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 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

09/2022

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

DATES TO REMEMBER

October 3: Chapter Member Evening Social with Board – Hill City
 October 4: SD ASFMRA Board Meeting – Custer Area – Hill City
 November 5-11: ASFMRA Annual Conference – San Antonio, TX
 November 18: East River Breakfast Meeting - Sioux Falls
 December 8: West River Breakfast Meeting – Rapid City

2023:

March 8-10 – SD Chapter Continuing Education Offerings - Pierre
 March 8 – Annual Meeting & Elections – Pierre
 March 9 – Auction Social with PAASD - Pierre

MEMBER ANNIVERSARIES

<u>Member</u>	<u>Join Date</u>	<u>Years</u>
Jerry Hulm, ARA	10-11-1985	37
Dave Koenigshof	10-02-1998	24
Mark Elder	10-01-2005	17
Dallas Mahoney, AFM	10-24-2018	6
Ryan Brunner	10-01-2018	4
Don Greiner	10-01-2018	4
Ed Fiegen	10-01-2018	4

Thank you for your support!

PRESIDENTS MESSAGE

By: Brian Gatzke, ARA

Dear SD Chapter Members, friends, and guests:

Congratulations for the awesome ASFMRA announcements of individual & chapter awards for 2022. Our chapter once again met the requirements needed to be awarded Patron status. Also we have three chapter members who received high honors at ASFMRA. Congratulations to John Widdoss for the top ASFMRA award and his vision of AgWare, education (both delivery and development), and understanding. Thanks to Paul Reisch for your years of service, and special thanks to Barb Hegerfeld outstanding young member award.

Our chapter success over time was built on the teamwork our founders created as they built the chapter and reinvented our national ASFMRA on a solid foundation of education. That foundation is very important. We all owe a great deal of thanks to our early members of the ASFMRA chapter. We have a strong foundation and solid history of our members who give service above self in education development. Our chapter members have had a great history of leading the ASFMRA organization.

After teaching appraisal education classes the past five years, it has never been more apparent that ASFMRA education is recognized and respected by the nation of appraisers and government officials. Our solid respect lies in the high standard we have for our designations of ARA, AFM, and the RPR. The foundation has been laid and we must defend those high standards in order to continue the growth.

The past 20 years I had the opportunity to learn, network, and teach with some of our great senior appraisers within ASFMRA. The foundations of our members both government, independent and sole proprietorship business leaders are what built the foundation. As one generation retires, our next generation must lead and carry the torch. I encourage each of our young members to step forward, listen, learn, and lead.

Special thanks to our winners of these national ASFMRA awards, but remember the foundation is built on education and those award winners are the foundation of ASFMRA, past-present-future. Thanks to Paul for his years of service, thanks to Barb for her engagement as a young member, and deepest thanks to John Widdoss for his intense knowledge of appraisal theory, education, development, leadership, and 50 plus years of service above self. Thanks to all three of you.

Our board meeting is scheduled on October 4, and we have a great evening social program on October 3 where members and guests are welcome. I wish to send a special thanks for Ron Rossknecht for his assistance in direction of Hill City. Our cooperation with other members shows the strength of cooperation.

November is the award ceremony in San Antonio, Texas, on November 8 and I hope we can all attend, God Willing.

Thank you.

Brian

AWARDS WINNERS ANNOUNCED, SD REPRESENTING!!

Every year the ASFMRA recognizes a select few for their contributions and accomplishments. These individuals are presented with an award at the annual conference. This year we have three South Dakota members that'll be receiving awards in San Antonio. Congratulations and way to represent our chapter! We appreciate you!



D. Howard Doane Award

This award is given to a member or non-member who has made an outstanding contribution in the field of agriculture with emphasis on farm management and rural appraisal.

*2022 Winner: **John T. Widdoss, ARA**; Spearfish, South Dakota | Hall-Widdoss & Company, Inc.*



Early Career Award – Sponsored by Bayer Crop Science

This national award, given annually by the ASFMRA, recognizes an outstanding “early career” member. This award recognizes “early career” members who are making outstanding contributions to their local chapter(s), the ASFMRA, and their local communities during their first 10 years of ASFMRA membership.

*2022 Winner: **Barbara Hegerfeld**; Brookings, South Dakota | Rabo AgriFinance*



Silver and Gold Plow Awards

This award recognizes those Chapter Secretary/Treasurers with 10 years of service for the Silver Plow and 20 years of service for the Gold Plow. Records are retained by National for award purposes.

2022 Silver Plow Winner:

- *Silver Plow Award - 10 years of service*
 - ***Paul T. Reisch, ARA**; Watertown, South Dakota | PTR Appraisals*

TWO SD CHAPTER MEMBERS JOIN AFM RANKS!

By Paul Reisch, ARA, SD ASFMRA Secretary

We have been notified that South Dakota chapter members Brandon Kirk and Tyler Radke have completed the requirements for accreditation and received his designation. Brandon and Tyler will be formally recognized at the San Antonio, TX national meeting on November 9th.



Brandon and Tyler earned their AFM designations by meeting stringent requirements in experience and education, in addition to passing rigorous oral and written examinations and abiding by the American Society's Code of Ethics.

Brandon works for Northwestern Farm Management Co. and Tyler works for Farmers National. Congratulations Brandon and Tyler!

EAST RIVER BREAKFAST

By: Jordan Bauer

Attendance was nine individuals including Wade Buck and wife, Jim Schaeffer, John McMahon, Keith Newman, Jesse Ball, Travis Shackett, Jay Knuppe and Jordan Bauer. Format was informal. Everyone used this time to catch up and network.



SD LAND & LENDING CONFERENCE

By: Barb Hegerfeld

The South Dakota Land and Lending Conference was held on September 8th, 2022 at by the Ness School of Management and Economics at SDSU.

This event, which started out years ago as the SD ASFRMA/SDSU Real Estate Networking Event, has now evolved into a regional conference. This year was the largest yet with 346 attendees registered. Planning and preparation for this event is led by Chapter Member, Ryan McKnight.



We heard from Sioux Falls Mayor, Paul TenHaken, on current topics in the booming Sioux Falls Market. One topic he focused on is NIMBY or Not in my Backyard and the challenges they are facing in the Sioux Falls market.

The morning Keynote was, *Preserving the Vig: Mortgage lending in a perfect storm* by Chris Vinson of Plains Commerce Bank. Although Mr. Vinson's topic focused on mortgage lending, the real take away was on how he focuses on his employees as he leads his people to be great.

Over lunch we heard from Dr. Nolan Gray, of Urban Planning and Zoning.



The afternoon featured session consisted of a Panel on the Future of South Dakota Real Estate, a panel primarily focused on Commercial and Residential market and development.

There were morning and afternoon breakout sessions with 18 different topics to choose from. These topics covered commercial, agricultural, residential, investment, and legislative topics.

Several chapter members were in attendance. Chapter Members Ed Feigen of First Bank & Trust and Advantage Land Company's Jackson Hegerfeld were on the Ag Panel with John Heylens of Bankstar Financial. Student member Luke LaRock moderated the Ag Panel discussion focusing on Ag Land Values and Rental Rates.

Dr. Joe Santos, Ryan McKnight, and Brittany McKnight moderated the sessions throughout the day. Chapter members in attendance had some feedback on the sessions: Paul Reisch found the breakout session on Urban and Industrial Ste Development by Ty Eschenbaum and Kyle Peters from AI Development Solutions the most interesting and informative. He noted two highlights from their presentation:

- *Gevo is a Colorado-based renewable chemicals and advanced biofuels company. The company has purchased 245 acres of land near Lake Preston where it plans to build what it calls a Net-Zero 1 plant, which will produce jet fuel. An ethanol distillery will be accompanied by a plant that can turn ethanol into jet fuel, said Pat Gruber, CEO of Gevo, Inc. The Net-Zero 1 plant will produce energy-dense liquid hydrocarbon. The plant will produce 54 million gallons of jet fuel a year using 37 million bushels of*



corn. According to the USDA National Agricultural Statistics Service. Kingsbury County produced 22.3 million bushels of corn last year. Lake County produced 16.0 million bushels of corn. Together those two counties could just barely meet Gevo’s supply needs. Gevo also plans to build a 20-turbine wind farm to power the jet fuel plant and further reduce its carbon footprint. Gevo plans to break ground in September and start harvesting wind and corn power and bring about 80 jobs to Lake Preston in two years. Lake Preston is a town of just over 500 people and the county has about 5,200 people. Gevo will have about 1,100 workers during construction.



- *Large dairies currently being constructed often have a renewable natural gas digesters being built in conjunction leasing the land from the dairy. Sometimes in these cases, income from the manure is as much if not more income than from milk production.*



“Hearing Chris Vinson was good on how he leads his employees to succeed.” – Jackson Hegerfeld

“I thought the entire conference was extremely well organized and the speakers did a great job delivering information relevant to today’s real estate market. I will be back next year for sure!” -Troy Swee

“SDSU carried the real estate trends and networking forward from our SD Chapter ASFMRA early days and built a powerful networking event. Congratulations.” -Brian Gatzke

YPN EVENT HELD WITH SD LAND AND LENDING CONFERENCE

By Ryan McKnight

Greetings! Starting to feel like fall with this cool weather rolling in. I am writing to give everyone an update on the YPN event we had on September 8th at Fernson Downtown in Sioux Falls, South Dakota. We had a good turnout – roughly 25 people (members and prospective student members) – showed up to network and relax.

The South Dakota Young Lawyers sponsored the location and the ASFMRA YPN Sponsored the beverages. We even had a few young physicians attend in hopes of networking. Many were residents from around the Sioux Falls area. All but the physicians spilled over into the South Dakota Land and Lending Conference (“SDLLC”) on September 9th at the T. Denny Premier Center. We are already in talk with several local companies in Sioux Falls about planning the YPN event for next year.

I have felt like Sisyphus at times when planning the YPN and SDLLC event, but it always seems to turn out fine. I look forward to watching this event grow in the future. The sky is the limit, or, like Michael Jordan once said, “the ceiling is the roof!”

WEST RIVER BREAKFAST

By: Norm Edwards, ARA

It was a Smokey overcast day in Rapid City at the Country Market where we met for a breakfast meeting. It was a jovial crowd and we all started talking about recent sales and related topics of concern and interest. We had eight members and a guest at the meeting.

The group included: Solomon Bach (student member) Rapid City; Marvin Mutchler Spearfish, Christine Lepore, Piedmont, Tom Young, Hill City, Shannon Champion, Rapid City, Mark Elder, Rapid City, Dave Baker, Hermosa, Justin Uhrig, Rapid City, & Norm Edwards, Spearfish.

We had an active discussion from the time we sat down til we broke up about an hour and a half later. The coming October Social in Hill City seemed to be a hit with the crowd and the plans for a Pizza Social was a good topic, Shannon said the pizza was good and Justin has made a reservation for the group. We are looking forward to meeting and treating our group from the area and east river.

We had a great discussion of a large variety of topics including but not limited to:

- Licensing requirements
- Advisory Council
- The new department of revenue building and access to real estate data; comparison of the GIS systems in South Dakota with the ones in Montana and Wyoming which are non-disclosure States and how SD can improve
- The difference between the Vanguard and Orion systems for data
- Mark talked about the cost of getting sales data from the Ag Trader website
- Affordable Housing development west river and their unreliable cost estimates
- The new Meat packing plant and battery facilities planned in Southeastern Rapid City
- Solomon talked about his job search and his qualifications and prospects. His address is 4815Copperhill Dr. Rapid City 57702 Ph; (605) 868-2715.



SCHOLARSHIPS AVAILABLE FOR NATIONAL MEETING

By Paul Reisch, ARA, SD ASFMRA Secretary

South Dakota chapter members are encouraged to attending the ASFMRA national meeting in San Antonio in November. A special highlight this year is chapter members being recognized.

- D. Howard Doane Award - *John T. Widdoss, ARA; Spearfish, South Dakota | Hall-Widdoss & Company, Inc.*
- Early Career Award - *Barbara Hegerfeld; Brookings, South Dakota | Rabo AgriFinance*
- Silver Plow Award - 10 years of service - Paul T. Reisch, ARA; Watertown, South Dakota | PTR Appraisals

There are Kjerstad Member Scholarship opportunities available for members.

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

- **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.