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Don Zacher (2021)

**Committee Chairs:**

Communication:  
Paul Reisch, ARA  
Newsletter – Curtis Brooks  
Andrea Fox – Publicity  
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](http://www.asfmra-sd.com)

5/2021

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

### DATES TO REMEMBER

- June 10: West River Breakfast Meeting – Rapid City
- June 23: Fishing Social - Chamberlain Area
- July 16: East River Breakfast Meeting - Sioux Falls
- July 19-22: Education Week - Omaha, NE
- August 12: West River Breakfast Meeting – Rapid City
- August 12-13: Chapter Leaders Day - Virtual
- September 9: SDSU Real Estate Networking Event & Social-Sioux Falls
- September 10: SDSU Real Estate Networking Event all day- Sioux Falls
- September 15: SD ASFMRA Hunting Social With Supper: Chamberlain Area
- September 16: SD ASFMRA Half Day Education Seminar: Chamberlain
- September 27-28: SD ASFMRA Board Meeting & Member Social– Spearfish Canyon Lodge
- October 28-November 6: ASFMRA Annual Conference - Las Vegas, NV
- November 19: East River Breakfast Meeting - Sioux Falls
- December 9: West River Breakfast Meeting – Rapid City
- January 19: Evening Membership Meeting – Chamberlain
- January 20: Full Day Education Seminar – Chamberlain
- January 21: Half or Full Day Education Seminar – Chamberlain
- March 27-29 Dairy Seminar; Sioux Falls

### MEMBER ANNIVERSARIES

<u>Member</u>	<u>Join Date</u>	<u>Years</u>
Terry Longtin, AFM	6-01-1990	31
Jeff Barker, ARA	6-27-2007	14
Travis Shaykett	6-29-2011	10
Kevin Ulvested	6-15-2012	9
Jason Vaith	6-14-2013	8
Seth Van Duyn, AFM	6-27-2014	7
Austin Bunger	6-24-2016	5
Kenny Knutson	6-12-2019	2
Greg Powell	6-12-2019	2
Andrea Fox	6-17-2020	1

Thank you for your support!

## PRESIDENTS MESSAGE

By Brian Gatzke, ARA

Greetings SD Chapter ASFMRA Members, Guests, and Friends.

Driving to Pierre for the spring board meeting a few weeks ago I made a stop in Highmore on the way and then wham, the hot dry air in the face was a reality check. This really hit how dry the central and west is. Reminded me of the mid 70's with hot dry winds in the spring, spotty storms and some rains, dry spring seed beds, and fire dangers. The corn that did not reach knee high and the stress on farmers/ranchers was very high. Today we have insurance but back then only the cash survived.

Remember how land prices sky rocketed a short time and inflation hit 6 months later and world was in a disarray. Well, as real estate professionals, we have job security. If you are not aware of inflation, do not worry, it has been here for a bit, just run a check on your grocery prices and double digits have been here a while. I am not one of those "back then, remember when" folks and reliving history, but it is real. Remember the world tends to forget history and repeats it again and again. Surprise to age, when you are over the speed limit on country road driving. As clients request a fly over to view ranches, pastures, and not travel down grass lined roads to protect the neighbors and county from any fire hazard, please be safe as you drive, fly drones, and ride in planes.

We have experienced an eventful spring 2021, the newsletter has numerous articles and updates along with our record land prices in eastern SD. Moody County set the record again, with surrounding counties trying to hit the \$16,400+ per acre mark for cropland and pasture pushing \$4,200+ per acre. Economically investors are finding places to park the funds and distribute assets before the government changes our tax programs, again. We are constantly reminded one or two sales does not make a market, but they do make a mark.

If you can attend, please sign up for the chapter events with Fishing on June 23, Summer Education Week held in Omaha in July, Chapter Leadership Development day in August, ASFMRA annual Leadership development in West Des Moines in September, Annual meeting in Las Vegas in November, our fall education/hunting event this fall, and our fall board meeting currently being planned. Our social and education committee will be busy in the coming year.

Unfortunately the State of SD supervisory class training as per the PAASD web site lists scheduled training on June 23. Since this is the same day as our chapter social and fishing event and the ASFMRA A101/102 education series I know of several who cannot attend. I sure hope the state can offer this on demand on line webinar format in the near future a time that does not conflict with published dates. The growth of appraisers in SD continue to be challenged over offering dates when other events have been planned months in advance. Hopefully this can all change in the near future.

Special thanks to Graham Oye, legal counsel for the State of SD Appraiser Certification Program in the SD Department of Labor with his presentation to our chapter spring board meeting. The retirement of Sherry Bren definitely is something we all face someday. Graham was very receptive to our input and discussion about the near future. If you are ever in Pierre, be sure to stop and thank the hard working staff at the SD Appraiser Certification program. Sherry is missed by all.

Thank you to Paul and Curtis for continuing to run the newsletter. Till next month, enjoy the summer and fishing. The challenges of writing an article is to be politically correct, socially acceptable, and still maintain humor for those mentally challenged. I have to chat with our friends on Bear Butte Road once in a while to gain my humor back. I really want to shoot some prairie rats. Anyone up for a Whack a Mole prairie rat shoot social event this summer or fall? Take care and till we chat again.

Brian

## **CHAPTER MEMBERSHIP UPDATE**

We welcome three new associate members to our chapter!

Mandy Hoistad grew up on a row crop and livestock farm in southeastern North Dakota. She graduated from South Dakota State University in 2016 with a bachelor's degree in animal science business and production and minors in Ag business and agronomy. Mandy began her appraisal career in 2014 while finishing her bachelor's degree and became fully certified in 2020. She worked as a Commercial and Residential Appraiser with Tri-State Valuation & Consulting in 2017-2020 and as an Agricultural Real Property Appraiser with Peoples Company in 2020-2021. Mandy recently joined Northern Plains Appraisal in Brookings where she was a Student Administrative Assistant from 2014 thru 2017 while a student member of ASFMRA. Mandy lives in Onawa, IA and will be working in Iowa, Nebraska, and South Dakota.

David Krier lives in Norfolk, NE and recently started employment with Hertz as a farm manager. He has joined both the Nebraska and South Dakota chapters. David graduated from Colorado State University with an Agricultural Business degree in May 2015. Prior to employment with Hertz, he was Farm Manager for Krier Farms and did oil field services for High Point Resources.

Kent Roe lives in Hamlin County near Watertown. He is an SDSU graduate who has been self-employed in the trucking business. Kent has made the decision to transition to a new career in rural appraisal. He has started his appraisal education and will be training under Paul Reisch, ARA.

Summary of Current 114 Members / 86 accredited / associate / academic / retired:

1 ARA / AFM 12 ARA 12 AFM

54 Associate – 47 appraisers / 6 farm managers / 1 appraiser-farm manager

3 Academic (1 AAC/AFM) 5 Retired (1 ARA) 4 Affiliate 11 Student 12 Partner

We have 91 paying national members (accredited / associate / academic / affiliate / retired) compared to 86 as of October 1, 2020 so we are plus 5 relative to membership growth criteria for Patron Chapter.

## **ANNUAL DUES CHANGE COMING**

All dues will be paid October 1 beginning October 1, 2022. This aligns with due dates for Ethics and Continuing Education. Monthly follow up by Membership Committee members will no longer be required, but instead will be focused into the fourth quarter of each calendar year. Dues from November 1, 2021 thru September 1, 2022 will be prorated. Employees of some larger companies may have dues paid in bulk in other months.

## **SDSU REAL ESTATE BY ZOOM**

By Rick Gullickson, AFM

On April 29<sup>th</sup>, Rick Gullickson, SDSU Student Involvement Chair and Barbara Hegerfeld joined Ryan McKnight's Real Estate class, via Zoom, to talk about ASFMRA. Around 35 students were on the Zoom meeting with Rick and Barbara as they talked about ASFMRA and the advantages of joining. Barbara shared how she got into her current position as a Certified General Appraiser with Rabo Agrifinance because of ASFMRA. Both Rick and Barbara stressed the main advantage for students to join is for the benefit of networking with others and with students getting to join for free, it is a great way to get involved with others in the industry. There were a couple questions at the end of the meeting as Ryan talked about finals coming up so students were busy getting ready for that.

## **UPCOMING EVENT OPPORTUNITIES**

By Ryan McKnight

Greetings!

I hope this finds you well. This is Ryan McKnight, Chair of the SD ASFMRA YPN and Lecturer at SDSU. I am writing to officially invite you to the South Dakota Land and Lending Conference on September 10<sup>th</sup> at the Premier Center in Sioux Falls. We will have guest speakers throughout the morning including the Mayor of Sioux Falls and a real estate development panel including Chuck Sutton, Michael Bender, and Craig Lloyd. Moreover, RASE (the Realtor Association of the Sioux Empire) is co-sponsoring presenter Trista Curzydlo, a real estate lawyer with a passion for providing excellent educational opportunities for real estate licensees across the country. During the afternoon we will have numerous break-out and networking sessions for attendees to learn about specific topics in hopes of getting Continuing Education Credits for those who need them. The breakout sessions will include topics from lawyers, bankers, brokers, appraisers, abstracters, developers, educators, and the like. We will end the night with our keynote speaker, Brent Gleeson, a RET US Navy Seal with a background in real estate and leadership. If you know someone who would be a great speaker for a breakout session or if you would like to sponsor anything, please let me know.

I also invite you to the Big Real Estate Young Professional Network Event on September 9<sup>th</sup> at Fernson Brewery Downtown Sioux Falls. All young professionals who are involved in real estate are invited and encouraged to attend.

This event is geared towards education, networking, and growth. We are inviting students from the area Universities to attend, including both undergraduate and graduate students. Please let me know if you have any questions or concerns.

Take care

## **BREN PRESENTED WITH A THANK YOU GIFT**

By: Kim Larson

The SD ASFMRA Board voted to purchase a thank you gift to be presented to Sherry as a thank you. Terry Leibel and Kim Larson had lunch with Sherry Bren on May 25<sup>th</sup> to thank her for all her years of service and dedication to the appraisal profession and present her with the thank you gift. The gift consisted of a turquoise bracelet, a Navajo pearl bracelet and pair of silver buffalo earrings. The jewelry was purchased from Dakota Sky Stone in Wall, SD.

Sherry was very appreciative of the gift and wanted to tell everyone thank you. She has been doing some traveling to see friends and relatives in her newfound free time. She plans to stay involved in the appraisal profession, possibly on the national level. She hasn't accepted any new positions yet but is keeping her options open.



## **FISHING SOCIAL REMINDER**

By: Jeff Barker, ARA

The 2021 ASFMRA SD Chapter Summer Networking Event will be held on Wednesday, June 23, 2021 starting at 9 am in Chamberlain. We will fish on the Missouri River with a guide on the 23<sup>rd</sup> followed by a dinner and socializing at the Wagon Wheel Ranch near Kimball [SD https://www.dakota-pheasant-hunting.com/fishing/](https://www.dakota-pheasant-hunting.com/fishing/). Lodging on the 23<sup>rd</sup> will also be at the Wagon Wheel Ranch. There will be a continental breakfast served on 24<sup>th</sup> before leaving the lodge.

\*Note that this is a slightly different format from previous years as we will fish and stay over on the same night.

Costs: \$180 per head for the guided fishing which includes fishing and tip.

Lodging/meals: \$70 +/- depending on head count.

Boat space is limited. Please send me a check for the \$180 to reserve your spot ASAP. My address is 816 Heatherwood Dr., Brandon, SD 57005. I will collect for the lodging on June 23<sup>rd</sup>. Contact Jeff Barker at [jeff.barker@rabo.com](mailto:jeff.barker@rabo.com) or 605 261-0395 with any questions.

Please join us for a fun filled day/night of fishing, networking and socializing with your fellow ASFMRA members!

## CHAPTER BOARD MEETING HIGHLIGHTS

By Secretary Paul Reisch, ARA

Nine of the eleven board members attended the SD ASFMRA spring board meeting held May 13, 2021 in Pierre.

Meeting highlights not addressed elsewhere in the newsletter:

January 2021 Winter Education seminars were successful financially, generating over \$4,000 profit compared to budgeted \$2,290.

SD ASFMRA donation for 2021 Education Foundation Auction will again be a CZ Quail engraved shotgun.

Andrea Fox is chairing the new Publicity-Social Media area. We hope to have a presence on LinkedIn. Since this is for South Dakota Member news, it will help in Networking and business marketing of new and current members.

We can create a page on LinkedIn that can be the face of the group and have a posting section (one administrator can add) recent news such as new members and member awards and recognition. This feature can also be “linked” to current and new member pages (networking aspect). Members can also send us news ideas and events through the page. More details to come.

The board discussed the desire to raise funds to get the SDSU Scholarship to the \$50,000 level. The current market value in January was just under \$37,000. The board set a goal to raise \$5,000 thru raffles and donations by the January 2023 annual meeting with a chapter funds match at that time of whatever is raised by the January 2023 meeting. More details will be forthcoming in a future newsletter.



## **APPRAISER CERTIFICATION PROGRAM UPDATE**

**By: Kim Larson**

Graham Oey, Senior Staff Attorney for the Department of Labor and Revenue attended the SD ASFMRA Board meeting on May 13. He provided an update on the Appraiser Certification Program to the board.

Graham told us that the Executive Director position that was previously held by Sherry Bren is currently posted. He reported that they have received some applications and that one of them looks very promising. There is no closing date on the posting, it will remain open until filled.

Mr. Oey also gave us an update on the Appraiser Experience Training Program. They are continuing to move forward with developing the program. The goal of this program is to provide supervisory experience opportunities for those appraisers seeking the all levels of appraisal up to and including the certified general classification. The timeline for the project is still being developed.

President Gatzke recommended that an agricultural appraiser be involved in the development. Mr. Oey indicated they have had some discussions with SDSU about delivering the program once the subject matter experts are done writing the material. SDSU has expressed the agricultural interest.

Class approvals and licensing reviews and upgrades are continuing to occur. The back log is small, and the process is moving along as before. They are working on getting the supervisory course offered again soon. The board discussed the options of possibly offering the course either more often, or in a virtual format to accommodate the timelines of more trainees. Graham agreed to take those suggestions under advisement and investigate what can be done.

Graham indicated that Amber Mulder is the acting executive director until someone is hired. Anna Bennett is the Senior Secretary for the appraiser certification program. Any questions can be directed to Anna and she will forward them on if she is unable to handle the question.

## **NATIONAL ASFMRA UPDATE**

By Secretary Paul Reisch, ARA

At the May 13 SD ASFMRA Board meeting, ASFMRA President Dennis Reyman and Executive VP Brian Stockman provided a national ASFMRA update via Zoom.

Legislative Issues -

PAL Act (Portal for Appraisal Licensure) will serve as a volunteer portal for licensure. It will probably see action this session. It is backed by Appraisal Institute.

HR 2553 – Real Estate Improvement Act. Grant program to promote diversity and inclusion. This will include tribal issues.

Climate Smart Agriculture - ASFMRA commented on Vilsacks request for input on Climate. ASFMRA asked for consideration on program implementation regarding short term leases on as much as 40% + of some states. This would not work well for 5 year commitments to a program. ASFMRA also asked for establishing verification standards to measure carbon sequestration in the soil and to avoid payment limits to encourage more participation.

#### TAF & AQB Changes

PAREA – Practical Applications of Real Estate Appraisal - There are two organizations building so far including Appraisal Institute. Expect something out this year. TAF has grants available up to \$50K. TAF is planning to offer scholarships to students. Two states approve up to 100% of experience through PREA for LR, CR, can replace up to 50% of experience hours. This does not guarantee competency only to receive credentialing. Must be able to complete appraisal. Must still pass licensing exam.

Distance Education - The 1st Exposure Draft is out. It allows for elimination of IDECC approval. ASFMRA sent a response letter to AQB supporting what was in the draft. ASFMRA also asked for elimination of ID requirement and for clarification on valuation bias content required in A101. 2nd Exposure Draft is expected soon with more definition between synchronous and asynchronous and likely elimination of requirement to show photo ID.

South Dakota Chapter Stats – SD Chapter gained 14 members (6 Associates, 2 ARA, 1 AFM, 5 Students) in 2019-20 and lost 9 members (4 Associates, 1 Retired, 3 Students). Chapter YPN members (age 39 and younger) are 33% of total membership compared to 30% nationally. Chapter members age 50 or older are 53% of total membership compared to 52% nationally.

#### Virtual Education

- USPAP, A101, A102 in June 2021
- Crop Conditions Reports May thru October 2021
- Webinars on Estate Taxes June 10 and Financial Markets Sept. 14 and Dec. 7.
- On Demand Principals, Procedures, three Approaches to value

Education Week – Will be held July 13-24 in La Vista, NE. Qualifying Education Classes are ALM 1-4 Plus AFM Exam, Advanced Appraisal Exam Prep + ARA Exam, Integrated Approaches to Value (A304), and Sales Comparison Approach (A302). Continuing Education Seminars are Alternative Investments: Agriculture as an Asset, Valuation of Lifestyle and Trophy Properties, Practical Applications of Equivalency Ratio, and Auction Ring Man Training.

Chapter Leaders Day will be held Virtual on August 12-13.

Leadership Institute – September 15-17 in Des Moines, IA. Sponsored by Pioneer - Will include Wixted & Co, political speakers, Pioneer campus tour

National Conference – The conference is in Las Vegas, NE from October 30 to November 5, 2021 at Red Rock Resort away from the Strip. This will have the traditional programs and activities. Details coming soon on the national website.

## LEADERSHIP INSTITUTE OPPORTUNITY

By Brian Gatzke, ARA  
SD Chapter ASFMRA President 2021-2022

The SD Chapter encourages members who are interested with policy, economics, professional development, networking with the nation's experts, and governmental affairs understanding. I have participated with the event in the past along with serving on the committee and as co-chair. I would encourage you to attend. This event while not in DC will have all the features of being in DC for farm managers. We encourage you to sign up. Registration will be by ASFMRA and on the web site. Be sure to stay tuned and sign up.

ASFMRA Leadership Conference 2021

Date: September 15-17, 2021

Location: West Des Moines, IA (Johnston IA)

Hotel Location: TBD

Number of people

10 appraisers and 20 farm managers

Registration

First come first serve based upon application and qualifications

Registration open

Very soon

Sponsor

SD Chapter has Kjerstad Memorial scholarship funds available for one SD Chapter Member to attend if the employer is not paying the cost.

ASFMRA has not published the cost, but the registration will be under \$500 for sure and probably lower.

Events / Topics

- Training for 1 day by Wixted Communications on improving your communication effectiveness
- Farm Tour of the Corteva facility and probably the plot tour as well.
- Government and legislative forums
- Speakers include Stephen Frerichs ASFMRA Lobbyist from Washington DC; Guest speakers from Corteva; Glen Smith from Farm Credit Administration, Washington DC; and several agriculture focused politicians. Those on the invite list include Senators Ernst and Grassley.

This program while not in Washington DC, promises to be an excellent experience to not only network with leaders from around the country but also to grow your communication skills and gain some key legislative insight.

## **SD CHAPTER ASFMRA FALL BOARD MEETING & MEMBER SOCIAL**

By Brian Gatzke, ARA  
SD Chapter ASFMRA President 2021-2022

- Date: September 27 to 28
- Location: Spearfish Canyon
- Meeting Site: Being finalized tentative @ Spearfish Canyon Lodge, room rate will be a 10 room block reserved with details to follow.
- Start Time: September 27 @ 6:00 PM
- End Time: September 28 @ 4:00 PM
- Board meeting: September 28 day time. The board room rate is \$120 for the day
- Social: Member social at the Lodge either evening of September 27 6:00 PM – 8:30 PM or Breakfast at 8-9:30 AM September 28 (details TBD By Social Committee & Chair)
- Other events: Fall Foliage Color tour on your own of area and/or turkey hunting

We encourage the chapter board members to attend and Chapter members are welcome to join us. You can arrive early, but you would need to make arrangements for lodging direct with the lodge or on your own.

We reserved a block of 10 rooms for 2 nights at \$151, plus tax per night. (Normal room rate is \$185 a night) Details will follow with the window of time to make reservations. I encourage everyone to make your reservation as you can always cancel per the hotel regulations. The code for the room rate is SD-ASFMRA. Details to the board will follow.

### **EAST RIVER BREAKFAST**

By: Curtis Brooks

On Friday May 21<sup>st</sup> a few of us met at the All Day Café in Sioux Falls for the east river breakfast. We had a nice discussion on topics from our personal and professional lives. There were only three of us (Paul Sickler, Brian Gatzke, and myself) but we had great food, service, and conversation. The next east river breakfast is scheduled for July 16<sup>th</sup>. Hope to see you there.

