

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

Past President
 Paul Sickler, AFM

Directors:
 Jesse Ball (2024)
 Rick Gullickson, AFM (2023)
 Dave Koenigshof (2023)
 Kim Larson (2022)
 Scott Heimes (2024)
 Don Zacher (2024)

Committee Chairs:
 Communication:
 Paul Reisch, ARA
 Newsletter – Curtis Brooks
 Publicity – Barb Hegerfeld
 Website – Adam Nelson

Education: Jack Davis

Government Relations:
 Paul Sickler AFM &
 Terry Leibel

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 / Kim Larson

Vocational Technical School
 Relationship: Wade Buck

YPN: Ryan McKnight



**American Society
 of Farm Managers
 & Rural Appraisers**
 SOUTH DAKOTA CHAPTER



SOUTH DAKOTA CHAPTER www.asfmra-sd.com

05/2022

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

DATES TO REMEMBER

June 1: Fishing Social - Northeast SD
 June 2: SD ASFMRA Board Meeting – Northeast SD
 June 26-30 – SD Assessor Conference - Deadwood
 July 14: West River Breakfast Meeting – Rapid City
 July 18-22: Education Week – Des Moines, IA
 July 22: East River Breakfast Meeting - Sioux Falls
 August 24-25: Nebraska - South Dakota Summer Meeting - Yankton
 September 7: YPN Mixer Fernson DT Sioux Falls
 September 8: SDSU Land and Lending Conference
 September 20-22: Eminent Domain, Pierre, SD, SD DOT and ASFMRA and SD Chapter joint education Event.
 October 3: Chapter Member Evening Social with Board – Custer Area
 October 4: SD ASFMRA Board Meeting – Custer Area
 November 5-11: ASFMRA Annual Conference – San Antonio, TX

MEMBER ANNIVERSARIES

<u>Member</u>	<u>Join Date</u>	<u>Years</u>
Terry Longtin, AFM	6-01-1990	32
Jeff Barker, ARA	6-27-2007	15
Chad Husman	6-06-2011	11
Travis Shaykett	6-29-2011	11
Kevin Ulvested	6-15-2012	10
Jason Vaith	6-14-2013	9
Seth Van Duyn, AFM	6-27-2014	8
Austin Bunger , AFM	6-24-2016	6

Thank you for your support!

PRESIDENTS MESSAGE

By: Brian Gatzke, ARA

SD Chapter ASFMRA members

I'm pleased to share some exciting news. The SD DOT, ASFMRA, and SD chapter are hosting the Federal Eminent Domain course this fall. The new course is 3 days with expert testimony and case study reviews. This is a great way to sharpen your skills and build up your education portfolio.

The programs within the Ness School of Management and Economics at SDSU have experienced recent positive momentum. The Endowed Director Position of Ness School is currently held by Dr. Eluned Jones. A few months ago she announced her retirement coming the end of June. The SD Chapter ASFMRA wishes her well her next phase of life. The SDSU Real Estate program was truly a joint industry/education collaboration supported by our chapter and SDSU. This program is growing strong under the leadership of Dr. Jones. Thank you. The new Endowed Director of the Ness School at SDSU is Dr. Joe Santos and we are looking forward to working with SDSU on the future Real Estate program.

Time flies as we are 6 months into the year already and The SDSU Extension released the land survey for 2022. Data shows the market remains strong. Land sales seem to be on track for high values with some investor buyer support, yet caution remains strong with operators.

Our board meeting is coming up and we have a great agenda. Looking forward to the report for members. Please reserve time to get involved with the chapter in the coming months.

Have a great day and enjoy June.

Brian

ASFMRA CLASS PRESENTATION at SDSU

By: Rick Gullickson, AFM

Troy Swee, Farmers National Company, Barb Hegerfeld, Rabo AgriFinance and Rick Gullickson, Farmers National Company made a stop at Ryan McKnight's, Principles and procedures of valuation class on the SDSU campus, Thursday, April 28th.

Barb started off sharing with the class a little about herself and how she became a Certified General Appraiser for Rabo AgriFinance LLC. She shared with the class some of the education she took to become an appraiser. She also told the class that ASFMRA had a part in the job she has today.

Then they had each student tell what their future plans look like. There were quite a few looking at being an appraiser and having their real estate license. There were some looking at farm management with a handful that were undecided yet. There was also one student saying that he was going to be a pilot.

Rick talked about ASFMRA and the benefits of being involved as a student. He also mentioned that students can join for free and told the students to check out the scholarship online. Both Barb and Rick mentioned that our chapter has many different companies involved, but we all work together in some aspect of our jobs.

Troy then talked about farm management and the day to day duties as a manager. Troy told the class to get involved and look at internships, which will help them in their future endeavors. He also put on his "Dad hat" telling the students that he had a daughter at SDSU and stressed the importance of keeping your driving record clean, if you plan on getting a job that requires you to drive a company vehicle.

There were a handful of questions asked and Ryan finished up telling the class how he met Troy, Rick and Barb through ASFMRA and again the importance of getting involved.



WEST RIVER BREAKFAST

By: Justin Uhrig

The west river members of the SD ASFMRA Chapter met on Thursday, May 12th at Marlin's Family Restaurant.

Members in attendance included Loy Matthes, David Baker, and Justin Uhrig. Conversation was directed primarily at observations of local sales and trends.

In addition, extensive discussion was also brought up regarding the increased costs of new construction, the role of interest rates on the market, and observations of a slow down on new construction, in some areas.

The group shared on observations of the lack of external depreciation that they were witnessing in some instances. It was re-mentioned that in some cases a negative external depreciation was more probable than a positive. This conversation stirred the idea of potentially asking some local builders to join a future meeting to provide some more detailed context to this ongoing conversation.

The picture above is in lieu of a member photo. It is a colony of bees which had abandoned their hive, south of New Underwood. The colony had ventured away from a local apiary.



RECOGNITION OF LONG STANDING MEMBERS

ASFMRA recognizes long-standing members on an annual basis according to their join date. The anniversaries are recognized in increments of five years. Please note this list is for the 2022 year.

A round of applause is extended by the American Society of Farm Managers and Rural Appraisers to our long-standing members for their continuous support. The Society appreciates every member for choosing us as the association you desire to affiliate with especially with many organizations vying for your membership. The ASFMRA continues to make every effort to offer member services which will benefit your professional and personal life.

Russell E. Wyatt	Hot Springs SD	5/29/1987	35
Paul T. Sickler, AFM	Brandon SD	3/27/1992	30
Jorge D. Vicuna, AFM	Huron SD	2/14/1992	30
Ronald L. Ensz, ARA	Belle Fourche SD	7/26/2002	20
Allan Husby, ARA	Sioux Falls SD	3/15/2002	20
Terry Leibel	Pierre SD	4/12/2002	20
Jeffrey D. Barker, ARA	Sioux Falls SD	6/27/2007	15
Michael A. Braun	Lake City SD	2/ 1/2007	15
Bradley D. Johnson	Watertown SD	12/17/2012	10
Travis Nissen, ARA	Storm Lake IA	5/18/2012	10
Jaret Sievers	Sioux Falls SD	2/23/2012	10
Bradee Pazour	Chamberlain SD	1/10/2017	5
Timothy Sletten	Huron SD	1/10/2017	5
Justin Craig Uhrig	Rapid City SD	5/17/2017	5
Brooke L. Van't Hof	Huron SD	3/16/2017	5
Donald D. Zacher	Spearfish SD	8/16/2017	5

MEMBER PROFILE

By: Haley Reisch

Describe your experience and education related to the property professional field (appraisal, farm management, consulting, academic relation).

I recently became a certified general appraiser in December 2021. I was lucky to have three great supervisory appraisers to learn from.

Describe what has led you to becoming a chapter member of the South Dakota ASFMRA and why you remain a member, if a member for a number of years.

I appreciate being able to choose from local continuing education offerings through ASFMRA. It is nice to have classes tailored towards the agricultural industry.

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 grew up on a farm near Howard, SD. I attended South Dakota State University and graduated with a degree in Ag Business. Prior to becoming an appraiser, I worked for the Farm Service Agency in Miner & Davison Counties and then as a crop insurance agent for FCSA in Mitchell. In my spare time I enjoy reading, playing piano, hiking / being outdoors, and riding my horses.

Describe a few memorable or unique experiences in your life.

Growing up, we took many family vacations out to the Black Hills to go snowmobiling in the winter or hiking in the summer. In college my sister and I were on the rodeo team for SDSU and got to do a lot of fun traveling together throughout SD, NE, IA, and WI.



KJERSTAD SCHOLARSHIP FARM MANAGER OPPORTUNITIY

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.**

Scholarship opportunity for associate members when their employer does not pay the cost:

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.

Ag Land Management 1 (ALM 1) – Des Moines, IA
Dates: July 14-16, 2022

Ag Land Management 2 (ALM 2) – Des Moines, IA
Dates: July 18-20, 2022

This is an opportunity for newer members or to recruit new members just getting started.