

2011 Annual Meeting

Focus Is On Today's Issues

This is going to be a meeting with program content for ALL of our members,” says Larry Weitekamp, AFM, CAC, chair of the 2011 ISPFMRA Annual Meeting. “Because of the change in annual meeting timing, we’ve had well over a year to develop the program and we think we’ve put together an agenda that should be very interesting, and possibly even a little controversial.”

The ‘official’ meeting will be held February 17-18 at the President Abraham Lincoln Hotel and Conference Center in downtown Springfield. “I say ‘official’ because there will actually be some activities starting on the evening of February 16 that many of our members may want to attend. There will be an appraisal education program during that day and that evening we will have a special ‘Trade Talk 2011’ reception. (See article, Page 5.) So we are suggesting to our members that they come in for Wednesday evening’s activities instead of driving in early on Thursday morning,” Weitekamp continues.



“On Thursday we’re going to open the program with some really substantive speakers right off. Dr. Abner Womack, from the University of Missouri will be offering his outlook for Illinois commodities with discussion of global supply and demand implications,” he says.



Dr. Abner Womack

That general session will be followed by two breakout groups. For the appraisers in the audience there will be a session featuring Brian Weaver, Real Estate Appraisal Coordinator with the

Illinois Department of Financial Professional Regulation. He will address issues confronting appraisers working in Illinois.

The other concurrent session will address agriculture’s non-point pollution question. Leading that discussion will be Marcia Willhite, Chief of the Bureau of Water with the Illinois EPA.



Marcia Willhite

“Per the wishes of the membership, we have not scheduled any speakers during the luncheon program. This should allow for ample opportunity to re-network with the members.

“Leading off the afternoon general sessions will be a panel discussion on “Butenol or Ethanol -- Which is the Future?” Speakers addressing the topic will be Dennis Magyar, Commercial Development Manager for Dupont,

(Continued on Page 5)

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Bret Says

by Bret Cude, AFM, CCA
President
Illinois Society of Professional
Farm Managers and Rural
Appraisers



Christmas has just passed and, in addition to experiencing a beautiful white Christmas, we, as usual, ate too much and received many more gifts than we deserved and needed. My family, as I'm sure most of you, feels tremendously blessed, much more than we deserve.

As ISPFMRA prepares for 2011, the calendar is already becoming full. First up is our annual meeting to be held in Springfield at the Abraham Lincoln Hotel & Convention Center, Feb. 17 & 18. Our 83rd Annual business meeting, Scholarship Auction, Awards & Recognition Banquet, Renowned speakers, CEU's available for AFM, ARA, and State Certified General Appraisers, Spouses Program, plus Trade Talk 2011, a new Sponsors' Reception, and, as usual, an opportunity to network and visit with members and friends.

Then the 2011 Illinois Land Values Conference, with broker and appraiser continuing education opportunities, is scheduled in Bloomington. That will be followed by the annual Ag Legislative Day at the state's Capitol in Springfield. Your support of these events provides not only for the continued success of your business, but also the success of the ISPFMRA.

A new enhancement has been added to your Chapter membership. Now, when you register and attend a function sponsored by the Chapter, your attendance and CEU hours available/received will be provided to ASFMR in Denver.

When I took office, in September of 2009 I knew that this would be a challenging, invigorating, sometimes frustrating, and rewarding year. It has been all of those, yet so much more than I could imagine. I have strengthened friendships and made new friends of those on the ISPFMRA Board as well as other Chapter members and members of ASFMR. I encourage all of you to take advantage of the opportunities when asked to help out. The benefits will certainly exceed what you put in. I know that Mark and the 2011 Board is ready and anxious to begin their term for the ISPFMRA on January 1st.

I have been honored to serve during this past year-plus. I hope that when you had a question I was helpful in bringing you an answer. I have only been able to do any of this with the support of my family, my company, the ISPFMRA Board and our Executive Director.

God has Blessed me more than I deserve and I pray that He does the same for you in 2011.

Wishing You and Yours a Blessed and Happy 2011!

Bret

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Annual Meeting to Focus on Issues

(Continued from Page 1.)



Dennis Magyar

North America, and Austin Gillen, Market Research Analyst -- Business Development with ICM, Inc.”



Austin Gillen

The mid-afternoon session will feature the University of Illinois’ Bruce Sherrick who will address taking a new look at farmland assessments.



Dr. Bruce Sherrick

“Most of the members will be familiar with Dr. Sherrick’s writings and his role in producing the annual Land Values and Lease Trends Report.”

Inside the Beltway

“Using Skype technology, we will have a teleconference report from Stephen Frerichs, with AgVantage, LLC in Washington, D.C. AgVantage is the lobbying group for ASFMRA. He addressed the group in person in 2009 but will be using the video conferencing technique to make his presentation that Thursday afternoon,” Weitekamp explains.

That session will be followed by the annual business meeting. Then will come the Memorial Scholarship Auction and the awards and recognition banquet.

“Everyone, even the spouses, should be interested in the program on Friday morning,” Weitekamp says. “We’ll have our typical plated breakfast and the ‘Passing of the Gavel’ ritual. Then we’re going to get the lowdown on the crazy weather we’ve been having from Dr. Jim Angel, Illinois’ State Climatologist.

“The *2011 Old Farmer’s Almanac* has predicted a ‘cold and very snowy’ winter. It will be interesting to see if it is correct and how Angel regards such forecasting and his views on future weather for the Midwest.

“We’re going to finish Friday morning with a real bang in the form of Michael Boehlje, professor in the Department of Agricultural Economics and an instructor at Purdue University. His topic is going to be The Landscape of Agriculture: Today and Tomorrow.



Michael Boehlje, Ph. D.

“As I said earlier, we have filled the agenda with speakers and programming for ALL the members, and we look forward to seeing them at the meeting in Springfield,” he concludes.

Spouses’ Program, Too

“We’ve worked at putting together what we think will be a good program for those spouses who come to attend the meeting,” Weitekamp continues. “We’re keeping the activities pretty well city-center oriented with a guided tour of the Capitol, the Illinois State Museum, lunch at a very distinctive restaurant and some interesting shopping. We’re hoping many of the spouses will want to hear the Friday morning presentations.”

Introducing Trade Talk 2011

A new activity is being added to this year’s annual meeting, say Thomas Wargel, AFM, and Brian Neville, AFM, the two Commercial Sponsor Committee chairs.

Called Trade Talk 2011, it will be an opportunity for Chapter commercial sponsors to literally show their wares to those attending the February Annual Meeting in Springfield.

“Trade Talk is a direct result of the Sponsor Roundtable we had back in August. They requested some way to set up table-top displays and having a presence among the members,” says Wargel.

“We had attempted to do something like this many years ago, but had difficulties with it,” Neville explains. “We found ourselves with spaces that were too small or too irregular for displays to be set up. As a result, there was always someone in a bad location, or no electricity for lights, or some other problem. For that reason, the Chapter dropped the concept idea.”

“As it turns out, the venue for this year’s meeting will lend itself well to doing exactly as the sponsors want,” Wargel adds. “The key going forward is to make sure this is part of the overall selection process when future chairs are looking at possible meeting sites.”

Sponsors will be able to set up their table-tops during the afternoon of Wednesday, February 16. “There will be an education class going on there that day so we know there will be people around that evening,” Neville says.

Trade Talk 2011 will be open for a reception Wednesday evening, and during the breakfasts, breaks and luncheon on Thursday. This will be held in Ballrooms C and D at the hotel. The booths will be taken down for that evening’s awards and recognition dinner.

“We’re looking forward to a lot of member-sponsor interaction,” Wargel says.

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Brownfield Inducted into ISU's CAST Hall of Fame

Ray L. Brownfield, AFM, ARA, ALC, president of Land Pro LLC, was inducted into the Illinois State University's College of Applied Science and Technology Hall of Fame at special ceremonies in Normal on November 13.

Brownfield graduated in 1965 from the Illinois State University Department of Agriculture with a degree in agricultural education. He is a previous recipient of the Holbert Award, which is the highest award bestowed on an individual by the ISU Department of Agriculture.

Since graduation, Ray has been a vice president of First National Bank – Peoria; vice president of Continental Illinois National Bank & Trust Company; vice president of Northern Trust Bank, and president of Capital Agricultural Property Services, Inc.

In his role with LandPro, he manages approximately 5,000 acres in Illinois and Wisconsin for absentee land owners, and conducts real estate transactions, both acquisition and sales, for clients throughout Illinois. Brownfield is also a licensed Real Estate Broker with John Greene Land Company in Oswego.

He was ISPFMRA president in 1977 and received the Chapter's Hall of Fame Award in 2001. Brownfield has also been the president of the American Society of Professional Farm Managers and Rural Appraisers. He is

Advanced Farm Management Class Project

by Penny Lauritzen, AFM, CFP

The fall Advanced Farm Management Class at the University of Illinois under Dr. Robert Hornbaker was once again assigned a group project to analyze farm property that was being auctioned in the Champaign area.

Six groups of five students were assigned one of three perspectives to use for the evaluation and class presentation. They included:

1. Farm Operator – Evaluate alternative lease/rent options as an operator and prepare a proposal for an investor.
2. Investor – Evaluate the purchase decision and prepare assessment/evaluation criteria for selecting a tenant operator.
3. Property Management Service – Design a plan for selling percentage stock in the investment and prepare the farm operator rental information.

Several of the students attended early November auction of 285 acres in Champaign County by Wallace Land Company. They had the opportunity to contact one of the Illinois Society members who had volunteered to respond



Hall of Fame Inductee

Ray L. Brownfield, AFM, ARA, ALC, (center) was inducted into Illinois State University's College of Applied Science and Technology Hall of Fame at special ceremonies in Normal on November 13. Shown with Brownfield are his wife, Patty, and Rob Rhyker, chair of ISU's agriculture department.

— — — — —
currently serving as President-Elect of the REALTORS® Land Institute.

He served in the Illinois Army National Guard for 35 years, retiring as a Chief Warrant Officer, CW5.

Brownfield has served as a member of ISU's Agricultural Alumni Association and is very involved with fund-raising for the 100th anniversary of the University's Department of Agriculture.

to questions and provide input for the project. The student teams were asked to copy Dr. Hornbaker on e-mails to the Society contacts to secure extra points for their projects.

The Society members included: Dean Robinson, AFM; Ken Bryant, AFM; Russ Hiatt, AFM, ARA; Jerry Hicks, AFM; Eric Decker, AFM; and, Brian Waibel, AFM

Dr. Hornbaker reports that only one group did not provide evidence of contact with a Society member and that most used the contact's information in their presentations in some way. They also used information that Steve Myers, AFM, of Busey Ag Services, presented in his classroom discussion with the students in October.

A special thank you to these Society members for their willingness to work with these students, to Steve Myers for taking time to make the classroom presentation and to all for representing the Illinois Society of Professional Farm Managers and Rural Appraisers to the students who may be part of the future of this organization.

Leadership Institute

“Every Member Should Attend”

“It is a wonderful experience and something that every member should attend at least once in their career as a farm manager or appraiser,” says Mark Wetzel, AFM, of the 2010 Leadership Institute in Washington D.C. which he and eight other Illinois Chapter members attended in early September.

Sponsored annually by Pioneer Hi-Bred International and DuPont, it's parent company, this year's Institute saw the largest turnout of ASFMRA members in the history of the event.

“It's an experience unlike any other professional education and improvement program could offer,” Wetzel continues. “Not only do you have the great networking with your peers from across the country, but you also get a solid, behind-the-scenes look at American government at work.

“And what really impressed me the most about the Washington crowd was how candid they were with us. And they knew about the issues we brought to them. They were all reading off the same page as we were,” he continued.

“What was also so amazing was the organizations and companies that made themselves available to us.” He noted some of the groups that addressed Institute attendees:

- Nancy Lee, office of Chief Council, IRS

- The Appraisal Foundation
- Land Trust Alliance
- The Appraisal Institute
- FSA-USDA
- Army Corps of Engineers
- Department of Interior
- Senate Ag Committee Staffers
- American Farm Bureau Federation
- Commodity representatives from Rice, Corn and Soybeans



Getting Briefed

Stephen Frerichs, at center, briefs Leadership Institute attendees before going to visit with D.C. staffers. The 2011 Institute will be held September 11-15. Frerichs helped in making many of the speaker arrangements and is ASFMRA's lobbyist in D.C.



On the Mall in Washington

The Illinois Chapter's contingency at the 2011 Leadership Institute consisted of, from left: Pat Thomlinson, Pioneer Hi-Bred International; Rodney Ferguson, Farmers National Company; Doug Greiner, AFM, Farmers National Company; Dennis Hoyt, AFM, Farmers National Company; Eric Wilkinson, Hertz Farm Management; Warren Basting, AFM, Heartland Bank and Trust Co.; Mark Wetzel, AFM, First Financial; and, Gary Schnitkey, Ph. D., University of Illinois.

This annual event is sponsored by Pioneer and DuPont. With 30 ASFMRA members attending from across the country, this was the single largest group to go to the Washington, D.C./Wilmington, DE Institute.

ISPFMRA provides \$600 scholarship for each Chapter member attending the event.



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Meet Your Incoming Chapter President

Mark E. Wetzel, AFM, will officially be sworn in as 2011 President of ISPFMRA during the organization's business meeting on Thursday, February 17 during the 83rd Annual Meeting.

Mark is a farm manager with First Financial Bank, Danville. A 1977 graduate of the University of Illinois, his bachelors degree is in agricultural economics.

He joined ASFMRA and the Illinois Chapter as soon as he was hired at First National Bank, Mattoon (currently First Mid Illinois Bank) in 1977.

He received his AFM accreditation in 1983 and in 1990 received his Illinois Salesman Real Estate license. He subsequently received his Illinois Real Estate Brokers license in 2002.

Through the years he has worked at First of America Agricultural Services; Bank One, Illinois, NA; First National Bank of Danville; and Busey Ag Services. All his positions involved farm management services.

A fitness buff, Mark is a group exercise instructor with The Fitness Center in Champaign, a position he has held since 1986.

He has been active with various Illinois Chapter activities having been chair of the 1984 Fall Tour, and chair of the 1989 Winter Meeting.

He is a long-time member of Friendship Lutheran Church in Champaign and has served as co-chair of a building committee, congregation president, and has served as a trustee since 2004.

He, and his wife, Terri, have three daughters and two granddaughters..

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A6533	15,878	67%	+8.5	17,522	72%	+10.2
A6553	3,898	70%	+10.0	10,419	71%	+10.7
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2011 ISPFMRA Board/Relative Meeting Schedule

(All times shown are Central Time Zone)

2011

January

- 5 Illinois Ag Legislative Round Table --
Bloomington
- 11 Board Telephone Conference Call (10:30 AM)
(Dial-In -- 712-432-3900, Access Code -- 445-
8281)
- 13 7-Hour USPAP Update Course -- Effingham

February

- 1 Board Telephone Conference Call (10:30 AM)
(Dial-In -- 712-432-3900, Access Code -- 445-
8281)
- 16 Understanding Conservation Easement
Valuation
Parke Hotel and Conference Center,
Bloomington
- 17-18 2011 Annual Meeting, Parke Hotel and
Conference Center, Bloomington

March

- 9 Ag Legislative Day, Springfield
- 14 Board of Directors Meeting, Parke Hotel and
Conference Center, Bloomington
- 15-16 Illinois Land Values Conference, Parke Hotel
and Conference Center, Bloomington

April

- 5 Board Telephone Conference Call (10:30 AM)
(Dial-In -- 712-432-3900, Access Code -- 445-
8281)
- 5-7 IAR Spring Business Meetings, Springfield

May

- 3 Board Telephone Conference Call (10:30 AM)
(Dial-In -- 712-432-3900, Access Code --
445-8281)
- 4-5 IAR Spring Conference, Collinsville
- 11-13 NAR Mid-Year Meetings, Washington, D.C.

June

- 7 Board Telephone Conference Call (10:30 AM)
(Dial-In -- 712-432-3900, Access Code -- 445-
8281)

July

- 11-15 ASFMRA Education Week, Omaha, NE
- 12 Board Telephone Conference Call (10:30 AM)
(Dial-In -- 712-432-3900, Access Code -- 445-
8281)

August

- 2 Board Telephone Conference Call (10:30 AM)
(Dial-In -- 712-432-3900, Access Code -- 445-
8281)
- 30-31 Farm Progress Show, Decatur

September

- 1 Farm Progress Show, Decatur
- 7 Board Telephone Conference Call (10:30 AM)
(Dial-In -- 712-432-3900, Access Code -- 445-
8281)
- 11-15 2011 Leadership Institute, Washington, D.C.

October

- 4 Board Telephone Conference Call (10:30 AM)
(Dial-In -- 712-432-3900, Access Code -- 445-
8281)
- 10-13 IAR Fall Conference, St. Charles
- TBA IAR Board of Directors Meeting, St. Charles
- TBS IAR Annual Installation and Meeting, St.
Charles
- 22-28 ASFMRA Annual Convention and Tradeshow,
Scottsdale, AZ

November

- 1-4 Board Telephone Conference Call (10:30 AM)
Dial-In -- 712-432-3900, Access Code -- 445-
8281)
- 11-14 NAR National Meetings, Programs and
Installation, Anaheim, CA

December

- 6 Board Telephone Conference Call (10:30 AM)
(Dial-In -- 712-432-3900, Access Code -- 445-
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ISPFARMA

Been on the Web Lately?

There have been some changes made at www.ispfmra.org.

For starters some of the old has been removed and a lot of new, including more recent education offerings and newsletters, have been posted.

A major change is the inclusion of the entire *2010 Illinois Land Values and Lease Trends Report* (it's a big file, so may take a little bit to unload.) We've also added the complete *November 2010 Corn Yield Test Results* as well as the *November 2010 Soybean Yield Test Results*.

Posting of Membership Directory updates will be underway soon. The feature allowing visitors to find members by city will be continued.

If you have links that you feel should be posted, please let us know. We are always trying to provide greater service to both our members and our guests who stop by to see what we're up to.

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Understanding Conservation Easement Valuation

February 16, 2011 (Immediately preceding 2011 Annual Meeting)
Abraham Lincoln Hotel and Conference Center
701 East Adams Street
Springfield, IL

The Course: This course will provide the accountant, attorney and land owner with the history of the conservation easement and facts surrounding their increasing use. The source of funds and development of the land trust movement will be explained. The IRS and the involvement of the attorney, accountant, appraiser and landowner will be explained. The appraisal document, its development and its intricacies will be explained and discussed. A look at the changing world of easements will complete this interesting and helpful course. Continuing education credits for accountants and attorneys as well as appraisers will be available in many states.

Required Equipment: HP-12c, HP-17bII or HP-19bII calculator

Time: 8 a.m. - 5 p.m.

Fee: ASFMRA Members \$ 270.00 Non-Members \$ 330.00

Covered in Registration Fee: Course materials, morning and afternoon breaks. Lunch is on-your-own.

Contact Hours: 7 hours

Instructor: Charles "Scott" Seely graduated from Texas A & M University with a B.S. Degree in Agricultural Economics and began his appraisal career with Texas General Land Office. Mr. Seely is one of the founding principal officers of Dickerson-Seely & Associates, Inc., a full service appraisal firm based in Lufkin, Texas. He has appraised property in Texas, Louisiana, Oklahoma, Arkansas, Arizona, Florida, Idaho, and Alaska.

In 1979, Scott was awarded the Accredited Rural Appraiser (ARA) designation from the American Society of Farm Managers and Rural Appraisers (ASFMRA) and in 1983, he was awarded the MAI designation from the Appraisal Institute. He is also an AQB certified USPAP instructor and is a board member of The Appraisal Foundation's Appraiser Qualifications Board. Scott has authored several appraisal courses and seminars and is a faculty member of the ASFMRA and the Appraisal Institute regularly instructing courses in real estate appraisal.

Scott's regular clients include lending institutions, government agencies, attorneys, as well as numerous private individuals. He has experience in appraisals and/or review appraisals for litigation purposes and has been qualified as an expert witness in County, District, and Federal courts.

Register today!

Understanding Conservation Easement Valuation

Member Rate Non-Member Rate

February 16, 2011 – [] \$ 270.00 [] \$ 330.00

Note: Deadline for registration is Monday, January 31, 2011.

Name _____ ASFMRA# _____

Company _____ Ph _____

Address _____

City _____ St _____ Zip _____ e-mail _____

Make Checks Payable to ISPFMRA . . . or you may pay by credit card



Card No. _____ Exp date _____

(Please note: checks or credit card information submitted for payment will NOT be processed until after the course.)

Mail to: **ISPFMRA**
 N78W14573 Appleton Ave. #287
 Menomonee Falls, WI 53051

Fax to: 262-253-6903

Phone inquiries: 262-253-6902

Visit our website at www.ispfmra.org for more information.

