

APPRAISER QUALIFICATIONS

Brian J. Gatzke, ARA, MBA

Contact Information:

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Education:

- M.B.A., 1989, Drake University, Des Moines, Iowa
- B.S.-Agriculture Business and B.A.-Commercial Economics, 1985, South Dakota State University (SDSU), Brookings, South Dakota
- A.A.-Farm & Ranch Management, 1980, Northeast Junior College, Norfolk, Nebraska

Business Experience (Appraisal Industry):

- 2007 to Present – Northern Plains Appraisal, LLC, Brookings, SD; Owner/Certified General Appraiser specializing in appraisal of agricultural, commercial, industrial, special use, transitional, recreational, and easement properties; also, estate/trust valuation, legal casework valuation, IRS-based valuations for non-cash charitable contributions of real property, Yellow Book (UASFLA), special income-based properties; consulting services for property research and market analysis; and sales research. (formerly Gatzke Appraisal),
- Spring 2014, Adjunct Instructor, SDSU, Economics Department, Principals of Real Estate Appraisal I (ASFMRA-A101)
- 2003-2007 – Dunlap Appraisal & Agri Mgmt., Inc., Sioux Falls, SD; Trainee/Associate Appraiser.
- Operate a row crop corn/beans and crop share same since 1990.

Representative Clients:

City of Brookings, SD	Nelson Farms, Inc., Brookings County, SD
Brookings Economic Development Corp, Brookings, SD	City of Aurora, SD
First Bank & Trust, Brookings, SD	MetaBank, Brookings, SD
First National Bank of Volga, Volga, SD	CorTrust Bank, Mitchell, SD
The First National Bank in Sioux Falls, Sioux Falls, SD	Jencks & Jencks, PC, Madison, SD
Home Federal Bank, Sioux Falls, SD	Home Federal Bank, Hartford, SD
AgFirst Farmers Coop, Brookings, SD	SD Crop Improvement Association, Brookings, SD
South Dakota Game, Fish, & Parks (various counties)	Brookings School District, Brookings, SD
State Exchange Bank, Lamont, OK	Brookings Municipal Utilities, Brookings, SD
Hyperion Refining, LLC, Dallas, TX	SD Foundation Seed, Brookings, SD
Venture Mortgage Corp., Edina, MN	Pheasants Forever, St. Paul, MN
Pius Investments, LLP, Brookings, SD	Proskauer Rose LLP, Los Angeles, CA
BankStar Financial, Brookings, SD	Farmers State Bank, Bridgewater, SD
Rabo AgriFinance, Kearney, NE	AgStar Financial Services ACA, Blue Earth, MN
Blairhill Properties, Inc., Brookings, SD	Bryant State Bank, Bryant, SD
SDSU Foundation, Brookings, SD	American State Bank, Sioux Center, IA
Brookings Area Transit Authority, Brookings, SD	Individuals/Trusts/Estates, Eastern SD
The Nature Conservancy, Minneapolis, MN	SD Dept of Transportation, Pierre, SD

Professional Memberships:

- A.R.A., American Society of Farm Managers & Rural Appraisers – awarded by the ASFMRA to those members who have had years of experience, are technically trained, have passed a rigid national examination, and subscribe to a high code of ethics.
- Candidate, Appraisal Institute
- Certified General Appraiser – South Dakota License #818CG
- Certified General Real Property Appraiser – Minnesota License #AP-20324482
- Board Member 2012 to 2015 - North Star Chapter Appraisal Institute
- LDAC Alumnus 2013 & 2014 & 2015; Appraisal Institute
- Professional Member – Land Trust Alliance
- Member – Brookings Area Chamber of Commerce

Professional Memberships (continued):

- Board Member 2014 to present – SD Historical Society Foundation
- 2015-2016 Government Relations Co-Chair – American Society of Farm Managers and Rural Appraisers
- 2014-17 Board Member – SD Chapter American Society of Farm Manager and Rural Appraisers
- Board Member (2008-2010) – Brookings Economic Development Corporation
- President (2008-2009) – Brookings Club, Rotary International
- Alumnus (2005-06) – South Dakota Agriculture & Rural Leadership Class III
- SD Historical Society Foundation Board Member (14 to 16) and Treasurer (15, 16)

Professional Training & Education (ASFMRA & AI):

15-Hour National USPAP '02
Fundamentals of Rural Appraisal '03
Principals of Rural Appraisal '04
Appraising Rural Residential Properties '04
Eminent Domain '04
Income (Unleveraged) '04
Advanced Highest & Best Use '04, '16
Advanced Rural Appraisal '04
Appraisal Report Writing '04
Uniform Ag Appraisal Report Seminar '04, '08
Meth Awareness & Hazards '05
Farm Management & Real Estate Appraisal '05
Appraising Ag Land in Transition '05
Leadership Institute (DC) '05, '06, '08, '11
Yellow Book Seminar '06
UASFLA (Yellow Book) 4 Day '08
Farmer Mac Overview '08, '09
Conservation Easements (ASFMRA/ASA) '09
Conservation Easements (AI) '07
Int. Approaches to Value for Rural Appraisal '10
Adv. Approaches to Value for Rural Appraisal '10
Gen. Appraiser Mkt Analysis/Highest & Best Use '10
Advanced Rural Case Studies '10
7-Hour National USPAP '03, '05, '07, '08, '11, '13, '14, '16
ASFMRA Instructor Workshop '11, '14, '15
Case Studies in Residential Highest & Best Use '03
Scope of Work '05
Income Capitalization Approach Pt. 1 '09
Income Capitalization Approach Pt. 2 '09
Advanced Income Capitalization '09
Advanced Income Analysis & Theory '10, '16
Real Est. Finance Statistics & Valuation Modeling '10
General Appraisal Report Writing & Case Studies '10
Advanced Concepts & Case Studies '10
IRS Non-Cash Charitable Contributions '11
Online Business Practices & Ethics '12
Appraising Natural Resources '12
Appraisal Review—Residential '12
Dairy Valuation '12
Conservation Easements & Your Taxes '12
IRS Webinar '12
Income Approach Applications, '13
Valuation of Intangible & Non-Financial Assets, '13
Economic & Housing Outlook '13
Cost Approach & Highest & Best Use Workshop '13
Income Capitalization Approach Workshop '13
Sales Comparison Approach Workshop '13
15th Real Estate Trends-Commercial/General '13
Training Course for Supervising Appraisers '13
AILeadership Development & Advisory Council '13-'15
Basic Appraisal Principles '13
ASFMRA Annual Convention '13, '14, '15
Rapid Fire Case Studies '13
Eminent Domain Federal Highway DOT '15
IRS Valuation Seminar '11, '14, '15

Experience:

I currently serve as co-chair of the 2015-17 ASFMRA Government Affairs Committee, and an active board member of the South Dakota Chapter of ASFMRA 2015-17, and 2013-2015 Board member of the North Star Chapter of the Appraisal Institute and successfully completed AI-LDAC 3 year training program. I am also past Committee Chair (2008-2009) of the Brookings Area Chamber of Commerce Agricultural Relations Committee, past president of the Brookings, South Dakota, Rotary International Club, and currently active with the SD Historical Society Foundation board member and Treasurer 2015-16.

My involvement with the community includes assisting with teaching and lab related work at South Dakota State University (SDSU) in the Department of Economics for an experimental program for Real Estate Appraisal, 2014.

My wife and I own agricultural, residential, and commercial properties in eastern South Dakota. I was raised on a family farming/livestock operation, and involved in agriculture for more than forty years. These interests maintain my foundation in the agriculture and commercial sectors.

From 1982-2003, (20 years) I was employed by Daktronics, Inc. I focused on sales and marketing management of various market development niches. Daktronics manufactures electronic message signs, video displays, and scoreboards, and it is traded on the NASDAQ as DAKT.