

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
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

6/2021

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

DATES TO REMEMBER

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>
Paul Joerger, AFM	7-9-1988	33
Ron Ensz, ARA	7-26-2002	19
Lee Gatzke	7-15-2004	17
Charles Doom	7-16-2004	17
Michael Norgaard, AFM	7-01-2006	15
Donald Threadgold, AFM	7-22-2010	11
Keith Newman	7-24-2013	8
Jeff Jarratt	7-22-2020	1

Thank you for your support!

PRESIDENTS MESSAGE

Happy 4th Of July to all.

This season and recent years, to question our independence are reasonable. Give time to your family and friends, plus enjoy our freedoms. In addition, be safe as the dry conditions continue this 4th of July season.

We want to welcome Scott Amundson as the new Executive Director of the SD Appraiser Certification Program within the SD Department of Labor. Drop Scott a note of greetings and best wishes to the Appraisal profession. I am sure the learning curve is great. Please keep eye on the news announcements and join us in Pierre when we host our next social for meet and greet Scott and the staff of the Appraiser Certification Program.

Sounds like Travis Shaykett and our education committee have created a great time combined with our fall social organized by Jeff Barker and the social committee with hunting, education, and maybe fishing if anyone wants to try it. In July we have the East River Breakfast meeting and the Education Week in Omaha. August is our Chapter Leaders Day and be sure to sign up for that day, along with our September fall events.

The new ASFMRA Text Book, titled “Valuing Rural America” is a HUGE hit among the legal professionals of our country. If you have not received your book, please click on the following link and order yours today. This text book is designed for both young and old, seasoned and inexperienced. The material walks you through the entire valuation process necessary to write an appraisal and it has excellent samples and reports.

I recently completed co-instruction with A101 and A102, (Principals & Procedures) with ASFMRA. Some great appraisers are coming aboard across the country. The Text Book will play a major role in future education delivery. If you want to be involved in either writing seminars, reviewing materials, writing education snippets, or just helping out national ASFMRA they are always looking for volunteers. The opportunity is rewarding and the return is great.

Be sure to enjoy your family and be safe this 4th of July Season.

Brian Gatzke, SD Chapter ASFMRA President

KJERSTAD MEMBER SCHOLARSHIP THANK YOU

Dear members of the South Dakota chapter of ASFMRA,

Thank you for awarding me with the Kjerstad scholarship. I will gladly use it to further my appraisal training and education.

Paul Reisch has accepted me as a trainee. For that I am thankful. Paul’s expertise and experience are highly regarded among his peers. The feeling I get is he is first among equals.

I’ll do my best to keep up.

Again, thank you for the scholarship. I look forward to meeting all of you.

Kent Roe

CHAPTER MEMBERSHIP UPDATE

We welcome our newest student member to our chapter! Luke LaRock is an SDSU student from Hills, MN.

Summary of Current 112 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 9 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.

A NOTE FROM THE NEW STATE EXECUTIVE DIRECTOR

I am Scott Amundson, newly seated Executive Director for the Appraiser Certification Program with the South Dakota Department of Labor and Regulation. Working with my assistants Anna Bennett and William Duvall, we will support and advocate for our appraisers in South Dakota while maintaining state and federal law, regulation and guidelines. Our mission is to be a valued partner and resource to the industry while protecting the public and advancing real estate economic development for our state.

The past 15 years, I have been in economic development as an executive director at the local level and a development representative for the South Dakota Governor's Office of Economic Development. I also have experience in banking, finance and insurance as well as several years in hospitality and customer service driven leadership positions. I take great pride in building positive and professional relationships while supporting the mission and purpose of this agency and for our industry statewide.



My team and I work examining candidates, issuing certificates, investigating and administering disciplinary actions to persons in violation of the rules, statutes and uniform standards, and approve qualifying and continuing education courses. Also register and supervise appraisal management companies doing business in South Dakota.

My direct contact information is 605 773-4608 or scott.amundson@state.sd.us. We are located at 308 S Pierre St, Pierre SD 57501. We look forward to working with all of you to be successful and uphold the standard of our industry.

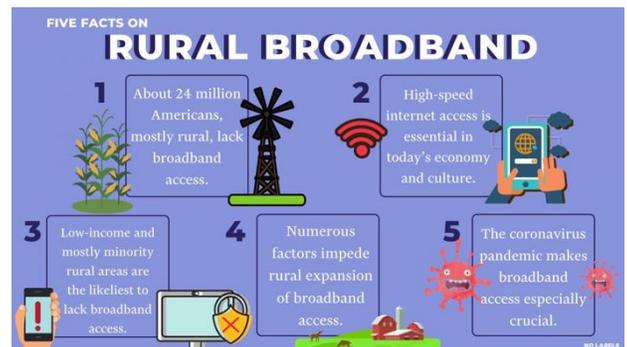
Best regards
Scott Amundson

WEST RIVER BREAKFAST

By: Norm Edwards, ARA

It was a warm morning Thursday June 10, 2021 at Marlins Family Restaurant at the Windmill truck stop when the west river portion of South Dakota Chapter of the ASFMRA had a quorum for our breakfast meeting. We had about eight persons present along with a representative from our congressional delegations.

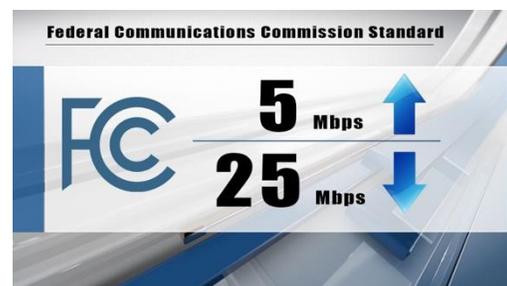
We had a good showing of our group which consisted of David Baker - Hermosa, Ron Entz -Belle Fourche, Don Threadgold- Mitchell, Justin Uhrig-New Underwood, Kent Rasmussen-Rapid City, Norm Edwards-Spearfish, and Tom Young- Hill City. Our Guests from Senator Rounds were Adam Kaemingk and his assistant Jordy McPherson and Qusi Al-Haj (known as Q) from Senator Thune's Office.



We started off Qusi-Al-Haj the deputy state director and Air Force Affairs Advisor for John Thune who laid out the challenges for implementing a G-5 System which include: Spectrum sequencing acquisition; system infrastructure (poles, fiber lines & hook ups); Technology (G-5 with 6-G ready) & a skilled workforce to install. It is estimated 3 million people will be needed to install.

There is a portion of the fiber portion already installed by several telephone companies including Golden West but there is a lot of the rural portions that will require a lot of infrastructure to realize the minimum requirements which are 25 mps downloads and 3 mps upload. There are rights of way which need to be acquired for fiber lines and tower sites which need to be acquired. We discussed the acquisition of these interests need to be acquired under Uniform Appraisal Standards for federal land acquisition.

Rural Healthcare on the reservations is another factor in developing a modern telecommunications system which allow the use of modern computers and medical tools used in providing adequate diagnostic and medical treatments.



John Thune's bill on addressing the telecommunications workforce shortage has been attached to the Endless Frontier Bill and should be passed soon.

We had a brief discussion of the pending Star Link project by Elon Musk and they said they were aware of this project.



We had a general discussion of the economic impact of the B-21 Bomber which recently has been delegated to go to Ellsworth Airbase. The discussion of the economic impact of the proposed revamping the airbase was joined by Adam Kaemingk, the West River Regional Director for Senator Mike Rounds. With the B-21 coming to Ellsworth, a billion dollars will be needed in the initial phase, to get the base ready for the thousands of airmen and women with families coming to operate these state of the art systems. This will be a big economic boost to the area likely affecting west river real estate activity.

We discussed the proposed 30-30 plan which did not look favorably by the delegation. There was a discussion of the current packing plant hacks and cyber security.

There was a discussion on the cattle operations and the concentration of packers and their vulnerability to ransom ware attacks.

There was a request from our group to have the FSA to allow the Ag Data it took out of the Farm Bill reinstated because of the value it has to appraisers of rural lands. The representative said they would look into it.

The meeting ended about 10:30 and the members and senatorial representatives seemed receptive to further discussion on topics and legislation.

2021 ASSESSOR'S CONFERENCE WATCH DRAWING

By: Don Zacher

The South Dakota Association of Assessing Officers (SDAAO) held their annual meeting in Hot Springs from May 25th to the 28th. On behalf of the South Dakota Chapter of the ASFMRA, Don Zacher, attended the dinner on the 27th and continued the tradition of drawing and presenting gifts to members of the SDAAO. The chapter donated a Black Hills Gold and Silver necklace, earrings and money clip.



The winners are as follows:

- Adam Roseland – Money Clip – Director of Potter County
- Lori Strangeland – Earrings – Appraiser of Minnehaha County
- Faith Frink (daughter of Amanda Frink) – Necklace – Assistant Deputy of Haakon County



No dates have been set for the 2022 annual conference.

MEMBERSHIP INVOLVED IN EDUCATION WEEK 2021

By Curtis Brooks

Our chapter has several members making the trip to Nebraska this year. Below is a list of the courses offered and a list of South Dakota members who plan to attend as a student or instructor.

Courses offered

- Integrated Approaches to Value (A304)
- Ag Land Management 1 (ALM1)
- Advanced Appraisal Exam Prep Course (A500)
- Instructor Workshop
- YPN Leadership Workshop and Networking Event
- Sales Comparison Approach (A302)
- ARA/RPRA Exam
- Alternative Investments: Agriculture as an Asset
- Ag Land Management 2 (ALM2)
- Ag Land Management 3 (ALM3)
- Valuation of Lifestyle and Trophy Properties
- Ringman Training/Midwest Labs Tour
- Practical Applications of the Equivalency Ratio
- Ag Land Management 4 (ALM4)
- AFM Exam

Course

- Sales Comparison Approach (A302)
- Sales Comparison Approach (A302)
- Alternative Investments: Agriculture as an Asset
- Ag Land Management 2 (ALM2)
- Practical Applications of the Equivalency Ratio
- Valuation of Lifestyle and Trophy Properties
- Valuation of Lifestyle and Trophy Properties
- Valuation of Lifestyle and Trophy Properties
- Ringman Training/Midwest Labs Tour
- Ag Land Management 4 & AFM Exam
- Ag Land Management 3 and 4 & AFM Exam

Members Attending

Andrea Fox
Kent Roe
Jim Dunlap, ARA
Matt Gunderson, AFM - Instructor
Andrew J. Gudajtes, ARA-Instructor
John Widdoss, ARA - Instructor
Brian Gatzke, ARA - Instructor
Paul Reisch, ARA
Matt Gunderson, AFM –Coordinator
Austin Bunger
Tyler Radke



SD CHAPTER - KJERSTAD MEMBER SCHOLARSHIP

The scholarship focus:

- A lasting memorial of Jerry's contribution to our chapter.
- A means to generate funds that can allow expansion of chapter support for members in accord with the chapter mission of *Enhancing Our Members' Ability to Succeed in Their Rural & Agriculturally Related Professions!*

Objectives:

1. Encourage potential members to join our chapter and help them with initial ASFMRA education.
2. Encourage members to attend and learn the benefits of the networking and education that take place at national events.
3. Broaden the experience of chapter members, which will in turn, strengthen our chapter member networking opportunities and develop future leadership for the chapter.
4. Encourage members to pursue accreditation and support them in this endeavor.
5. Recognize the member's achievement in gaining his accreditation.
6. Build member loyalty to the chapter.

Funding for this program is handled outside of the normal chapter operating / budgeting process. A separate money market account is dedicated for this program and the scholarships are paid from this account. Chapter fundraising projects and interest accrual on the account pay for the scholarships.

The Kjerstad Member Scholarship Committee will administer the scholarship. Committee members are President, Past President, President-Elect, Secretary, and Treasurer.

Scholarship opportunities for accredited, associate, and academic members when their employer does not pay the cost include:

- **Pay basic member registration fee and transportation up to \$500 for Leadership Institute attendance** -- Priority for the scholarship - Chapter President, board member, member who has never attended, member who has attended. Interest to be communicated to Chapter President by March 15th.
- **Pay member registration fee for first time national meeting attendance** - The member planning to attend their first national meeting would inform President and Treasurer.
- **Pay up to two member registration fees to attend National Meeting for members who have attended the National meeting in the past.** Scholarships are intended for members that are not reimbursed their costs by their employer. Priority for the two scholarships will go first to younger members that have already used the first time attendance scholarship; then to other members that have gone to national meeting multiple times.

Those intending to attend a National Meeting would state their intent to do so and be considered for the scholarship to the President and the Treasurer. In the event more than two members apply, there will be a drawing for the scholarships – first among those in the younger member priority, then to other members who have gone to national meeting multiple times. The scholarship is limited to the same winners once every three years if several members apply and are entered into the drawing.

Scholarships related to accreditation address only 1 accreditation per member. I.E. – Would not cover ARA, AFM, RPRA and / or AAC all for one member over time.

Farm Manager

- **Pay member registration fee first ASFMRA education course that is a part of obtaining AFM accreditation 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.
- **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 by December 1st to Chapter President. 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.
- **Pay for cost of ALM 4 Review for Exam, application fee, and accrediting exam** - Payable upon application and approval to sit for exam as communicated by member to President and Treasurer. The cost of application fee and exam would be paid on a one time only basis.
- **Pay member registration fee when receiving accreditation at national meeting.** The member planning to attend would inform President and Treasurer.

Appraiser

- **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 at Education Week.** - 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.
- **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.
- **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 by December 1st to Chapter President. 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.
- **Pay for cost of A500 Appraisal Exam Prep, application fee, and accrediting exam** - Payable upon application and approval to sit for exam as communicated by member to President and Treasurer. The cost of application fee and exam would be paid on a one time only basis.
- **Pay member registration fee when receiving accreditation at national meeting.** The member planning to attend would inform President and Treasurer.