

2022 SOUTH DAKOTA CHAPTER OF THE ASFMRA WINTER EDUCATION SCHEDULE

DAY 1 – Wednesday January 19, 2022

Time: 1 to 5 P.M.

Fee: ASFMRA/PAASD/State DOT/Assessors - Members \$125.00
Non-Members - \$175.00

Class: Barn-Dominium/shouse/shome What it is and What it is Not

Instructors Brian Gatzke, Paul Reisch, Morton Building Representatives

Education Hours: 4 Hours C.E. South Dakota Real Estate Appraisal - APPROVED
4 Elective Hours C.E. Real Estate Commission - APPROVED

It is intended that the student attending this 4-hour course will become better equipped to handle and more familiar with the challenges of Appraising Rural Residential Properties in today's environment. The student will learn what rural lenders and/or underwriters expect of the appraiser and how to better meet those expectations via presentation by the industry experts of a rapidly expanding non-conventional construction methods concluding with rural residential property examples. Best Business Practices overview highlights the emphasis is on the appraiser to do the right analysis.

DAY 2 – Thursday January 20, 2022

Time: 9 AM to 5 P.M. – 7 hours C.E Appraiser/Real Estate (APPROVED)

Fee: ASFMRA/PAASD/State DOT/Assessors - Members \$220.00
Non-Members - \$270.00

Lunch is included with the fee

Class: South Dakota Real Estate Post Covid?

Speakers:

Paul Kostboth - Paul is owner of A1 Development specializing in CAFO and Ag Commercial Development. Topics will include site selection, permitting issues, development difficulties and solutions, and give current update on what industry direction in SD.

Qusi Al-Haj - Mr. Qusi is the West River Director for U.S. Senator John Thune. Mr. Qusi will provide legislative update that can potentially impact SD real estate. Additionally, Mr. Qusi and Mr. Kaemingk will have a Q & A Session

Adam Kaemingk - Mr. Kaemingk is the West River Director US Senator Mike Rounds. Mr. Kaemingk will provide legislative update that can potentially impact SD real estate. Additionally, Mr. Qusi and Mr. Kaemingk will have a Q & A Session

Dr. Ali M. Nafchi - Dr. Nafchi is the Assistant Professor and Extension Specialist in Precision Agriculture. Dr. Nafchi will discuss the new Precision Ag Program at SDSU and how their research will improve agriculture.

Jack Davis - Production costs, key financial measures, and ag land values

Anthony Bly - Mr. Bly and Mr. Diersen will discuss Every Acre Counts Program and its benefits

Matthew Diersen – Grains, insurance, and ag marketing

The objective of the South Dakota Real Estate Post Covid? Seminar is to inform the student of the impacts Covid had on real estate markets and but will focus on future outlooks given current economic conditions. The seminar will also give the student knowledge of current and future legislative changes that could impact agricultural real estate. The lineup of speakers gives the student firsthand knowledge from industry insiders on potential impacts to real estate.

2022 SOUTH DAKOTA CHAPTER OF THE ASFMRA WINTER EDUCATION SCHEDULE

DAY 3 – Friday January 21, 2022

Class: Improving Appraiser Efficiency with Technology

Fee: ASFMRA/PAASD/State DOT/Assessors - Members \$125.00

Non-Members - \$175.00

Instructor: Tom Young

Time: 8 AM to Noon – 4 Hours of C.E. Appraiser - APPROVED

4 Elective Hours C.E. Real Estate Commission – APPROVED

The objective of the course is to expose the students to readily available technologies that may improve their appraisal efficiency. Learning objectives are:

- Reduce project time and protect appraiser and client with use of digital signatures
- Reduce bid prep time, improve bid consistency with standardized bid template
- Reduce assessor communication time and improve email tracking with mass email software
- Reduce travel time & sale development time and improve sale quality with doc scanning
- Reduce reporting time and improve reporting quality with multi-page pdf extraction
- Reduce sale development time and improve sale quality with assessor data importing
- Reduce subject/sale processing time and improve data consistency with GIS
- Reduce sale development time and improve sale quality with GIS data importing
- Reduce data development time & improve data consistency with data extraction
- Reduce redundant data entry and graph formatting with templates
- Reduce reporting time and improve reporting consistency with software linking

Member Early Bird Registration – Members Register for all 3 classes before January 14, 2022 and Pay \$420.

Non-Member Early Bird Registration – Non-Members Register for all 3 classes before January 14, 2022 and Pay \$570.