

Officers:

President
Brian Gatzke, ARA

President-Elect
Jeff Barker ARA

Secretary
Paul Reisch, ARA

Treasurer
Adam Nelson

Past President
Paul Sickler, AFM

Directors:

Jack Davis (2021)
Rick Gullickson, AFM (2023)
Dave Koenigshof (2023)
Kim Larson (2022)
Don Threadgold, AFM (2021)
Don Zacher (2021)

Committee Chairs:

Communication:
Paul Reisch, ARA
Newsletter – Curtis Brooks
Website – Adam Nelson

Education: Travis Shaykett

Government Relations:
Paul Sickler AFM &
Jim Dunlap, AFM-ARA

Kjerstad Member Scholarship:
Brian Gatzke, ARA

Liaison: Don Zacher

Membership: Kim Larson

Mentor: Allan Husby, ARA

NE-SD Summer Meeting:
Dave Koenigshof

Nominating: Paul Sickler, AFM

SDSU Relationships:
Barb Hegerfeld
Education Liaison
- Ryan McKnight
Scholarship – Keith Newman
Student Involvement
-Rick Gullickson, AFM

Social: Jeff Barker, ARA

East River Breakfast:
Jordan Bauer

West River Breakfast:
Norm Edwards, ARA &
Justin Uhrig

Fishing / Hunting Social
Jeff Barker ARA

Auction Social
Terry Leibel
Jim Dunlap, AFM / ARA

Vocational Technical School
Relationship – Wade Buck

YPN: Ryan McKnight



American Society of Farm Managers & Rural Appraisers

THE MOST TRUSTED RURAL
PROPERTY PROFESSIONALS

SOUTH DAKOTA CHAPTER www.asfmra-sd.com

1/2021

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

DATES TO REMEMBER

February 11: West River Breakfast Meeting – Rapid City
March 19: East River Breakfast Meeting – Sioux Falls
April 23-24: SD ASFMRA Board Meeting – Aberdeen **TENTATIVE**
July 19-22 Education Week - Omaha, NE
September 15-16: SD ASFMRA Board Meeting / Hunting & Fishing Social /
Education Seminar: Chamberlain Area **TENTATIVE**
October 28-November 6: ASFMRA Annual Conference - Las Vegas, NV
January 20-21 2022: Chapter meeting & education-Location TBD

MEMBER ANNIVERSARIES

<u>Member</u>	<u>Join Date</u>	<u>Years</u>
Jorge Vicuna, AFM	2-14-1992	29
Timothy Kreft, ARA	2-02-1996	25
Andrew Gudajtes, ARA	2-28-2003	18
Michael Braun	2-01-2007	14
Vince Hanson	2-01-2007	14
Jerry Warmann	2-01-2009	12
Megan Hammond	2-04-2011	10
Jackson Hegerfeld	2-04-2011	10
Jaret Sievers	2-23-2012	9
Barb Hegerfeld	2-15-2013	8
Patrick Wyatt	2-15-2013	8
Haley Reisch	2-01-2015	6
Darwin Thue, AFM	2-23-2015	6
Rick Gullickson, AFM	2-03-2016	5
Tom Sternhagen	2-05-2016	5
Tyler Radke	2-22-2018	3

Thank you for your support!

PRESIDENT'S MESSAGE

By: Brian Gatzke, ARA

Dear SD Chapter, ASFMRA Members, Guests, and Associates

Welcome 2021, a new social realm of policy and politics. Thank you for your vote of confidence with welcoming me as our chapter President for 2021-22. In lite of the COVID lockdown and remembering all the challenges of 2020, it does appear the challenges have moved into 2021. We all have been blessed to be busy and generating business. Without a Lime you have no CORONA.

Thank you to Paul Sickler for his understanding the past years, patience, kindness, and guidance. Paul remains a stable force within our chapter. Reflecting on the appraisal career this past year gives new appreciation to our senior members who were supportive of our younger selves with wisdom, kindness, and mentoring. Thank you to members such as John Widdoss, Jim Dunlap, Paul Reisch, Jim Hollenbeck, and the list continues. Special congratulations to member Jorge Vicuna for his 29 years of service and Paul Reisch for numerous years of chapter service.

2020 – 2021 will be known as the COVID Era where the world went into lockdown over a microscopic virus. For some of us we have lost loved ones and others experienced sore throats and common colds and body aches. The virus is like our national politicians, a nation of extremes. I am not sure we will ever know the truth about COVID origin or about elections and in the end does it really matter? Demographic voting maps tell us this was urban vs rural much like our state.

Thank you to all our SDSU members, supporters, and donors as we expand our real estate programs and services. Special thanks to Dr. Larry Janssen, retired Professor Emeritus of SDSU for your seed funding to establish a new Scholarship for the Real Estate Land Survey Analysis program. I encourage chapter members to please step up and donate to the matching program and to maintain preservation of the land survey and rent study SDSU conducts every year.

Congratulations to Travis Shaykett for the 2020 outstanding service award during the COVID era. We are looking forward to many opportunities into the future with education, member services, and cooperation/reconciliation among our peers. Travis agreed to serve another year as chair. Thank you.

Our education delivery has changed as sit at a desk for a length of time by oneself and listen with our peers or fellow classmates to share stories, ideas, and wisdom. Not much different than watching TV if you do that type of activity. The days of campfire story telling have changed. The ZOOM era has arrived in terms of meetings, phone call substitutes, chats, mentoring, coaching, and instruction/teaching. Our lives and data are open to the world. Personally, I will be glad to return to classroom and network sessions. I am proud we work in a rural environment and state.

Continued

The State of SD will kick off a new appraiser experience training program the spring/summer. No matter the format and whoever is going to write the experience training program in Rural South Dakota, we can wish success. The experience training for our new professional appraisers is taking a new approach for homogenous markets. We trust those involved understand the importance of Rural Property and the diversity of knowledge our senior members offer. Senior members like John Widdoss who has spent his professional career setting policy, writing seminars, editing, and writing appraisal valuation textbooks, and instruction guidance on rural natural resource valuation topics remain an untapped resource for our members and others in the state. Be sure to reach out and share.

Special thanks to Jorge Vicuna, Paul Reisch, Jim Dunlap, and John Widdoss and others. Special thanks to our chapter as we continue to strive for the PATRON chapter award. Can you believe we are the only ASFMRA chapter to have these 3 consecutive times? Let us strive to make it 5 and beyond. Thank you and looking forward to a great 2 years of education and membership development and great social distancing by fishing and hunting and golfing. Even snow skiing is open. Jeff Barker and Loy Matthes have their mission to provide us a social experience. Let's have some FUN.

Happy New year to 2021 and beyond.

CHAPTER MEMBERSHIP UPDATE

We welcome four new members to our chapter!

Anna Boomsma and Kylie Hayden are new student members

Associate member Theodore M. Martin is a review appraiser with Department of Interior, Appraisal and Valuation Services in Aberdeen, SD. Ted has been in the appraisal profession since 1985.

Retired member Roger Rhody was a Farm Credit appraiser in Willmar, MN and Minnesota chapter member for many years. After his retirement, Roger moved to Brookings, SD and is now a member of both Minnesota and South Dakota chapters.

Summary of Current 112 Members / 85 accredited / associate / academic / retired:

1 ARA / AFM 12 ARA 12 AFM

51 Associate – 45 appraisers / 5 farm managers / 1 appraiser-farm manager

3 Academic (1 AAC/AFM) 6 Retired (1 ARA) 4 Affiliate 11 Student 12 Partner

We have 89 paying national members (accredited / associate / academic / affiliate / retired) compared to 86 as of October 1, 2020 so we are plus 3 relative to membership growth criteria for Patron Chapter.

THANK YOU PAUL SICKLER FOR YOUR SERVICE

At the January 22, 2021 chapter membership meeting, Brian Gatzke, ARA presented a plaque to Paul Sickler, AFM in appreciation for his efforts the past two years serving as SD ASFMRA President.

In his President Report, President Paul Sickler thanked officers, board directors and chapter members for allowing him to serve as their President over the last 2 years. Everyone pitched in and helped out where needed, especially over the last 9 months while dealing with COVID-19.



Paul reported that our chapter continues to be in great shape financially despite the many disruptions this past year. The South Dakota chapter was a Patron Chapter in 2020, the only one that achieved this in all 3 years of the program. Paul sends out a big "thank you" to Paul Reisch for his meticulous record keeping and for helping to keep me on track. It has been an honor to serve as chapter President.

PATRON CHAPTER VIDEO

One benefit of achieving Patron Chapter is the opportunity to have a video or personal essay/blog posted to the ASFMRA website and social media channels promoting each Chapter and celebrating their accomplishments.

The SD chapter leaned on the talents of one of our newest members Andrea Fox, who joined in June 2020, to develop a video promoting SD ASFMRA.

Below is the link to the video developed that is now on the SD chapter landing page of the national website and will be incorporated into the chapter website as well.

https://drive.google.com/file/d/1sFpt05i7i1v_108LxsLMkwxHLe8b6b4n/view?usp=sharing

We thank chapter members Jackson Hegerfeld and Megan Hammond for the scenery shots in the video and Jacob Boomsma, Photon Imagery for their help in putting the video together.

SD ASFMRA CHAPTER ANNUAL MEETING

31 Members Present: David Baker, Jesse Ball, Jeff Barker, ARA, Jordan Bauer, Curtis Brooks, Jim Dunlap, AFM/ARA, Andrea Fox, Brian Gatzke, ARA, Jeral Gross, Rick Gullickson, AFM, Matt Gunderson AFM, Barbara Hegerfeld, Scott Heimes, Allan Husby, ARA, Larry Janssen, Dave Koenigshof, Kim Larson, Terry Leibel, Terry Longtin, AFM, John McMahon, Adam Nelson, Keith Newman, Paul Reisch, ARA, Paul Sickler, AFM, Travis Shaykett, Craig Sommers, Troy Swee, AFM, Justin Uhrig, Jason Vaith, Tom Young, Don Zacher

Others Present: ASFMRA President Dennis Reyman AFM/ARA, ASFMRA Executive VP/CEO Brian Stockman, and ASFMRA District VI VP David Bartlett, ARA.

Tawney Brunsch, Executive Director, Lakota Funds, Sherry Bren from the Appraiser Certification Program, and Lawrence Johnson from the SDSU Foundation joined the meeting at the time of new business for presentations to the members.

Highlights at the meeting not conveyed elsewhere in the newsletter.

ASFMRA Report: ASFMRA President Dennis Reyman AFM/ARA

2020 Successes

- Worked with AQB & ASC immediately on modified approvals
- Worked with a number of state appraisal boards
- Quick turn to online offerings – 21 webinars, 5 seminars, 4 core appraisal classes, and 112 registered online Education Week, and 480 registered for online annual conference.

Membership Advisory Group

- 91 / 100 ranking in post event survey
- Key topics were education and membership
- Council and staff reviewed input and added 2021 projects.

Membership

- Update chapter toolkit on website
- Pilot program for mentorship.
- Develop retirement options webinar

Education

- Online education first half of 2021
- Ringman Training and Midwest Labs Tour at Summer Education Week/
- Appraisal Principals (A1010) on-demand.

Elections: The Nominating Committee Chair Terry Leibel with help from committee members Jerry Hulm and Jim Hollenbeck nominated the following persons for office in the coming year:

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

Board Members – Rick Gullickson, AFM and Dave Koenigshof
2021 Nominating Committee – Allan Husby, ARA

Jason Vaith moved and Kim Larson seconded to accept the nominating committee slate of candidates, that nominations cease and ballot approved. Motion approved.

HB 1015 ON APPRAISER EXPERIENCE TRAINING PROGRAM INTRODUCED

At the January 22, 2021 chapter membership meeting, Sherry Bren, Director of the Appraiser Certification Program, shared details of a planned appraiser experience training program.

The Training Program will simulate a traditional supervisor-trainee relationship and be conducted under the supervision of and facilitated by a lead experience-trainer with proficiency as a credentialed real property appraiser.



The Training Program will be delivered primarily via a virtual classroom model, and significant portions of the offering will be completed by the Trainee under the direct supervision of the Lead Trainer. Goals are to provide an alternative to the traditional model and serve underserved markets.

This can serve as a nationwide model. The proposal has received positive feedback.

South Dakota has been awarded a \$125,000 grant for three years. The plan is to hire a lead trainer under contract to provide the experience training with a goal of 20 students. This will be for state licensed, state certified residential, and state certified general. The experience will be on actual properties. At the end, there will be a demonstration report to be reviewed by an independent reviewer.

It is desired that the lead trainer will have experience in at least two of the three disciplines (agricultural, commercial, and residential). If the lead trainer is lacking experience in one of the disciplines, an associate trainer may be hired to address this discipline. There would be a tuition charge paid by the students. Students would also be responsible to obtain necessary education. There are hopes that some stakeholders would support students with scholarships.

House Bill 1015 was introduced to provide needed legislation for the Appraiser Certification Program. The bill passed the House on January 26, 2021 and moves to Senate to be heard. If the legislation passes, the goal is to have the program up and running in the 2nd half of 2021.

The SD ASFMRA board approved chapter support for this legislation and program. The chapter Government Relations Committee will be working with Sherry, PAASD representatives, and lobbyist Barry Wilfahrt during this legislative session.

TRAVIS SHAYKETT RECEIVES OUTSTANDING SERVICE AWARD

At the January 22nd annual membership meeting President Paul Sickler, AFM presented Travis Shaykett with the “Outstanding Service to SD Chapter” award.

The chapter board approved this award in May 2009 with the board making recommendations of recipients at the fall board meeting with the President making the final selection. It is at the President’s discretion whether to give the award and to make the selection.

Past recipients were Loy Matthes, ARA in 2010, Paul Reisch, ARA in 2011, Jim Hollenbeck in 2012, Brian Gatzke, ARA in 2013, Allan Husby, ARA in 2015, Paul Sickler, AFM in 2017, Jim Dunlap, ARA / AFM in 2018, Ron Enszy, ARA in 2019, and Tom Jass in 2020.



This quality and meaningful plaque is a prestigious and meaningful honor to a deserving member. It is an award that recognizes deserving chapter members for outstanding service.

Travis has been an ASFMRA member since June 2011. He just completed his 4th year as Education Committee Chair, first two years as co-chair, the last two by himself.

In January 2020, the chapter had successful continuing education seminars put together by Travis's committee. Covid-19 then created special circumstances for the rest of 2020. Travis rolled with the punches and led committee efforts in a difficult year.

When national cancelled face to face Integrated Approaches offering, a chapter member asked Travis in early September if the SD chapter would consider offering so that those needing the class for their elective for certified general could still take in 2020. Travis put together a December offering in Sioux Falls that was unfortunately cancelled because of Covid issues. The Integrated Approaches instructor Joanne Wall wrote the ASFMRA Cannabis Operations and Valuation Seminar. After South Dakota voters passed a constitutional amendment legalizing marijuana for recreational and medical use, Travis arranged for Joann to stay another day to teach the Cannabis Operations and Valuation Seminar in person. He also made arrangements to have the seminar live streamed so others could take the seminar virtually. Both methods were approved for continuing education. The seminar ended up being offered only virtually with 15 participants.

When the decision was made in late November for January 2021 continuing education to be held virtual via Zoom, Travis and his committee adjusted switching planning from live to virtual. This resulted in another successful continuing education with 26 participants for the Best Practices Seminar and 42 participants for the Conservation Easements Seminar on Friday.

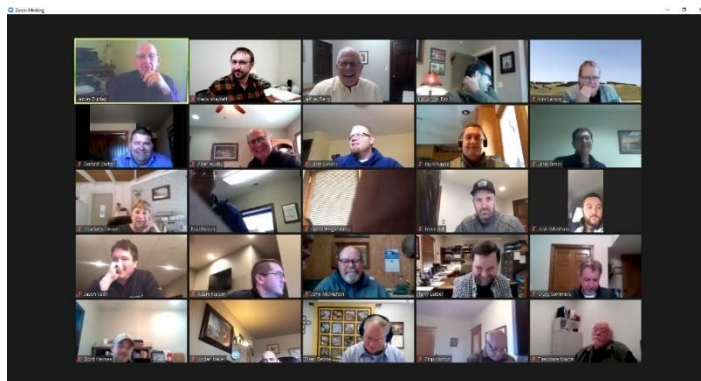
The above took considerable work by the Education Committee and especially lots of time by Travis in putting together these successful programs. Travis's efforts truly provided outstanding chapter service.

VIRTUAL EDUCATION

By: Travis Shaykett

THANK YOU to all those who attended and participated in an education class last Thursday and/or Friday. I would especially like to thank Brian Gatzke for all his hard work on Friday's class. He put together a great line up speakers and information and delivered it in new format in a short amount of time, so THANK YOU Brian! I would also like to thank Deanna Ilk and Mya Sadler from ASFMRA main office for all their help in organizing the classes and running the zoom meeting. I would also like to thank Paul Sickler for the award, there are many other members of our chapter who deserve it as well, Thank you Paul.

Thursday's class was Nationals Best Practices for Rural Property Appraisals. The instructor was Jeff Berg, ARA, ASA, FRICS with Crown Appraisals and there were 26 students who attended. The morning session and first part of the afternoon of the class was a good reminder to slow down and go back to check your work for grammatical errors, boiler plate spill over, and common math mistakes.



The second half of the afternoon was a cold storage case study and provided a good example of common appraisal practices vs best appraisal practices. Jeff did a wonderful job of keeping the class interactive and engaged through the Zoom format.

Friday's course was four hours and focused on conservation easements & programs. Brian Gatzke was the moderator and recruited a series of presenters from multiple agencies. Each presenter provided information and answered questions. Brian did a great job of organizing the course to give us relevant information covering all angles on the topic. There were 42 people in attendance and twelve speakers from a variety of agencies. This was a unique interactive format that was well received by most in attendance.



Reminder-both **BROKERS AND APPRAISERS**- you need to fill out the certificate order form that was emailed to you from Deanna Ilk on the day of the class in order to get CE. If you attend both days, you need to fill out two forms. Also, you should have received a survey from Survey Monkey please fill those out they will help with future classes. If you cannot find the certificate order form or the survey look in your junk email or let me know and we can resend it.

CERTIFICATE OF VALUE COMMITTEE (COV) REPORT

By: Jim Dunlap, ARA/AFM

A COV Committee was formed in May 2020 consisting of Jim Dunlap, ARA, AFM, chairman; Terry Leibel; Paul Reisch; ARA, John McMahon; Eric Hanson, and Jeral Gross.

Over the last seven plus months, the committee has met virtually to discuss the COV form. Several individuals within the committee pursued documentation of information from SDCL 7-9--7(4) and SDCL 7-9-7.2 and SDCL 10-13-40, as to how these laws fit together and what their impact is on the COV form. During some of these meetings we brain-stormed what we would like to see for information on the form and how to go about obtaining consistent access to this information from the various counties across South Dakota.

In June we discovered, (along with the county offices), that Department of Revenue had decided to modify the COV form and the required information necessary for the form to be filed with the deed. The new form was then sent to the counties to be implemented. County offices now are only required to make sure the following line items are filled in on the form before filing: names and address of seller & buyer; the legal description; consideration paid; any relationship between buyer & seller and terms, i.e. if a cash sale or if CFD, and the terms.

Formerly they were also required to have telephone numbers of buyers/sellers. With the new form they added email addresses for both buyer & seller, but neither that information, nor telephone numbers are now required to be filled in, resulting in these typically being left blank. That is a major oversight.

Committee members have utilized their various contacts within the Association of County Officials; PAASD; Abstractors Association and the Appraiser Certification Program in an attempt to get a Zoom meeting established with all these users of COV information to hash out the form and appraiser access. This would include the perceived needs of appraisers for information contained in the COV to better verify filed information before utilizing this sale information in an appraisal. We were unable to get this meeting accomplished, since many of the county offices and the Association did not respond to emails or phone calls on this matter, particularly while most were working at home during COVID.

Since we were unable to get users together, plus the advent of the new Department of Revenue Form, we are currently trying to establish a contact within the Department of Revenue who is knowledgeable about the new COV form. We hope this may be accomplished by working through the attorney that works with Appraiser Certification Program talking to the attorney for DOR. We now need to see exactly what can be accomplished, and how we need to go about getting these changes established.

We want to change appraiser access to the Certificate of Value and get the necessary information currently requested on the form to be required, rather than just an optional line on the form. We have, and will continue to pursue this information through the departments involved, or through legislation if necessary. Appraisers in South Dakota need access to sale information that is being utilized in the appraisal process. Stay tuned for further developments.

SD ASFMRA SCHOLARSHIP ENDOWMENT MATCHING FUND OPPORTUNITY

At the January 22, 2021 chapter membership meeting, Lawrence Johnson, SDSU Foundation Development Director for the College of Arts, Humanities and Social Sciences, communicated information regarding the SD ASFMRA Scholarship Endowment:

- 33+ years of giving to SDSU
- \$24,900 + in lifetime giving
- \$42,889 Endowed Corpus
- \$36,824 Market Value
- 21/22 Distribution of \$1,000 – Distribution will remain at \$1,000 until we reach \$50,000.

Lawrence conveyed that two anonymous member donors have pledged a total of \$8,000 if another \$8,000 is raised by 12/31/2021 in cash or pledges by the Chapter. If the \$8,000 can be raised, the endowment corpus would increase to more than \$58,000.

Chapter members are encouraged to make donations to help meet the match. Contact Lawrence Johnson to learn about creative ways to make your gift or pledge at lawrence.johnson@sdstatefoundation.org or call 605-697-7475 Ext 1039.

Make check donations payable to SDSU Foundation. **Please write “SD ASFMRA Scholarship” in the memorandum section of the check. Mail check to:**

Lawrence Johnson
SDSU Foundation
815 Medary Ave, Box 525
Brookings, SD 57007

SDSU Scholarship Criteria

Selection of the recipient(s) is based on the following criteria:

- A student meeting a minimum of 2.5 GPA.
- A student in their sophomore or junior year at the time of application.
- A student pursuing a minor in Land Valuation and Rural Real Estate.

Additional preference criteria:

- A student who participates in the University sponsored club: Society of Finance, Insurance and Real Estate.
- A student active in the Real Estate and Land Valuation Affinity Group activities including annual networking event.
- A student who participates in the in the Ness School Career Fair.
- A student with stated interest in rural appraisal, agricultural consulting, and farm management professions.
- ASFMRA Student Membership
- A resident of South Dakota.
- A student demonstrating financial need.
- A student pursuing a minor in Land Valuation and Rural Real Estate.

SDSU FOUNDATION RURAL RE PROJECT ENDOWMENT

At the January 22, 2021 chapter membership meeting, **retired member and SDSU Emeriti Professor Larry Janssen outlined the goals of his Rural RE Project Endowment.**

- Provide supplementary financial assistance for the annual Agriculture Land Trends Market Survey.
- Provide support to the FIRE Club to pursue extra-curricular activities that expand knowledge of land valuation and real estate to include student travel to regional professional meetings of ASFMRA.

There is currently \$50,000 in the endowment with a goal to double the impact with an influx of support to reach \$100,000 and an annual distribution of \$4,000.

Chapter members are encouraged to make donations to help double the impact. Contact Lawrence Johnson to learn about creative ways to make your gift or pledge at lawrence.johnson@sdsstatefoundation.org or call 605-697-7475 Ext 1039.

Make check donations payable to SDSU Foundation. Please write “Rural RE Project Endowment” in the memorandum section of the check. Mail check to:

Lawrence Johnson
SDSU Foundation
815 Medary Ave, Box 525
Brookings, SD 57007

APPRAISAL OPPORTUNITY SHARED AT OUR ANNUAL MEETING

At the January 22, 2021 chapter membership meeting, **Tawney Brunsch, Executive Director, Lakota Funds presented information on the South Dakota Native Homeownership Coalition.** The coalition was created to fight the barriers to homeownership on trust land. They are working to increase housing stock. One barrier is a lack of appraisers that leads to lengthy wait times and high costs.

They also completed a market study. Results:

- \$750-\$1,000 appraisal costs
- 6-8 week wait time
- 149-224 appraisals per yea
- 10 appraisers serving 9 reservations
- More appraisers needed.

Their goal is to increase the number of certified appraisers willing and able to conduct these appraisals. These appraisals focus on the cost approach since there are not comparable sales because of lack of traditional housing market. The coalition conducted a one-day seminar in October with capacity turnout. They hope several will take next step to conduct these appraisals.

Any member interested in learning more about this opportunity can contact Tawney. tbrunsch@lakotafunds.org