Baker	1-13-2003	18
Jay Knuppe	1-01-2009	12
Wade Buck	1-28-2016 (7 prev)	12
Adam Nelson	1-01-2010	11
Brandon Kirk	1-20-2014	7
Kim Larson	1-20-2014	7
Ron Dunker	1-23-2015	6
Jim Jansen, AAC	1-01-2015	6
Scott Huether, AFM	1-14-2016	5
Bradee Pazour	1-10-2017	4
Timothy Sletten	1-10-2017	4
Matthew Pullen	1-31-2020	1

Thank you for your support!

## **PRESIDENT'S MESSAGE**

By: Paul Sickler, AFM

I hope each of you had a Merry Christmas and best wishes for a Happy New Year!

As I write my last President's message, I suppose it seems logical to look back over the past two years during my opportunity to serve as the Chapter President. I have certainly enjoyed my time and it has been a privilege and an honor to serve as your President. I have been fortunate to have a highly committed board of directors, officers and committee chairs to work with. Paul Reisch has been extremely helpful over the past two years in keeping me on schedule and reminding me of what needs to be done next. Thank you, Paul. And, thank you board members and committee chairs.

I have come to appreciate the dedication of many members of our chapter. We as a chapter have had lots of achievements and accomplishments, due to the combined efforts of many members. It has been said many, many times over the past 9 months, but 2020 has certainly been an unusual year. COVID-19 has kept us from meeting in person for many events, but even so, our chapter has been able to be successful, provide education, enjoy financial success and still "get together" even if some of it was virtually. We have all become efficient at using Zoom!

As we move forward into the next era, I know that Brian will do an excellent job in leading our chapter. I hope that all members will continue with the same enthusiasm, attitude and willingness to help out where needed. We need all of you to contribute and provide your part in order for the chapter to continue to flourish.

Elsewhere in this newsletter, you can read about the upcoming educational opportunities on January 21 and 22. All of the education will be online on these two days and Travis has put together a good program. Please register and attend these educational classes.

The education will end at noon (central time) on Friday, January 22. We will then have our annual meeting starting at 1:00 PM central time on the 22<sup>nd</sup>. Again, this annual meeting will be held virtually. We will be sending out the Zoom link in early January for you to attend the annual meeting. You can take a look at the meeting agenda on page 7 of this newsletter.

Finally, in closing, please take a little time now between Christmas and New Year's to enjoy some family time (even though it may be a little different this year) and enjoy the season. I would like to wish each of you a Happy New Year and a successful 2021. And, thanks again, for the opportunity to serve as your President.

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

## **CHAPTER MEMBERSHIP UPDATE**

We welcome our newest associate member Brandon Kirk. Brandon has been a Minnesota ASFMRA member since 2014. He is a certified general appraiser with Northwestern Farm Management Co. in Marshall, MN.

2020 Retention is 93.5% (101 out of 108).

Summary of Current 109 Members / 83 accredited / associate / academic / retired:

1 ARA / AFM 12 ARA 12 AFM

50 Associate – 44 appraisers / 5 farm managers / 1 appraiser-farm manager

3 Academic (1 AAC/AFM) 5 Retired (1 ARA) 4 Affiliate 10 Student 12 Partner

We have 87 paying national members (accredited/associate/academic/affiliate/retired) compared to 86 as of October 1, 2020 so we are plus 1 relative to membership growth criteria for Patron Chapter.

## **NOMINATING COMMITTEE ANNOUNCES CANDIDATE SLATE FOR 2021**

Nominating Committee Chair Terry Leibel and committee members Jerry Hulm and Jim Hollenbeck have secured nominations for the 2021 elections to be held on January 22<sup>nd</sup> via Zoom beginning at 1:00 p.m. central time.

Chapter Officer Nominations:

- President – – Brian Gatzke, ARA
- President Elect – Jeff Barker, ARA
- Secretary - Paul Reisch, ARA
- Treasurer - Adam Nelson

Board Member Nominations:

- Rick Gullickson, AFM
- Dave Koenigshof

2020 Nominating Committee Member: Allan Husby, ARA - Will join Paul Sickler, AFM as Chair and a member to be appointed by President and / or board.

Other nominations can be made at the meeting on January 22nd.

## **MEMBERSHIP ADVISORY GROUP MEETING**

By: Brian Gatzke, ARA

*Dear Chapter Members.*

*The following is summary of the national ASFMRA Membership Advisory Group meeting, I attended via ZOOM on November 10, 2020 on behalf of our chapter. The take away including the summary was how flexible zoom was with subgroup breakouts and meeting summary from each subgroup, along with how national ASFMRA handled switching between speakers. Of course it took some coordination by participants, but it was very smooth and ASFMRA staff did an outstanding job.*

Continued

*One item that did not carry forward in the notes was the need for “diversity in understanding”. Basically diversity is the acceptance of every person in both physical and presence. This comes in how we address others and how we speak including our actions towards our fellow person. No doubt this is a hot topic as TAF has been addressing this and we see more of this topic across the nation along with dialog just starting with ASFMRA. We will be adding Diversity Topics to our organization. Looking forward to a great future in ASFMA and Our Profession.*

*Thanks Brian Gatzke.*

### **ASFMRA Membership Advisory Group November 10 Meeting Summary**

Thank you to all Chapter representatives of the Member Advisory Group (MAG), the Executive Council, and the ASFMRA staff for your sincere effort to make this a worthwhile virtual event. More than 40 representatives from the ASFMRA's 31 Chapters attended the event, and we came out of the event with valuable, actionable information. Participants rated the meeting 91 of 100 on a sliding scale in the post-event survey, representing the top-rated event of the 2020 ASFMRA Virtual Annual Meeting.

The discussion topics emerged from a survey of the entire ASFMRA membership. The first discussion session focused on various aspects of membership, including member recruitment and retention, entry into the profession, and retirement. Common themes arose in the breakout groups, and after visiting with Council and staff, the following deliverables were determined.

1. Create a webinar where members share retirement options
2. Update recruitment toolkit for chapters
3. Create a pilot program for mentorship
4. Create an ASFMRA video in 2021

The second session on education surrounded various methods of offering appraisal Qualifying Education (QE) and Continuing Education (CE), along with post-accreditation education for farm managers. The current COVID-19 environment has forced quick adaptation of new methods of delivery. The breakout groups' reactions were mostly positive toward online delivery methods while recognizing that live education that provides invaluable networking is still most desirable for many offerings. In addition to conclusions on delivery preference, the following deliverables were determined.

1. Pilot hybrid appraisal seminar at Education Week
2. Share manager seminar topics with Management Ed. Committee
3. Continue to create more online education opportunities

Participants of the Membership Advisory Group provided tremendous input as the ASFMRA council, staff, and committees move forward into 2021. COVID-19 restrictions will certainly dominate our activities for at least part of the year. The MAG session clarified our roadmap on crucial topics.

One of the attractions of changing ASFMRA governance from a Board of Directors to a Membership Advisory Group was being nimble and generating greater "grassroots" participation. The ability of MAG to conduct similar meetings in the future will undoubtedly provide significant assistance to future leadership.



Dennis Reyman, AFM, ARA  
2020-21 ASFMRA President

## EDUCATION UPDATE AND MARK YOUR CALENDARS

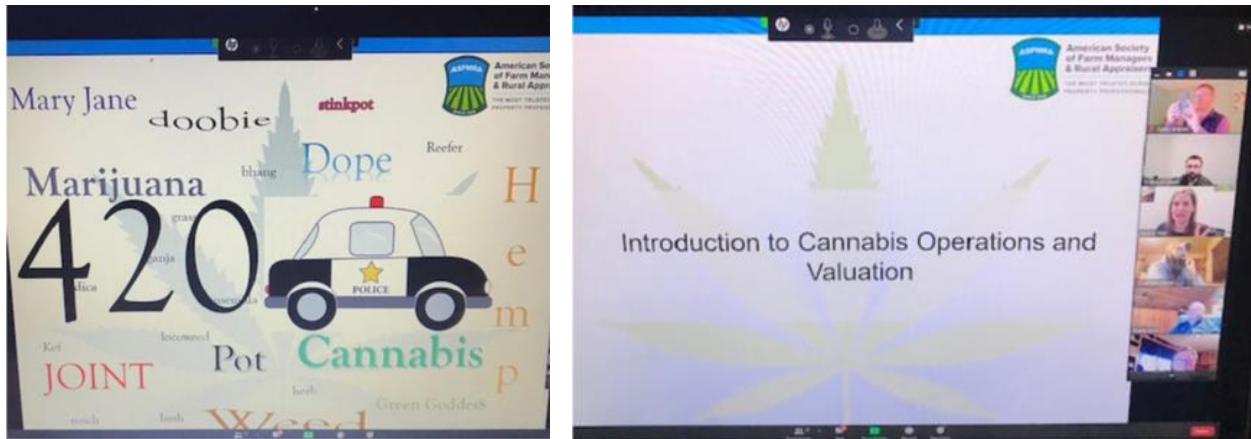
By: Travis Shaykett

### Class: Integrated Approaches to Value (A304)

Well COVID-19 struck again, we had to postpone our Integrated Approaches to Value (A304) class as both our instructors had been exposed days prior to the beginning of the class. We are trying to reschedule the class so please look for further information in the coming weeks.

### Class: Introduction to Cannabis Operations and Valuation

Thank you to our instructor JoAnn Wall and to all those who attended. The class offered some useful information from someone with experience. It will be interesting to see what impacts cannabis will have on the various types of real estate in South Dakota.



### January Education

As discussed in the previous newsletters January Education will be virtual this year. We are planning one full day of education January 21 and a half day seminar on January 22. Please see the description for each day below.

Due to capacity of online format, we are giving South Dakota ASFMRA Chapter Members priority UNTIL JANUARY 1, 2021. After that, registration will be open to everyone. This applies to both days.

To Register: click the link below

[https://members.asfmra.org/asfmrassa/f?p=EVTSSA:4010:::P0\\_EVENT\\_ID,P0\\_EVENT\\_ITEM\\_ID:2294](https://members.asfmra.org/asfmrassa/f?p=EVTSSA:4010:::P0_EVENT_ID,P0_EVENT_ITEM_ID:2294)

Or

Contact Travis Shaykett at [Travis@shaykettappraisal.com](mailto:Travis@shaykettappraisal.com) or 605 321-4286

## **January Education Schedule**

### Day 1 -

Class: National Best Practices for Rural Property Appraisal Seminar  
When: January 21, 2020 8 AM to 5 PM CENTRAL  
Location: Zoom – National will send Zoom instructions prior to class  
Instructor: Jeff Berg, ARA, ASA, FRICS  
CE Hours: 8 for Appraisal –  
Fee: \$190 ASFMRA Members – Non-Members after January 21, 2021 - \$220

This seminar will address issues related to the completion of agricultural appraisals using techniques deemed “best practices.” The seminar will help the appraiser to consistently exceed the expectations of intended users and the standards and practices of their peers for similar assignments. ‘Best Practices’ is intended to reinforce the need to continually question the use of existing techniques and methodology, promote innovation, and improve the quality of appraisals being completed by rural appraisers. Users of farm appraisal reports will benefit from more thorough, readable reports and reliable, well supported valuations. Those taking the seminar will benefit from increased confidence and perceived value in appraisal results and improved reputation for quality and professionalism.

### Day 2

Class: Land Trusts & Conservation Easement Basics with Impacts to Value  
When: January 22, 2020 8 AM to Noon central time  
Location: Zoom – National will send Zoom instructions prior to class  
CE Hours: 4 for Appraisal  
Fee: \$90 ASFMRA Members – Non-Members after January 21, 2021 - \$120

Instructor/Presenters: Paul Coughlin, SD GFP; Boyd Shulz, DOI-USFW; Owen Fagerhaug, USDA-FSA; Jeffery Vanderwilt, USDA-NRCS; Tony Leaf, SD Agriculture Land Trust; Travis Enteman, Northern Prairies Land Trust; Bruce Toay, US Waterfowl (Ducks Unlimited); Mathew Holland, Pheasants Forever; Leah Burgess, Rocky Mountain Elk Foundation; Corissa Busse, The Nature Conservancy; and moderator Brian Gatzke, ARA SD Chapter ASFMRA.

This class is designed to enhance the knowledge of appraisers, farm managers, and consultants through an open discussion round table format with the various Agencies and Land Trust that control the various types of conservation easements and programs. Experts from the Agencies and Land Trust groups will discuss the various easements and programs that can impact South Dakota agricultural real estate. Those taking the class will benefit from increased awareness of the land trusts and agencies operating in South Dakota. The student can learn how different conservation easement programs impacts the property rights and the property valuation methodology and give the student an opportunity to ask questions directly to those who control the various types of easements and programs.

**SD ASFMRA VIRTUAL MEMBERSHIP MEETING VIA ZOOM-01/22/21 AT 1:00 CT**

SD ASFMRA chapter members will receive a Zoom link in January to join the meeting.

Approval of Agenda

Approval of Minutes of January 15, 2020 Meeting

Treasurer's Report

2020 Year End Reports & 2021 Budget - Adam Nelson

Audit Report – Jim Dunlap, AFM / ARA

President's Report- Paul Sickler, AFM

Committee Reports

Membership – Kim Larson

Social – Jeff Barker

East River Breakfast – Jeff Barker, ARA

West River Breakfast – Norm Edwards, ARA / Justin Uhrig

Fishing Social – Jeff Barker, ARA

Annual Meeting Auction Social – Terry Leibel / Jim Dunlap, AFM / ARA

Education – Travis Shaykett

Communication – Paul Reisch, ARA

Newsletter – Curtis Brooks

Website – Adam Nelson

NE-SD Summer Meeting – Dave Koenigshof

Assessor's Conference – Don Zacher

Government Relations – Paul Sickler, AFM / Jim Dunlap, AFM / ARA

Mentor – Allan Husby, ARA

SDSU Relationships – Barb Hegerfeld

Student Involvement – Rick Gullickson, AFM

Scholarship – Keith Newman

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

SDSU Education - Ryan McKnight

Kjerstad Member Scholarship – Paul Sickler, AFM

YPN Report – Ryan McKnight

ASFMRA Report – President Dennis Reyman, AFM/ARA and VP/CEO Brian Stockman

District VI VP Report – David Bartlett, ARA

Education Foundation Auction – Paul Sickler, AFM

Old Business: None

New Business:

SD Native American Appraiser Demand Survey –

Tawney Brunsch, Executive Director, Lakota Funds

SDSU Foundation/Rural RE Project Endowment & ASFMRA Scholarship Endowment

– Larry Janssen / Lawrence Johnson

Outstanding Service to Chapter Award – Paul Sickler, AFM

Presentation of Nominations - Terry Leibel

Election of Officers, Directors/Nominating Committee Member - Terry Leibel

2021 President Comments – Brian Gatzke, ARA

Announcements & Motion to Adjourn

**ASFMRA VIRTUAL EDUCATION OPPORTUNITIES FIRST HALF OF 2021**

By Secretary Paul Reisch, ARA

South Dakota Registered Appraiser Qualifying Education

Event	Start Date	End Date
15-Hour National USPAP Course	1/07/2021	1/08/2021
Basic Appraisal Principles (A101)	1/12/2021	1/15/2021
Basic Appraisal Procedures (A102)	1/19/2021	1/22/2021

**SD Chapter Kjerstad Member Scholarship**

**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 -** 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.

South Dakota Certified General Appraiser Qualifying Education

Event	Start Date	End Date
Sales Approach for General Appraisers (A302)	2/02/2021	2/05/2021
Cost Approach for General Appraisers (A301)	3/02/2021	3/05/2021
Income Approach for General Appraisers (A303)	3/15/2021	3/19/2021
General Market Analysis & Highest & Best Use (A290)	3/23/2021	3/26/2021
Integrated Approaches to Value (A304)	4/20/2021	4/23/2021

**SD Chapter Kjerstad Member Scholarship**

**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.

ARA Accredited Qualifying Education

Event	Start Date	End Date
Valuation of Conservation Easements & Other Partial Interests (A315)	2/16/2021	2/18/2021
Eminent Domain (A250)	3/09/2021	3/10/2021
Integrated Approaches to Value (A304)	4/20/2021	4/23/2021
Advanced Rural Case Studies (A400)	5/03/2021	5/07/2021

**SD Chapter Kjerstad Member Scholarship**

**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 to Chapter President as soon as possible. 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.