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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

07/2022

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

DATES TO REMEMBER

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 8: West River Breakfast Meeting – Rapid City
September 15: East River Breakfast Meeting - Sioux Falls
September 20-22: A-250 Eminent Domain - Pierre
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

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>
Kent Rasmussen	8-15-1978	44
Jesse Ball	8-27-2009	13
Donald Zacher	8-16-2017	5
Eric Hanson	8-16-2019	3

Thank you for your support!

PRESIDENTS MESSAGE

By: Brian Gatzke, ARA

SD Chapter ASFMRA Members and Friends

Welcome to the end of the hump month in 2022. ASFMRA SEW-Summer Education week came and was over in a short time. The rooms were full with 50+ attendees for some of the appraisal courses including: the updated Dairy, new Beef Feedlot, Bardominium, and Drain tile (our chapter's offering). We had great responses from both of the seminars offered by our chapter. ASFMRA has some great seminars coming out in 2023 with topics like going concern, business value, range/pasture, an update to swine seminar, farm and agribusiness buildings, and many others.

National ASFMRA is looking for good members on the various committees, so please get engaged. It is time for the next generation to build the profession.

We have an exciting fall season with the NE/SD chapters offering in Yankton, the SD DOT / ASFMRA Eminent Domain class in Pierre, the fall board meeting in Custer area (details next month), then rounding to national meeting. Paul Bierschwale and Lee Smith are going to lead the instruction of the Eminent Domain. This is a great opportunity for anyone who wants to pick up their knowledge, take QE for the designations, and general all-around great education. In case you are interested in the yellow book seminar, the CA chapter of ASFMRA is hosting the Federal Yellow Book (USFLA) seminar in Sacramento in 2 weeks. They still have a few openings but a week ago it was filling up.

Thanks to our members, our chapter is growing. We have some exciting news coming in a month for our membership, please stay tuned. If any member has a specialty and would like to design a 4 hour education piece, please see our Education Committee.

It's a familiar time of year. The South Dakota State Fair is around the corner, school will start at the end of August, football season is nearly upon us, soccer season is in full swing, and we have been blessed with rain in many parts of SD, yet some areas are dry.

Like the season, our state is updating the administrative rules for our appraisers. I wonder if the farm managers ever have this much fun with change.

Looking forward to seeing you in Yankton, Pierre, and Custer area.

Thank you.

CHAPTER MEMBERSHIP UPDATE

We welcome our newest student member, Noah Lee Heezen from Plankinton SD.

Student member Carter Canham is our newest paid associate member. Carter graduated from SDSU in May with a degree in Agriculture Business and is now a Broker Associate/Land Manager with American Land Agency in Miller, SD.

Summary of Current 118 Members / 98 accredited / associate / academic / retired:

1 AFM/ARA 14 AFM 13 ARA

61 Associate – 50 appraisers / 9 farm managers-brokers / 1 appraiser-farm manager

3 Academic (1 AAC/AFM) 6 Retired (1 ARA) 5 Affiliate 5 Student 10 Partner

We have 103 paying national members (accredited/associate/academic/affiliate/retired) compared to 91 as of October 1, 2021. We're plus 12 relative to membership growth criteria for 2022 Patron Chapter.

2022 ASSESSOR CONFERENCE ASFMRA GIFT

By: Don Zacher

The South Dakota Association of Assessing Officers (SDAAO) held their annual meeting in Deadwood from June 26th through June 30th this year. On behalf of the South Dakota Chapter of the ASFMRA, Don Zacher and Jacob Zacher, attended the breakfast on the 30th and continued the tradition of drawing and presenting gifts to members of the SDAAO. The chapter donated two Fitbit Versa 2 watches and a pair of Apple AirPods. The winners are as follows:

- Michelle Pederson – Fitbit – Database/IT of Codington County
- Tami Anderson – Fitbit – Director of Kingsbury County
- Jack Thompson – Apple AirPods – Appraiser of Brookings County

The 2023 annual conference will be held in Sioux Falls with no dates set.



WEST RIVER BREAKFAST MEETING

By: Norm Edwards, ARA

We had a great meeting at the old Marlin's Restaurant, now Country Market. There was a great group of local appraisers and real estate professionals all in a friendly attitude about sharing real estate activity ideas, trends and activities in the local area. We had about ten participants at the meeting.

Members and participant included: Don and Jacob Zacher independent appraisers from Spearfish, Dave Baker from Hermosa, Kent Rasmussen from Rapid City, Shannon Champion and Joe Doran from the Pennington County Equalization Office, Loy Matthes independent real estate appraiser from Rapid City, Kalyn Honey and Justin Uhrig from Farm Credit in Rapid City and Norm Edwards from Spearfish.



We had a friendly and relative discussion on real estate activity in the area and specific activity in special areas. Dave related his experiences in Hawaii and unique problems unique to that market. This led to discussions on unique problems to the Indian reservations and dealing with railroad access.



The late summer proposal for a meeting in Hot Springs and access to the Igloo properties really brought up a lot of interest and sure brought out an active discussion on related topics. The movement of the location from Custer to Hot Springs for the meeting sure produced surprise and interest.

We talked about potential economic, social, & environmental impacts from the proposed beef packing plan in SE Rapid City, the new Romane noodle plant in Belle Fourche, and the new bomber expansion at Ellsworth Air base.

We had a discussion on the pending and current rental rates for pasture leases which seem to range from \$50 to \$65 / AUM. There doesn't seem to be an increase in hay prices but it is relatively early in the season to get a handle these prices. If we quit getting these periodic rains it is anticipated to increase.

Other topics of interest included an overview on fencing laws in the west, access on tribal and private land in South Dakota, information available from governmental agencies under the FOIA (Freedom of Information), and the potential need for a seminar covering the uniform procedures on measuring buildings and structures

Our next meeting is scheduled for September 8.

MEMBERSHIP INVOLVED IN EDUCATION WEEK 2022

By Paul Reisch, ARA, Jeral Gross, Timothy Sletten

Twelve South Dakota chapter members attended Education week in Des Moines.

Course

- Young Professionals Network Social
- Ag Land Management 1 (ALM1) & 2 (ALM2)
- Ag Land Management 2 (ALM2)
- Ag Land Management 3 (ALM3)
- Ag Land Management 4 (ALM4)
- Integrated Approaches to Value (A304)
- Sales Comparison Approach (A302)
- Valuing Livestock Facilities: Dairy Farms Seminar
- Appraising Ag Facilities: Feedlot Seminar
- Appraising Ag Facilities: Feedlot Seminar
- Barn-Dominium/Shouse/Shome
- Barn-Dominium/Shouse/Shome
- Drainage Considerations
- Drainage Considerations

Members Attending

John Green, David Krier
Lynn & Marilyn Hurley
Matt Gunderson, AFM – Instructor
David Krier
David Krier
John Green, Jeral Gross,
Deidre Lange, Timothy Sletten
Eric Vetter
Brian Gatzke, ARA, John Green,
Deidre Lange Paul Reisch, ARA
Brian Gatzke, ARA - Instructor
Deidre Lange, Paul Reisch, ARA
Brian Gatzke, ARA - Instructor
Paul Reisch, ARA - Instructor
Dennis Reyman, AFM, ARA-Instructor
Deidre Lange, Paul Reisch, ARA

Paul Reisch: It was great to network Monday evening at the Bayer Crop Science social hosted by member Ron Dunker at the Iowa Taproom with Executive Council members, chapter members, and members from other chapter throughout the country.

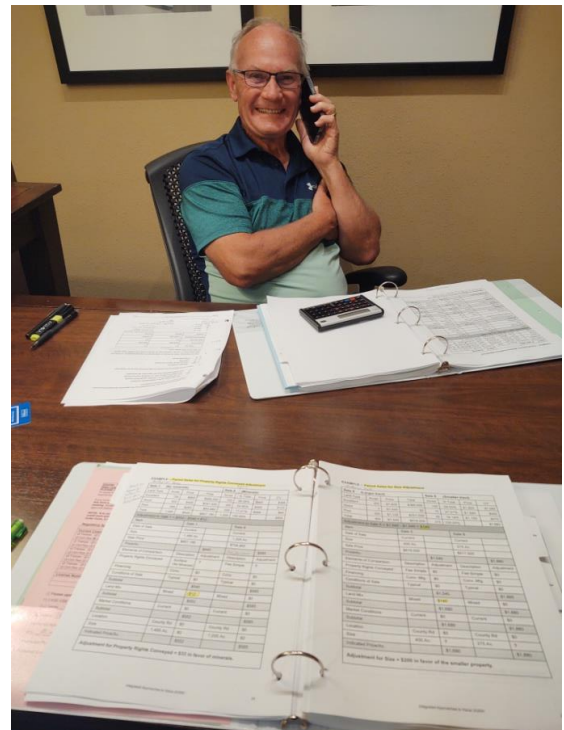
I attended the dairy, feedlot, and drainage seminars as well as helped Brian Gatzke instruct the Barn-Dominium/Shouse/Shome. It was valuable to hear discussion from others on how they handle these issues. Morton's Praveen Halepatali and Matt Milby provided value information on Post Frame construction related to Barn-Dominium/Shouse/Shome.



Jeral Gross: I had the opportunity to attend my first ASFMRA Education Week by taking the Integrated Approaches to Value class. It was a good review of the approaches to value. The ability to meet and connect with other agricultural appraisers around the country was a valuable component of the time spent in Des Moines.

Timothy Sletten: Wednesday July 13 was the beginning of Integrated Approaches to Value. The class was well attended with experience levels from one year to twenty, attendees as varied from New York to Idaho, with approximately 18 attendees generally from fee shop to farm credit perspectives.

I intentionally tried to mix it up with table mates getting different perspectives from their part of the country. Lee Smith ARA, MAI was the lead instructor with Carol Haygood ARA assisting. Useful information as always, and networking creates the added benefit.



SD LAND & LENDING CONFERENCE 2022

By: Ryan McKnight

I hope this finds you well and I hope you have had a great summer. This is Ryan McKnight from the Ness School of Management and Economics. I am writing to inform you about the South Dakota Land and Lending Conference on September 8th at the T. Denny Premier Center in Sioux Falls, South Dakota. Doors open at 8:30AM with the morning being kicked off by the Mayor of Sioux Falls and our first Keynote Speaker: Chris Vinson, CEO of Mortgage at Plains Commerce. We then shift gears into some unbelievable breakouts including Prairie Family Business Solutions, Woods Fuller Schultz and Smith, A1 Development Solutions, USDA, Lloyd Companies, Pifer's Auction, Realty, and Land Management, and many more.

Our lunch Keynote Speaker is Nolan Gray, author and an expert in land-use regulation from California. He is currently completing his PhD and is the director of the California YIMBY. We have even more breakouts after lunch including HUD, Mills Property, a Legislative Update, Boyce Law Firm, to name a few. Following the afternoon breakout sessions, a final panel of brokers and developers in the Sioux Falls area, including Ryan Tysdal from VanBuskirk, Gregg Gohl from Hegg Realty, Reggie Kuipers from Bender Commercial Real Estate, and Jake Quasney from Lloyd Companies to discuss the future of Real Estate in the Sioux Falls area. A social that is sponsored by Old Republic Title will follow.

Also, we are having a joint YPN mixer with RASE YPN and the SD Young Lawyers on Wednesday, September 7th at Fernson Brewery DT. All are welcome to join as a networking event.

I truly hope you can attend. If you wish to be a sponsor, please let me know. I will be sending out more details about the events in the very near future.

If you have any questions, please let me know. Talk soon and Go Jacks

SD & NE SUMMER CONFERENCE

Don't forget to sign up! This day and a half event is less than a month away. It includes some great tours and six hours of CE. Below is a snap shot. [Click Here](#) for more details.



Tour destinations:

- Gavins Point National Fish Hatchery - Aquarium and hatchery
- Gavins Point Dam - Guided tour of the dam facility
- 6th Meridian Hop Farm - Local hop growing operation
- Ben's Brewing Co. - Tour of the brewing facility, beer tasting, and supper

August, 25 2022 9:00 am - 3:00 pm

Online Mapping

Presented by: Surety Online Mapping

Ag Policy Risk and Risk Management

Presenter: Brad Lubben, Extension Associate Professor, Policy Specialist, University of Nebraska-Lincoln

Regional Land Values and Cash Rental Rates in 2022

Presenter: Jack Davis, Extension Field Specialist, South Dakota State University

South Dakota and Nebraska CE Credit Pending. Any questions about CE credit for Nebraska residents attending South Dakota education events should be directed to the Nebraska Real Property Appraisal Board and or the Nebraska Real Estate Commission

This is a great opportunity to network with our neighbors to the south, have a good time, and pick up some CE.

[Click here to see the full description of the seminars](#)





**American Society
of Farm Managers
& Rural Appraisers**

SOUTH DAKOTA CHAPTER

Eminent Domain

Course for Rural Appraisers

September 20 - 22, 2022

**Becker-Hansen Building, Room B-17
700 E Broadway Ave | Pierre, SD**



Course Description: This course demonstrates techniques used in preparing value estimates on properties subject to acquisition under Eminent Domain law. The appraiser will learn how condemnation appraising is different than other types of appraising and explore complications which may be encountered, including severance damages, consequential damages, special and general benefits, condemnation blight, project enhancement and inverse condemnation. Case studies and short examples are used to learn:

- Just compensation Federal Rules and State Rules
- Highest and best use
- Approaches to value
- Damages and benefits
- Easements
- Appraiser relationships with attorneys, judges and juries
- Trial preparation and participation
- Trends in eminent domain law

Contact Hours: 22 hours + 2 hour exam

Instructors: Lee Smith, ARA, and Paul Bierschwale, ARA

Registration: [Click here](#) to register online. Questions may be directed to Deanna Ilk in the National office at 303-692-1222 or dilk@asfmra.org.

ASFMRA Suggested Order of Education

Trainee	Course number	Hours
15-hour National USPAP	A113	15
Basic Appraisal Principles	A101	30
Basic Appraisal Procedures	A102	30
Trainee Education Requirement		75
Supervisor / Trainee Course**		

Certified General

Statistics, Modeling and Finance (ASFMRA does not offer)		15
Sales Comparison Approach for General Appraisers	A302	30
Cost Approach for General Appraisers	A301	30
Income Approach for General Appraisers, Part 1	A303	30
General Appraiser Income Approach, Part 2 (ASFMRA does not offer)		30
General Appraiser Market Analysis and Highest and Best Use	A290	30
General Appraiser Report Writing and Case Studies (ASFMRA does not offer)		30
Integrated Approaches to Value	A304	30
Additional Education Requirement for Certified General		225
 Certified General Grand Total of Hours		 300

**This class varies in hours. Contact your State Appraisal Board for more information.

ARA Designation Requirements

Eminent Domain	A250	16
Valuation of Conservation Easements and Other Partial Interests	A315	24
Integrated Approaches to Value	A304	30
Advanced Rural Case Studies	A400	40
ASFMRA Best in Business Ethics		3
Additional Education Requirement for ARA Designation		113

RPRA Designation Requirements

ASFMRA Best in Business Ethics		3
Eminent Domain	A250	16
Integrated Approaches to Value	A304	30
Uniform Appraisal Standards for Federal Land Acquisitions (Yellow Book) Course		24
Valuation of Conservation Easements and Other Partial Interests	A315	24
Foundations of Appraisal Review	A600	40
or Introduction to Appraisal Review (A360) - 16 hours		
Appraisal Review Under USPAP (A370) - 24 hours		
Appraisal Review Under UASFLA (A380) - 20 hours		
Advanced Appraisal Review Case Studies (A390) - 20 hours		
Additional Education Requirement for RPRA Designation		137