



American Society of Farm Managers and Rural Appraisers

Spring 2019 Minnesota Chapter



Notable Dates

- **2019 Summer Tour** June 19-21 Lake Okoboji, IA [REGISTER](#)
(found under June) *note—Lodging Registrations must be made by May 15th, 2019.
- **ASFMRA Education Week** July 17-24, 2019 La Vista, NE
- **ASFMRA Annual Conference** November 17-22, 2019 Louisville, KY
- **2020 Chapter Winter Meeting**—January date TBD—St. Cloud, MN

The Minnesota Chapter of the ASFMRA supports our skilled members through education, ethics, and networking opportunities in order to strengthen their trusted and reliable agricultural services.

President's Comments - Gerald Dee, ARA



Greetings. I hope by the time this newsletter gets out, winter will be in the rear view mirror. The winter has been a challenge for most of the agricultural sector and spring will be a welcome relief.

Winter meeting 2019 summary

We had the 2019 Winter meeting at a new venue in St. Cloud at the Best Western. Overall, we heard positive comments on the hotel, meals and meeting rooms. The plan is to have the 2020 Winter meeting at the Best Western again. The meeting kicked off with Mike Swanson, economist for Wells Fargo. Mike's presentation was very timely with the challenges the grain sector is facing. One of Mike's takeaways was to be a "MoneyBall Manager"

The seminars on Thursday were the Dairy seminar led by Cindy Best from Michigan and the Google seminar by the folks from California.

The Cowboy auction was down in revenue this year compared to previous years but every dollar still counts towards our goal to the Education foundation.



Bluebells

Winter meeting 2019 summary continued...

Friday morning included Kent Thiese from MinnStar Bank on the farm Bill and cash flows for 2019. Bob Craven from the Center for Farm Financial Management presented the statistics from the Farm Business Management program. Brandon Kirk led the discussion on the Land and Rent Survey.



Brandon Kirk

Thanks to Brandon for the continued enhancement to the Land and Rent survey. Thanks also to all the regional captains for their input in providing sales and rental comparables.

The surveys from the 2019 Winter meeting were positive and we strive to continue to keep the tradition of having high Quality seminars, speakers, networking and a little fun!

We celebrated Ward Nefsteads' service to the Minnesota chapter for all his contributions the last 22 years as Chapter Secretary.

Gary Schutte was awarded a plaque for his years of service as the Minnesota Appraiser Education Chair.



Ward Nefstead



Gary Schutte

College Scholarships

Please contact Christine Reitsma with nominations. We have \$1000 college scholarships. The deadline is April 30, 2019.

\$500 Scholarship available for ASFMRA courses thru 2019 from Denver. Please contact Jeremy.

The MNASFMRA Summer meeting will be a joint summer tour with the Iowa chapter. The meeting will be held June 19-21, 2019 at Arrowwood in Lake Okoboji, IA. Justin Bierschwale, ARA will be teaching a course on the new Rural Appraisal Textbook for the appraisers. The Farm Managers agenda **will include** Adam Herges 'Water Quality', Kerri Johannsen 'Wind Energy', as well as speakers such as Bayer, Pioneer, Corteva, and Mosaic. **Tours** will include Spirit Lake Fish Hatchery, Indian Motorcycle, Agco, and Pioneer Seed.



"Centered in the heart of the Iowa Great Lakes region, Arrowwood Resort & Conference Center sits on a stunning 27-hole golf course and is within walking distance to West Okoboji Lake."

<https://arrowwoodokoboji.com/>

Wednesday, June 19

Check-In/Social Hour

4:00pm-6:00pm—Arrowwood Resort Bar

YPN Social

7:00pm—?? - Arrowwood Resort Brooks Room

Thursday, June 20

Check-In/Registration 7:00-8:00am: Arrowwood—St Andrews Room

Breakfast Presentation—Okoboji Chamber of Commerce 7:20-7:50am: Arrowwood—St Andrews Room

Appraiser Session

8:00am-5:00pm—St Andrews Room

Valuing Rural America: Justin Bierschwale will explore new concepts in this urban versus rural appraisal environment. A genesis of the land mix methodology will be presented and new concepts regarding land mix will be introduced and explained.

Demonstrations of new processes will be applied to various property types. This session also provides an overview of the new educational and practical textbook, produced by the American Society of Farm Managers and Rural Appraisers.

Farm Manager Session

8:00am-5:00pm:—Augusta Room

8:00am—Corteva Presentation

9:00am—Pioneer Seed

10:15am—Bayer

11:15am— Roach Ag Marketing:

Crop Price Outlook

1:00pm—Adam Herges, Mosaic

Water Quality, Field to Market Approach, Nutrient Loss Strategy and Stewardship Efforts

2:00pm—Kerri Johannsen

Wind energy has been of interest to landowners. As you are approached by developers, you may have questions on how to go about negotiating a contract with developers, pros/cons of turbine development and what to expect during pre/post installation

ASFMRA Iowa and Minnesota Chapters Social

7:00-?? - Bracco Restaurant, Lake Okoboji

Friday, June 20

Breakfast Presentation—Dickinson Nature Center 7:00-8:00am: Arrowwood—St Andrews Room

Okoboji, IA Tours

8:15am—10:00am

- Spirit Lake Fish Hatchery
- Indian Motorcycle of Okoboji

Jackson, MN Tours

11:00am— 1:15pm

- AGCO
- Pioneer Seed Production Plan

Noteworthy Events

- + ASFMRA Education week is in Omaha, NE July 17-24, 2019. There are several new seminars being offered this year to include a course on Drainage tile and Hog confinement buildings. The Farm Managers course will be Alternative Management Strategies for enhancing ROI.
- + Leadership institute is in Washington, D.C. September 9-13, 2019. The MN chapter has scholarships available to attend. Tyler Walsh and Megan Klosterman attended last year and were very impressed by the week's events and meetings. Please view the Leadership Institute Web site for further information. Please apply early as spots fill quickly. <https://www.asfmra.org/conferences/leadership-institute>
- + Corey Prins has been nominated to be the next District IV Vice-President. Congrats to Corey and thanks for your dedication to ASFMRA in serving in this capacity.
- + Please visit the MN ASFMRA web site as Jeremy continues to add more information and archive past newsletters and information. <http://www.mnasfmra.com>
- + The ASFMRA annual conference this year will be in Louisville, Kentucky at the brand new Omni Hotel November 17-22, 2019. <https://www.asfmra.org/conferences/annualconference>



Corey Prins



Tyler Erickson

The Young Professional Network had a successful event at the Winter Meeting in St. Cloud, MN. On Wednesday, January 23rd, an evening social was held at the Beaver Island Brewery with approximately 10 YPN members in attendance. The event was sponsored by Bayer CropScience and Ron Dunker was able to join us that evening. Thank you Ron and Bayer CropScience for covering food and drink costs!

YPN members continue to present to college students. If you already have presented to college students that is great, however, if you haven't please try and get in front of students this spring. This is a great way to inform students about our organization and what we do. If you are interested in presenting, please contact the chapter or myself to get materials needed for the presentation. Lastly, if you are planning on attending SEW this summer in Omaha; please find time to attend the YPN event sponsored by Pioneer on July 21st. This is a great way to meet and network with peers from across the country.

Also, there will be a joint YPN function with the Iowa Chapter at the June 19th, 2019 Summer Tour in Lake Okoboji, IA. Register here if you plan on attending: <https://form.jotform.com/mnasfmra/ypnsummer2019>

The Young Professionals Network is dedicated to making a positive difference in the professions of agriculture management, appraisal and consulting through premier leadership, career development and personal success while transitioning to the next generation of leadership.

Government Affairs Committee

Minnesota's Real Estate Appraisal Advisory Bd

Terri Jensen, ALC, Bd Member 2019



This Board was established by the 2019 Legislature in support of Minnesota's appraisal industry; the Board expires on January 1, 2030.

The Board is charged with advising, providing input and suggesting best practices to the Commerce Department regarding real estate appraisers. This includes, but is not limited to, licensing, public disciplinary matters, continuing education and industry-related trends.

The Board meets quarterly or as needed. Some of the items that are provided to the Board at each quarterly meeting by the Commerce Department include:

- appraisal courses that were not approved for continuing education credit and the reason for the denial;
- appraisal seminars that were not approved for continuing education credit and the reason for the denial; and
- public disciplinary actions taken by the Commissioner against a real estate appraiser.

Members of the committee include a diversity across areas of appraisal/real estate and the public:

- David Cherner, Appraisal Management Company representative
- Brian Tinjum, Certified General Real Property appraiser and elected as Chair for the 2019 Board
- Ken Folven, Certified Residential Real Property appraiser #1
- Byron Miller, Certified Residential Real Property appraiser #2
- Terri Jensen, Licensed Real Estate Appraiser & Real Estate Broker
- Janene Hebert, public member with knowledge of the real estate business.

The first meeting was held October 18, 2018; the first quarterly meeting was held February 14, 2019. These first meetings concentrated on election of a chair; public meeting rules; introduction of Dept of Commerce personnel attending meetings; scheduling of upcoming quarterly meetings; provision of disciplinary actions and discussion; that Bd members are volunteers (after vote on this item). The October meeting included a recap of the AARO conference (AARO composed of state regulators, appraisal groups, etc) w/topics ranging from dialogue between regulators and those regulated; discussion on "hot topics" to the profession; experience requirements; AMC regulations; alternatives to ed/experience; appraisals vs. evaluations; FnMA appraisals – bifurcated models; AMC audits for compliance...

February's meeting included some of the following: discussion of new testing provider and hiccups experienced, as well as solutions to the hiccups; comprehensive plan and how appraisers focus on valuation issues – future discussion as well; that meetings will try to be held in different locations throughout the state in order for appraisers and the public to attend conveniently. The June 4, 2019 meeting will be held in the St Cloud area; August 14, 2019 in Detroit Lakes; Nov 7, 2019 – location TBD.

Government Affairs Committee

February's meeting also included a review of the Commerce Department's appraiser program and AMC program by the Appraisal Subcommittee Staff Compliance Review. The ASC considered the preliminary results of the Review and the State's response to those results with an ASC award finding of "good". ASC findings range from: 1) excellent; 2) good; 3) needs improvement; 4) not satisfactory; and 5) poor. The "good" award reflects a two-yr review cycle. If anyone wants a copy of the rating criteria, please contact me.

The February meeting also included review of disciplinary actions that were taken against real estate appraisers. This is required quarterly. There were three disciplinary actions during the final quarter of 2018. Some items that appeared in these actions included: failure by appraiser to state the exposure time in an appraisal report; failure to utilize comparable sales that are physically, and by location, the most similar to the subject property; failure to state the definition of value utilized in the appraisal; appraiser's lack of competency to complete a complex assignment and failure to acquire competency; and failure to maintain a work file sufficient to support their analysis.

Commerce also noted during the February meeting that no appraiser-related CE courses were denied during the fourth quarter of 2018.

If you have any questions or issues you believe this Board should address, please feel free to contact any of the Board members. You can reach me at: 507-382-0908 (cell); tjensen@nationalland.com

Chapter Policy Update

PROVISIONS

Chapter Meetings and Educational Offerings

Member Registrations must be made within 7 days prior to the start date of any chapter meeting.

Chapter meeting and education fees (if any) must be paid by the registrant no less than 7 days prior to the meeting start date.

Chapter meeting and education fees (if any) may be fully refunded with cancellation notification no less than 7 days prior to the meeting start date.

Registrant may be refunded up to 50% of the meeting cost for cancellation notices less than 7 days prior to the chapter meeting start date at the Board's discretion.

Registrants who do not give cancellation notice and/or who do not attend the chapter meeting without due notice shall not receive any refund.

Contacts - *click names to email*

President: [Jerry Dee, ARA](#)
First Vice President: [Lee Williams, AFM](#)
Second Vice President: [Brian Field, ARA](#)
Secretary/Chapter Admin: [Jeremy Bengtson](#)
Treasurer: [Tyler Walsh, CPA](#)
Past President: [Eric Skolness, AFM](#)

Committees:

Nominating Committee: [Eric Skolness, AFM](#)
[Adam Schmidt, ARA](#)
[Richard Johnson, ARA](#)

Membership Committee: [Tyler Walsh, CPA, Chair](#)
[Rick Hauge, ARA](#)
[Ron Zitzow](#)

Management Ed Committee: [Eric Skolness, AFM](#)
[Doug Bergemann, AFM](#)
[Corey Prins, AFM](#)

Appraisal Ed Committee: [Adam Schmidt, ARA](#)
[Mark Grant, ARA, Chair](#)
[Richard Johnson, ARA](#)

Government Affairs Committee: [Terri Jensen, ALC, Chair](#)
[Tyler Erickson](#)
[Rachel Daberkow](#)

Prof. Advancement Committee: [Megan Klosterman](#)

Scholarship Committee: [Christine Reitsma](#)
[Rachel Daberkow](#)
[Adam Schmidt, ARA](#)

Land Rent Survey Committee: [Brandon Kirk](#)

Friends of Chapter: [Tim Mahoney](#)

YPN: [Tyler Erickson, AFM](#)



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