



Fall 2008

# Registration Opens for IFMA17, Call Goes Out for Volunteers

**R**egistration is now open for IFMA17, the International Farm Management Congress to be held in Bloomington/Normal in July 2009, and the call has gone out for ISPFMRA members who want to work part of the Congress on a volunteer basis.

“The best way to get a real feeling for the size and scope of the Congress is to go to the Web site at [www.ifma17.org](http://www.ifma17.org),” says Bob Swires, AFM, a director for IFMA17. “The current agenda is there as is all the other information regarding the Congress. There is also a complete, detailed list of the various tours that will be offered during the Congress.

Registration is open and the word has gone out to the world, literally, says Carroll Merry, ISPFMRA Executive Director and also a director with IFMA17. “We’ve been coordinating all the details with IFMA headquarters in

England and they, in turn, have sent notices out to IFMA members and other affiliated organizations around the world.”

“As you look through the materials on the Web site you will see there are volumes of materials, so we are condensing some of that for this newsletter,” Merry explains.

### Call for Volunteers

“This Congress will give all the Illinois Chapter members a chance to meet and greet and get to know visitors from all over the world,” says Ray Brownfield, AFM, ARA, also a director with IFMA17. “It is also an opportunity to showcase Midwest agriculture, and specifically, the agriculture of Illinois.

But it will require assistance from the Chapter membership. Included in this newsletter is a complete agenda for the full six days of Congress activities. There is also a list of the various kinds of assistance that will be needed to

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# Fred Says

by Fred Hepler, AFM, AAC  
President  
Illinois Society of Professional  
Farm Managers and Rural  
Appraisers



**W**hat great time to be in Agriculture!

Now, I hope that you will read the balance of this piece to find out why because you could be thinking that I have completely dropped over the edge.

With commodity prices what they are, the DJIA seeing record swings, the rate of mortgage defaults at an all-time record high level, and lastly, it's an election year -- how much worse can conditions be than the way they are today?

Back to our business -- food production -- for a moment, the debt-to-asset ratio in the agricultural sector is at, or very near, a historic low. The profit outlook for 2008 is quite good with Mother Nature holding off on an early freeze and allowing our late planted crops to mature with the late planting dates. So what is the problem? Oh, did you happen to NOT market a portion of your grain when corn was above \$6.50 and soybeans were above \$15.00 per bushel? During my acceptance speech at the Annual Meeting I asked that same question and only had 2 hands indicate they had marketed crops at those levels. As an ASFMRA instructor for many years, that response would indicate that maybe we all need to have some additional education.

Concerning education, have you seen the information published by ASFMRA about the new seminars that are available. Leonard Meador, AAC, presented an overview at the Annual Meeting of all the seminars available for members. It's a truly exciting, cutting-edge type of educational experience. Our own Ray Brownfield, AFM ARA, ALC, spearheaded the efforts to upgrade all the management/consulting courses offered by ASFMRA. That very diligent leadership created support from the membership which resulted in the numerous educational seminars that can be experienced by members at the chapter level in their own environment or during ASFMRA's educational week, which will be held in Ames, Iowa during June 2009. Pat Harrington, AFM, is leading the Management/Consulting Education committee again this year and has told me that he will do his best to have at least one offering of management/consulting education courses/seminars this year.

On the Appraisal Education side, Dave Ragan is geared up and ready to go again for another year. So watch you e-mails about the upcoming educational experiences in the coming year. Dave told me he was going to try and upgrade the courses, but he has done such an excellent job in the past that I think he is setting the bar awfully high for himself. Watching him work for the past several years tells me that he will get it done and provide our members with another year of excellent educational experiences.

Let me take this opportunity to thank Pat, Dave, and all of the other Chapter committee chair persons who have so willingly accepted their leadership positions. The future of this great organization is made possible by you, the members. You are to be commended on continuing to serve and build one of the most elite organizations in the industry.

Hopefully by now you have realized that the main goal of my leadership of your organization this year is to provide excellent educational experiences that will pro-

(Continued on Page 20)

# Stortzum Receives Chapter Hall of Fame Award

**W**innie Stortzum, ALC, GRI, ARA, with Farmers National Company, received the 2008 Hall of Fame Award from the Illinois Society of Professional Farm Managers and Rural Appraisers during the organization's annual meeting held Sept. 25. Stortzum is a real estate broker and appraiser with the company's Arcola, IL office, which was formerly Boyd Real Estate.

Presenting the award was Don Cochran, ARA, the 2007 recipient. He is president of Cochran Ag Service, Wheeler, IL. "Winnie epitomizes the highest level of professionalism within the industry," he said. He cited Stortzum's long service to the appraisal industry in the state as well as with various national organizations representing appraisers. Those include: Board of Directors, National Realtors Land Institute; President and Board of Directors, Illinois Chapter - Realtors Land Institute, and; 25 years of membership in both the Illinois Society of Professional Farm Managers and Rural Appraisers as well as the American Society of Farm Managers and Rural Appraisers.

Professional citations she has received include: 1992 Associate Realtor of the Year with the Illinois Association of Realtors; 1994 Farm and Land Broker of the Year with the Illinois Chapter, Realtors Land Institute; 2004 Land



Realtor of America, National Realtors Land Institute, and; 2005 Distinguished Service Award from the Illinois Association of Realtors.

Stortzum received her

bachelors degree--with honors--from Eastern Illinois University, and her master of arts degree from the University of Illinois. She is a 25-year member of the Arcola Chamber of Commerce and a past president and board member of the Arcola Rotary Club.

She joined Boyd Real Estate in 1981 as a real estate broker, appraiser and office manager. Her professional designations include: Accredited Land Consultant (ALC)

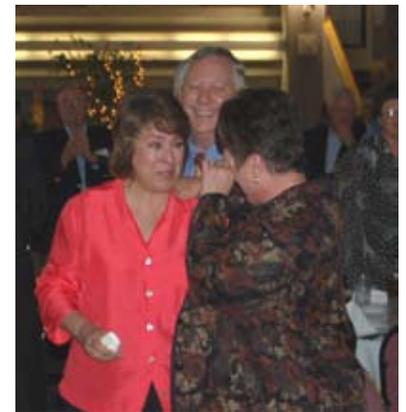


## **Stortzum Presented Hall of Fame Award**

Winnie Stortzum, ALC, GRI, ARA, a real estate broker and appraiser with Farmers National Company in Arcola, IL, receives the Hall of Fame Award from Don Cochran, ARA, during the annual meeting of the Illinois Society of Professional Farm Managers and Rural Appraisers held Sept. 25. In making the presentation to Stortzum, Cochran noted that "Winnie epitomizes the highest level of professionalism within the industry," and cited her many years of service to the appraisal industry both in Illinois and across the United States. Cochran, president of Cochran Ag Service, Wheeler, IL, is the 2007 recipient of the award, which has been given only 29 times in the organization's 80 years.

with the Realtors® Land Institute; Graduate, Realtors® Land Institute (GRI), and; Accredited Rural Appraiser (ARA) with the American Society of Farm Managers and Rural Appraisers.

In addition to her current duties as a real estate broker and appraiser, she also is the assistant manager of AgReports, Inc., a business which sells and markets *Farmland in Perspective* newsletter.



The Hall of Fame Awards has been presented only 29 times in the 80-year history of the Illinois Society.

# Service to Ag Award to Dr. Robert Hoeft

**R**obert G. Hoeft, Ph. D., interim head of the Department of Crop Sciences at the University of Illinois, has been awarded the Service To Agriculture Award by the Illinois Society of Professional Farm Managers and Rural Appraisers. The award was presented at the organization's annual meeting.

The presentation was made by Jerry Hicks, AFM, a past president of the Society. In his comments, Hicks noted that Dr. Hoeft is well known as a proponent of accurate application of Nitrogen and Phosphorus fertilizers. "He has addressed many Agronomy Day sessions teaching the advantages of accurate nitrogen application to keep costs and waste to a minimum. He has always stressed good soil stewardship and reducing leaching and runoff into rivers and streams."

Hoeft is a native of Nebraska and received both his bachelor's and master's degrees in agronomy from the University of Nebraska. He received his doctorate in soil science from the University of Wisconsin.

He has served as Extension Soil Fertility Specialist at the University of Illinois since 1973 and prior to that was an Extension Agronomist at South Dakota State University.

Dr. Hoeft has been recognized for his work including the Paul A. Funk recognition award by the College of Agriculture at the University of Illinois, the Werner L. Nelson Award by the American Society of Agronomy, and the Robert E. Wagner-Senior Scientist Category by the Potash/Phosphate Institute.



Robert G. Hoeft, Ph. D., (left) receives the Service to Agriculture Award from the Illinois Society of Professional Farm Managers and Rural Appraisers during the organization's recent annual meeting. Presenting the award is Jerry Hick, AFM, a past president of the Society. In making the presentation, Hicks noted Hoeft's long commitment to agriculture on both the state and national levels.

## *Scholarship Recipients Honored*

Six of seven Memorial Scholarship recipients were on hand at the Annual Meeting to receive recognition. This year the committee awarded seven \$3000 scholarships, the most ever.

Shown at right are (front row, l to r): Aaron Book, Dixon, IL; Heather Busse, Farina, IL; Krista Lottinville, Sheldon, IL; and Andrew Morehouse from Pawnee. In the back row are, from left: John Wyss, Chabanse, IL, and; Drew Moore, Niantic. Not available for the photo was Chauncey Watson from DeKalb.

Aaron Book was designated the recipient of the Roger Gish Memorial Fund and Andrew Morehouse was designated the Plyn Decker Fund. Some of each scholarship award came from funds of the Wendell Farris, Raymond and Wanda Kreig Fund, which is income from farm proceeds in their honor. Each of the recipients will spend two days in a Peer Mentoring experience with one of our members. (See related story.) This year's Scholarship Auction raised \$5,703.



# A Little Something About the Scholarship Winners .....

**Aaron Book** from Dixon.

Receiving the Roger Gish Scholarship. Aaron attended Amboy High School and is majoring in Agribusiness-Markets and Management. Will Graduate in Spring of 2010.

Plans are to get Masters Degree in Commodity Marketing and return to the farm and partnership with his brother.

**Heather Busse** from Farina.

Heather attended South Central High School and is Majoring in Agriculture Accounting.

Plans are to get her Master's degree in Accountancy and work for a public accounting firm in the agricultural area. Then plans to return to the community to establish own accounting firm and specialize in the area of agriculture for farmers in the area. Also to work with her brother on the hog and grain farm. Set to graduate in the Spring 2009.

**Krista Lottinville** from Sheldon.

Receiving Scholarship from Farris & Kreig funds. Krista attended South Newton High School and is majoring in Agribusiness Markets and Management. Set to graduate in the Spring 2010.

Plans are to pursue a career in agriculture and looking at the grain industry and commodities. She said that agriculture is how she was raised and that is how she wants to live.

**Andrew Morehouse** from Pawnee.

Receiving Scholarship from Farris & Kreig Funds.

Andrew attended Pawnee High School and is Majoring in Farm Management. Will graduate in Spring 2009.

Andrew's plans are to work in the area of Farm Management. After taking the Appraisal Class he is also interested in this field. The Master's degree program is not out of the question, probably in the area of Crop Sciences.

**Drew Moore** from Niantic.

Receiving Scholarship from Farris & Kreig Funds. Drew attended Sangamon Valley High School and is majoring in Agribusiness Markets and Management. Will graduate in the Spring of 2009.

Drew quoted Thomas Jefferson stating "Agriculture is our wisest pursuit because it will in the end contribute most to real wealth, good morals and happiness." Drew plans could go either of two ways-- into commodities or back to school for a Masters degree. Either way he plans to work in commodities for several years and, if the opportunity exist, go back to the sixth generation of family farming.

**Chauncey Watson** is from DeKalb.

Chauncey attended Dekalb High School and is majoring in Farm Management. He will graduate in Spring 2009.

Plans are to work in commodity trading or in the livestock industry.

**John Wyss** from Chebanse.

Receiving scholarship from the Farris & Kreig funds.

John attended Clifton Central High School and is majoring in Crop Sciences. Will graduate in Spring 2010.

Plans are to find a job in Agronomy. He will consider Graduate school if the opportunity presents itself.

## Scholarship Committee Creates Mentoring Program

By Penny Lauritzen, AFM, CFP®

Students will be challenged this year by the Scholarship Committee members and other volunteers of the Illinois Chapter to become familiar with the farm management, rural appraisal and agricultural consultation career tracks in exchange for a substantial scholarship award of \$3,000. With the increase of available funds from the Ray Krueg, Wendall and Wanda Farris Fund, the scholarship committee chose to award a higher scholarship amount with the encouragement that each student should select two of the three career tracts to partner with a Society member for at least a day each.

Chapter members who participate will be given a packet of background information to share with the students so that each scholarship winner will have a similar experience in learning more about the career track they have selected. It is also hoped that these students might think more strongly about choosing one of those tracks and someday become a Society member. We hope to have a greater impact on these young people as they approach graduation.

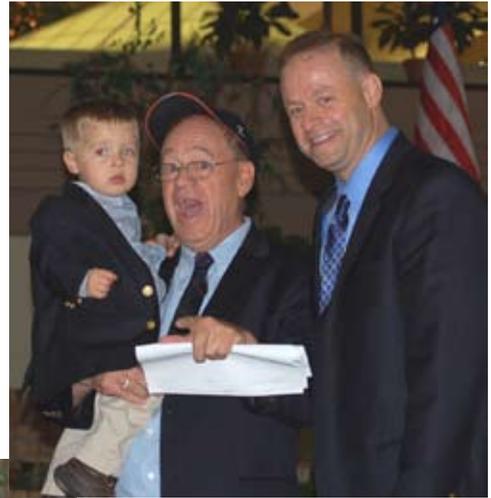
In addition, we are working with Rob Hornbaker at the University of Illinois to create a contact with students in the advanced farm management and rural appraisal classes. The farm management class is in the fall and the appraisal class during the spring semester. These classes break into teams to do a special project related to farmland investments and farmland appraisals. Members of the Illinois Society will meet with the farm management class this fall and one member will be assigned to each team so that we interact and participate in the group's project. Next spring appraisers will work with each team on the analysis of the farm tract they are assigned. We hope this interaction will provide a sense of the "real world" activity that many of us deal with every day.



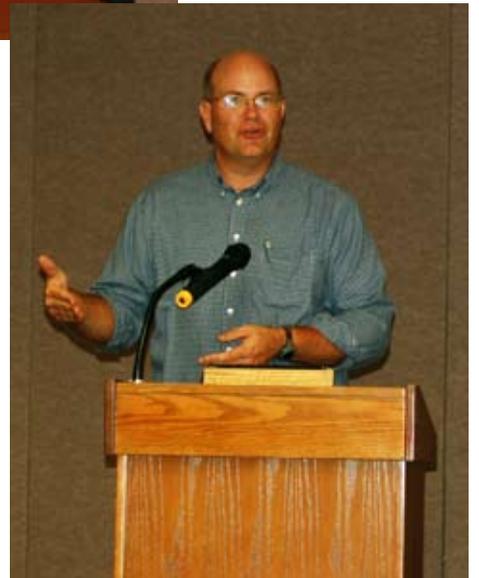
# 2008 Annual Meeting Pictorial Highlights



PowerPoint presentations made at the Annual Meeting have been posted on the Chapter Website at [www.ispfmra.org](http://www.ispfmra.org)



Special Thanks to Beth Fransen for arranging the Spouse's Program. Nice job, Beth!! Cool outfits!!!!



# Our Commercial Sponsors

We would like to acknowledge our commercial sponsors whose support has greatly enriched the programs of the Illinois Society of Professional Farm Managers and Rural Appraisers:

Agricultural Soil Management (ASM)  
AgriData, Inc.  
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Rabo AgriFinance  
Schroeder Seed Service  
Stine Seed Co.  
Syngenta Crop Protection  
Trisler Seed Farms

# Chapter Hosts Sponsor Roundtable/Steakfry

We just felt it was time for us to show our thanks and have some good, old-fashioned conversation,” says Commercial Sponsor Committee Co-Chairman Brian Neville, AFM. “Many of the sponsors are with us year after year, and there are always a few new faces, so this was an opportunity to say ‘Thank you’ and to discuss the sponsorship program in general.”

“This” was a summer afternoon with some pretzels and lemonade spent on the screened porch of a property near Clinton owned by the Dale Aupperle family. The group of 15 Chapter officers and commercial sponsor representatives spent the time talking about sponsorship in general, things they would like see changed, and how to approach sponsorships in the future. The afternoon wrapped up with catered steak fry.

“It was time very well spent,” reports Eric Decker, AFM, the other half of the committee chairs. He says there were some ideas from the session that have already been implemented along with others that are being developed and will show up in future months.



“We had some excellent open discussion,” Decker says. “The comments and suggestions we received will only make the Sponsor’s program stronger and a “win-win” situation for everyone involved. We listened and took notes during the discussion. The Sponsor committee, with the help of our Commercial Sponsors, came away from the meeting with some very good suggestions.”

Below is a summary of some of the ideas that were implementing immediately (some you may have noticed in the annual meeting registration materials):

-- Reinstigate the *By Invitation Only* registration for the upcoming Annual Meeting and encourage members to bring their best operators/clients to the meeting.

--- Allow sponsors to provide support in terms of in-kind services such as printing or audio-visual support and equipment for meetings and other activities.

--- Include sponsor logos on the registration form for the By Invitation Only form and on future meeting announcements.

--- Eliminate tiered listing of sponsors on banners, posters, etc.

--- Develop new ways of recognizing sponsors at events such as the Annual Meeting.

“This last point, in particular, was very easy to implement,” Neville notes. “We developed a PowerPoint for use at the Annual Meeting such that sponsor names and logos were on the screen constantly prior to the sessions and during the breaks. “It was a very effective way to provide recognition to these supporters.”

Both Decker and Neville are working with Chapter Executive Director Carroll Merry on implementing more of the ideas that came out of the afternoon session. “Some of these will be very subtle, but we are sure the members will notice,” Decker says. “And that is the real key....to get the members to recognize and remember the sponsors and the very critical role they play in supporting the Chapter.

“This is a win-win all the way,” he concludes.



## Commercial Sponsor Roundtable Discussions

Denise Knudsen, from Monsanto, and J.D. Maurer and Craig Conroy, from Country Financial Services, (photo at upper left) were among the commercial sponsor representatives to attend the Sponsor Roundtable/Steakfry in July. The event was sponsored by the Illinois Chapter. Brian Neville, AFM, shown above, is one of co-chairs for the Sponsor Committee. He, and Eric Decker, AFM, the other co-chair, was joined by Chapter officers as they visited with the sponsors about ways to improve relations between the two groups as well as improve ways in which the sponsors can receive greater recognition for their support of Chapter activities. “It is because of the support from these sponsors that we can have successful activities such as our Annual Meeting,” Decker states. “Their funding helps underwrite the costs of special programs and helps keep overall registration fees at a minimum. Their support is critical to the entire Chapter.”

# 2009 ISPFMRA Committee Chairs

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# 2009 Farm Management Congress

*(Continued from Page 1)*

make the Congress run smoothly as well as a description of the various tours that will be offered on the Tuesday and Thursday of the event. Each category of volunteer has a brief description of what will be required. Anyone with questions or wanting to sign up for a particular assignment should contact Carroll Merry at [ispfmra@country-side-marketing.com](mailto:ispfmra@country-side-marketing.com), or by calling at 262-253-6902.

## Registration Fees

The regular registration fee for the full Congress is \$895 for delegates and \$750 for spouses/accompanying persons. "This includes everything, starting with the opening picnic and fireworks in Miller Park on Sunday, the 19th, and all the meals, tours, speakers and transportation to and from the various events up to the closing program on Friday, the 24th," Merry explains.

Illinois Chapter and ASFMRA members will be eligible to register for and attend a 3-day 'short' Congress which will include the speakers and programs on July 22 and 24 and the tours and banquet on July 23. The registration for this will be handled separately from the registration on the IFMA17 Web site.

Volunteers who commit for at least 2 days of work at the Congress will be able to attend all the activities and bring their spouses to the final banquet on July 23. The fee for this is designed to cover costs of meals and other transportation and expenses and is set at \$280. Registration as a volunteer will also be handled separately from the regular congress registration.

In all cases local lodging is not covered with registrations. However, any Illinois Chapter or ASFMRA member is eligible to make arrangements for staying at any of the Congress hotels.

## Independent Status

The legal name for the Congress is IFMA17 NFP, Swires says. "The Congress was incorporated as a not-for-profit entity in the state of Illinois late last year. As such, it has its own banking, its own tax filings, its own insurance, and its own management group," Swires explains. "Other than some shared transportation costs for having Fred Hepler attend the Congress in Ireland in 2007, the Congress has cost the Illinois Chapter nothing.

"However, under the agreements by which the Congress is set up, the Chapter is in a position to share a good portion of the income from the event. The key, of course, is getting high levels of participation not only from the international visitors, but from American Society members who should have an interest in attending the Congress."

## Once-in-a-Career Opportunity

"I attended the Congress in Brazil in 2005 and the

Congress in Ireland in 2007, and it is a tremendous experience," says Brownfield. "The neat part about the Congress is you never know who you'll sit next to at a luncheon or dinner, or share seats with on the tour buses. It is a great opportunity to meet our counterparts from around the world and to share stories and experiences."

"On one of the day trips in Ireland I ended up sitting next to a young dairy farmer from Norway," Merry says. "I was raised on a dairy farm in Wisconsin, so we began exchanging stories and talking about how the industry has evolved. It made for fascinating conversation and the travel between stops went very quickly."

"I encourage every member to somehow be a part of the Congress," Brownfield stresses. "It truly is a once-in-a-career opportunity to not only meet with these foreign visitors, but to also be part of the program that will be presented with the speakers on the roster.

"And then, to have the chance to be hosts to our guests, and to show off and explain about agriculture in the Midwest.....it is just a great opportunity."

"We have been working on this event for nearly five years and it has been real fun to watch it all come together," Merry says. "I remember the first time we presented information about the Congress and members came up to me and asked 'How can I help?'"

"There have been a lot of people involved with the background on the Congress itself, plus the Pre- and Post-Congress tours, and we thank all of them for stepping up to help.

"It's going to be an absolutely great event and one that only a group like the Illinois Chapter could make happen."



Bone Student Center at the ISU Campus will be the primary venue for IFMA17 activities.



# IFMA17 -- What It's all About

## What is it?

The Congress is a week-long gathering of agricultural professionals from around the world who come together to exchange ideas, experiences and knowledge through presentations and demonstrations. Particularly, they will learn about the agriculture of the host nation, including its structure and marketing. The secondary purpose of the congress is to stimulate contacts between producers, educators, advisors, policy-makers and agribusinesses at national and international levels.

## Who will attend?

Those who attend IFMA17 will come from the complete spectrum of individual and corporate producers, managers, advisors, educators, policy-makers, suppliers, farming and marketing organizations, and agribusiness companies associated with agriculture, horticulture and rural enterprise.

## When and Where is IFMA17 being held?

July 19 - 24, 2009, on the Illinois State University campus in Normal, Illinois, utilizing Braden Auditorium, the ballroom in the Bone Student Center, and the classroom facilities at Schroeder Hall. The headquarters hotel will be the Chateau, with other hotel/motel accommodations available at special Congress rates throughout the city.

## What is its history?

The first Farm Management Congress was held in the United Kingdom in 1971, and it has been held every other year since with few exceptions. This is only the second time the Congress has been held in the United States, the last time being 1986. The 2005 Congress was held in Campinas, Brazil. In 2007 it was in Cork, Ireland, and in 2011 it will be in Christ Church, New Zealand.

## Who organizes it?

The parent organization is the International Farm Management Association, headquartered in Cambridge, England. The 2009 Congress is being hosted by the Illinois Society of Professional Farm Managers and Rural Appraisers, in conjunction with the American Society of Farm Managers and Rural Appraisers.

## How many will attend?

It is estimated that some 600 professionals from across the United States, Canada, and as many as 35 different nations will attend. There are no limitations and anyone interested in production agriculture can attend the Congress.

## What about the tours?

Approximately 12 separate tours will be offered on July 21 and 23, with each tour being available on each day. These tours will cover a broad spectrum of sites and activities including agricultural research facilities, visits to private farms of Illinois producers, scenic and historic sites, wind farms, on-river barge travel, and agribusiness manufacturing and processing facilities. Sign-up for the tours will be on a first-come, first-served basis.

## Is the Congress open to the public?

The guest speaker programs, tours, special presentations and other activities of the Congress will be restricted to those who register for the event. One registration fee will cover ALL Congress activities.

## Where is there more information?

Visit [www.ifma17.org](http://www.ifma17.org) beginning August 1, 2008 for complete information on program agenda, registration forms, lodging, times, and tour sign-ups.

## Preliminary Agenda

### Monday, July 13

Pre-Congress Tour departs St. Louis area. Participants should arrange to arrive in St. Louis July 11 or 12

### Saturday, July 18

Pre-Congress Tour arrives in Bloomington/Normal  
Congress registration opens at Illinois State University (ISU) Campus

### Sunday, July 19

Congress registration continues - ISU Campus  
"An Americana Experience" picnic in Miller Park, Bloomington, with fireworks at dusk

### Monday, July 20

Opening Welcome - ISU Campus  
Speaker presentations. Paper/poster presentations.  
Dinner at leisure.

### Tuesday, July 21

"A look at Midwest agriculture and agribusinesses"  
A full day of tours around the state.  
Evening banquet at ISU

### Wednesday, July 22

Speaker presentations at ISU Campus  
Academic paper/poster presentations  
IFMA General Meeting  
Dinner at leisure.

### Thursday, July 23

"A look at Midwest agriculture and agribusinesses"  
A second full day of tours around the state  
International Farewell Dinner at ISU Campus

### Friday, July 24

Speaker presentations at ISU Campus

### Saturday, July 25

Post-Congress Tour departs Bloomington/Normal.

### Thursday, July 30

Post-Congress Tour Farewell Banquet

### Friday, July 31

Post-Congress Tour ends at O'Hare area

# **IFMA17 Assistance Needed**

(In all cases will need cell phones for communications)

## **Saturday, July 18**

Hotels -- Greeters -- 5/6 -- One at each hotel to officially greet delegates and explain transportation/ registration procedures. Assist in getting people on ISU and shopping shuttles.

ISU -- General assistants -- 3

Provide general information and answer generic questions about the Congress, how the shuttle will work, etc. ISU Staff will handle questions regarding registration and other procedures.

## **Sunday, July 19**

Hotels -- Greeters -- 5/6 -- One at each hotel to officially greet delegates and explain transportation/ registration procedures. Assist in getting people on ISU and shopping shuttles.

ISU -- General assistants -- 3

Provide general information and answer generic questions about the Congress, how the shuttle will work, etc. ISU Staff will handle questions regarding registration and other procedures.

Hotels before Miller Park and after fireworks -- 5/6

Assist in getting people on the buses to and from Miller Park. Explain procedures.

## **Monday, July 20 and Wednesday, July 22**

Hotels -- 5/6 -- Assist in getting people onto buses to get to ISU Campus. Answer general questions regarding activities around the Congress. Answer any questions regarding spouse's program activities.

ISU -- General assistants -- 6/8

Provide general information and answer generic questions about the Congress, how the shuttle will work, etc. ISU Staff will handle questions regarding registration and other procedures.

Will need extra staff after lunch for getting people to Schroeder Hall for paper presentations and showing people the locations of the various presentation rooms. ISU Staff will manage AV.

## **Tuesday, July 21 and Thursday, July 23**

"Ice Men" 3/4 -- Load coolers on buses at ISU with chilled water and ice, garbage bags. Needs to be done early.

Hotels -- 5/6 -- Assist in getting people onto buses to get to ISU Campus for Day Trips.

Tour Guides -- 16 -- Be official hosts on the buses. Includes answering any questions that come up regarding the days' activities. Explain agriculture and other points of interest as the bus travels. Run videos on the bus systems. Help prepare and distribute handouts regarding sites that will be visited. Will do headcounts so no one gets left behind.

On-Farm Site Hosts -- 6 -- Receive coaches, set up sound systems, introduce hosts. Assist with any refreshments being provided. Help police the area after buses leave.



# **IFMA17 Day Tours**

## **July 21 and 23, 2009**

Welcome to America's Midwest, and, more specifically, the heartland of some of the richest soil and most productive farms in the world.

The trips that have been organized are designed to offer a wide variety of operations ranging from wind power to high technology and research to farms large and small. The farms that will be visited are family operations, some with many generations of ownership still in the family name.

Much of the technology you will see will be cutting edge....some of which may not even be available commercially for some time in the future.

The planners of the tours have attempted to include at least one farm stop on all the tours, with only a couple of exceptions. In all cases we ask that you follow the directions given to you by your hosts. This may include wearing particular protective clothing, not taking photographs or videos, or staying within certain areas and out of others. Remember: **we are invited guests** on these farms and tours and we must always respect the wishes of our hosts.

Please look over the tour descriptions carefully and select the tours that most appeal to you. Please list your 1st, 2nd, and 3rd choices in the appropriate area on the registration form. We will do every effort to accommodate your tour selections, but cannot promise that everyone will get their specific choices. Arrangements for these tours have been made many months prior to the Congress, therefore it is possible that situations will change because of weather or other factors that will force the Congress planners to substitute a particular activity.

We will be using motor coaches with a maximum capacity of 50 individuals each and reservations for particular tours will cease when the tours are filled. In some cases tour sites can accommodate more than one motor coach and those tours are marked as such. In some cases there may be duplicate tours such that the morning and afternoon stops are flip-flopped, Tour 1 for example. This means you will make both the first and last stops, but we cannot necessarily tell you in advance which stop will be in the morning and which in the afternoon.

All the tours on Tuesday, July 21, **WILL BE REPEATED** on Thursday, July 23. If your reservation for your first choice cannot be accommodated on the first day of tours, it will automatically be moved to the second day.

While we will make every attempt to make tour changes after reservations have been made, we cannot promise that changes will be possible. Neither can we promise that particular groups of individuals can be assured of being on the same motor coaches for particular tours.

Tours that receive less than 25 reservations may be subject to cancellation. We will attempt to match those displaced individuals on another tour of similar interest.

There will always be at least one Illinois Society chapter member on each motor coach. This individual will be in charge of all activities on the bus and has full authority to make decisions regarding changes in schedule or routes and any other activity on the bus. This individual will also have access to a cell telephone should there be any kind of incident that requires emergency or urgent attention.

Most importantly -- **PLEASE ASK QUESTIONS**. This is the best way for all to learn.

Unless otherwise noted, morning and afternoon refreshments as well as lunches are included as part of the tours and complimentary bottled water will be available on the coaches. Delegates are responsible for any other beverages/food/or other purchases they make.

## **Tour 1 & 9-- Twin Groves (2 coaches)**

**Twin Groves Wind Farm** -- Located on the wind-swept Bloomington Moraine in eastern McLean County, Twin Groves Wind Farm offers 396 megawatts of affordable, pollution-free wind energy, enough to meet the annual energy needs of about 118,000 homes. The project supports the local economy through royalties to 140 landowners whose land spans over 22,000 acres -providing a cash flow that supplements earnings from farming. During construction, 350 jobs were created and 37 full-time employees support current operations.



**Pioneer Hi-Bred Seed Corn Processing and Soybean Research Facilities** -- Congress delegates



will tour through the Pioneer Hi-Bred International seed corn production facility at Princeton, Illinois, and its sister soybean research facility just a short distance down the road. Both facilities are state-of-the-art and will offer delegates an up-close look at the activities carried on at these two facilities. Lunch will be served at the seed corn plant.



**Knobloch Farms** -- This is a multi-family operation that includes operation and management of 4,500 acres with corn and soybeans being the primary crops. While the family members each own and lease property independently, they share in the use of farm equipment. Their headquarters facilities, shown at right, includes 250,000-bushel grain storage capabilities, a drying operation, and scale. A new 70' X 90' shop was under construction at the time these



photos were taken. Knobloch family members will give a presentation on seed traits and what they have found to be beneficial in their operations.

## **Tour 2 & 10 -- Pioneer (2 coaches)**

**Arlen & Greg Ruestman Farm** -- Arlen (the father) and son, Greg, (inset photo) are farming 2,550 acres of corn and soybeans. They own 240 acres and are renting the rest. Greg will tell you about his use of and the benefits he's seen from GPS and RTK technology in his 'strip till' planting systems. This allows him to plant corn using no markers at all --- only GPS guidance in the tractor.



**Pioneer Hi-Bred Seed Corn Processing and Soybean Research Facilities** -- Congress delegates



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**Reeves Farms LLC** -- Reeves Farms LLC is family-owned and operated by Barry Reeves and son, Adam. The operation consists of 2,000 acres of corn and soybean production covering a 25-mile radius. They farm for nine different landlords, some for more than 55 years.

The farm operation uses precision farming technology for grid sampling soil tests, corn and soybean harvest, no-till annual rye grass cover crop planting, and all fertilizer and lime applications. Liquid 32% nitrogen application and corn planting use RTK 1-inch accuracy. They produce maps for every pass made showing time, date, operations, applicator, products used, and yield. They recently purchased a 400,000-bushel grain elevator, installed a 20,000-gal underground fuel tank, and have a dry fertilizer facility.



What you'll see at the farm is 32 acres of corn and soybean test plots, precision farming equipment, custom-built machinery, bulk fertilizer tanks and underground fuel tanks with a tank monitoring system.

### **Tour 3 & 11 -- Bittner Farms (2 coaches)**

**Bittner Farms** -- Bittner Farms consists of 2,750 acres of corn and soybeans farmland just on the edge of Bloomington. Tim (Patricia) and son, Bart (Amanda), are the fourth and fifth generations to farm this land. Victor Bittner, Tim's father, retired in 1991 and helps during the busy seasons along with some additional part time help. They dry and store most of their corn and soybeans with a 250,000-bushel grain storage facility. They will have on display some of the newest farm equipment with the latest technology including GPS and Auto-Steer. Several antique tractors from the past will also be on display. Tim and Patricia are shown in the photograph. Bittner Farms anticipates a sixth generation continuing their farming operation well into the future.



**Monsanto Learning Center** -- The Monsanto Learning Center near Monmouth, Illinois was developed to provide answers and solutions to current questions and issues related to production agriculture. At the Monsanto Learning Center, you will learn about agronomic issues that affect you today, as well as tomorrow. While here you can tour the research plots and labs, and have classroom training. Some of the more common topics attendees are interested in include: weeds, insects, diseases, tillage, fertility utilization, hybrids and varieties, intensive corn and soybean management systems, plant populations, plant spatial arrangement, herbicide application, and future technology. Lunch will be served here.



**Ropp Jersey Cheese** -- Located just outside Bloomington/Normal, this is an operating dairy farm that just happens to have a cheese factory attached to it....well, sorta! We'll split the group into two and while one group gets to 'graze' through the store and taste some made-on-the-spot cheeses, the rest of the group can watch the cheese being made. Why Jersey Cheese? Ropp Farms raises only registered Jersey cows. While this is a functioning farm, it also serves as an ideal place to bring urban children and guests so they can better understand where some of their favorite foods come from. So enjoy!!



### **Tour 4 & 12-- Monsanto Learning Center (2 coaches)**

**Rother Farm** -- The Rother farm utilizes precision farming on its 180 acres of corn and soybeans. All aspects of the farming operation utilize GPS technology from soil testing to applying fertilizer, planting and harvesting. The crops are planted in 20-inch rows.

**Monsanto Learning Center** -- The Monsanto Learning Center near Monmouth, Illinois was developed to provide answers and solutions to current questions and issues related to production agriculture. At the Monsanto Learning Center, you will learn about agronomic issues that affect you today, as well as tomorrow. While here you can tour the research plots and labs, and have classroom training. Some of the more common topics attendees are interested in include: weeds, insects, diseases, tillage, fertility utilization, hybrids and varieties, intensive corn and soybean management systems, plant populations, plant spatial arrangement, herbicide application, and future technology. Lunch will be served here.



**National Center for Agricultural Utilization Research** -- NCAUR research projects are mission-driven, reflecting the broad scope of the USDA Agricultural Research Service and its national mission. Nine multidisciplinary teams of scientists, or research units, use basic and applied science techniques and work with other public and private-sector researchers as necessary to meet the objectives of the ARS National Research Programs. The facility is located in Peoria, IL.



**Tour 5 & 13 -- Deere Plant Tour (2 coaches)** (This will be a long day, but well worth the time!!)



**Deere & Company** -- John Deere Harvester Works is the largest, most modern combine manufacturing facility in the world. Located in East Moline, Illinois, it is approximately 90 acres under roof (that's nearly 4 million square feet) and has produced products since 1913. **Note: Open-toed shoes and sandals are NOT allowed on the tour.** (This stop will be repeated on the Post-Congress tour) (A box lunch will be served)

**Big River Resources Ethanol Plant and Rail Loading Facility** -- This 100,000 million-gallon, state-of-the-art ethanol plant near Galva, IL is expected to go on-line in April, 2009 and will look very much like it's sister plant shown in the photo at left (without the snow!!)



Once up and running it will be processing 37 million bushels of corn annually. The plant is being erected next to a rail loader facility that has the capability of running up to three 120-carload trains of corn each per week. (This stop will be repeated on the Post-Congress tour)

**Peugh Farms** -- Wayne Peugh, and his wife, Edith, own and manage a weaning-to-finish operation with 5,000 hogs. Leading Edge Pork LLC/Peugh Farms markets 60,000 hogs per year. They also raise corn and soybeans on 1,800 acres. Wayne is a past president of the National Pork Checkoff Board.

**Tour 6 & 14 -- Chicago (1 coach)**

**CME/Chicago Board of Trade Company** -- Some have referred to trading in 'The Pits' as organized chaos. Come see for yourself! CME Group is a combined entity formed by the 2007 merger of the Chicago Mercantile Exchange (CME) and the Chicago Board of Trade (CBOT). It provides the widest range of benchmark futures and options products available on any exchange, covering all major asset classes. Together, it offers our customers and the global marketplace more than 250 years of exchange expertise, and is dedicated to ongoing innovation and unsurpassed customer service. [www.cmegroup.com](http://www.cmegroup.com)



**Lunch at Berghoff's** -- Lunch today will be at the world-famous Berghoff Restaurant, Chicago's oldest dining establishment.

**Chicago High School for Agricultural Sciences** -- An agricultural high school in the middle of the city? Yes. And one that has been the home of many national FFA presidents and officers. The Chicago Board of Education created the Chicago High School for Agricultural Sciences in July, 1984, and in September, 1985 it opened its doors as the newest high school in the Chicago Public Schools, attracting students from all parts of the city. The Chicago High School for Agricultural Sciences is being looked at as a model for schools of this kind in other cities across the country. The school serves as a model not only for its innovative curriculum, but also for dropout prevention and exceptional student motivation. CHSAS is a public school with a private school feeling. Check it out before you visit. [www.chicagoagr.org/](http://www.chicagoagr.org/) (The stops at the CME and the Ag High School will be repeated as part of the Post-Congress Tour)

### **Tour 7 & 15 -- Springfield (1 coach)**

**Brandt Consolidated** -- Established in 1953, the company has a long history of premium service and products for agriculture. Brandt Consolidated provides financial and administrative support to Industrial Resources. Agricultural input products include ammonium nitrate (low & high density), phosphoric acid, sulfur, dry or liquid urea as well as chemicals for industrial uses.

**Johnson Grain** -- Johnson Grain ships corn in 100-car unit trains to Texas and Mexico for cattle feed. Annual volume is over 40 million bushels. On March 24th, 2006 the company loaded its 100th train! By fall of 2007 they had 11.8 million bushels of storage. By fall of 2008 Johnson Grain will be originating corn for a new 100-million gallon ethanol plant that will be built at the shuttle location.

**Abraham Lincoln Presidential Library and Museum** -- Many historians consider him the greatest American who ever lived. Today you will have the opportunity to visit the Abraham Lincoln Presidential Library and Museum. You are encouraged to visit the web site to get an overview of all that will be available to you. [www.alplm.org/home.html](http://www.alplm.org/home.html) (Lunch will be at the Museum)



### **Tour 8 & 16 -- Bayer Crop Science/University of Illinois (2 coaches)**

**University of Illinois** -- *Efficiency Research for the Future* -- In this tour you will start with a visit to the College of Agriculture, Consumer and Environmental Sciences' Beef/Sheep Research Facilities to learn more about research being done involving feed efficiencies in the beef industry. Over the past three years, the University of Illinois, Montana State University and the American Simmental Association have been cooperating in a progeny test research study to look at the relative importance of rate of gain, feed efficiency, carcass quality grade and yield grade on the profitability of individual sires.

The second part of the tour will deal with climatic research. SoyFACE (Soybean Free Air Concentration Enrichment) is an innovative facility for growing crops under production field conditions in an atmosphere that is anticipated for the middle of this century, namely one with higher levels of carbon dioxide and ozone. SoyFACE is designed to discover the effects of atmospheric change on the agronomy and productivity of Midwestern crops. [www.soyface.uiuc.edu](http://www.soyface.uiuc.edu)

**Bayer CropScience Midwest Field Technology Station** -- Though this 150-acre facility was established primarily to conduct research on corn and beans, it has the ability to grow and test at least 17 different crops for control of at least 35 different weed species, 21 different insect pests, and 11 different plant diseases. There currently are six full-time scientist conducting research at this location. The key functions of the facility is to conduct research on new chemical entities, providing early selection for the U.S. markets, and to provide data on numerous crops and pests to support both the NAFTA and worldwide data bases for project decision making. The station also provides information for fungicide, herbicide, and insecticide discovery, as well as new product development, label confirmation, market support studies and demonstration trials. (Lunch will be served at the Field Station.)

**Reeves Farms LLC** -- Reeves Farms LLC is family-owned and operated by Barry Reeves and son, Adam. The operation consists of 2,000 acres of corn and soybean production covering a 25-mile radius. They farm for nine different landlords, some for more than 55 years.

The farm operation uses precision farming technology for grid sampling soil tests, corn and soybean harvest, no-till annual rye grass cover crop planting, and all fertilizer and lime applications. Liquid 32% nitrogen application and corn planting use RTK 1-inch accuracy. They produce maps for every pass made showing time, date, operations, applicator, products used, and yield. They recently purchased a 400,000-bushel grain elevator, installed a 20,000-gal underground fuel tank, and have a dry fertilizer facility. What you'll see at the farm is 32 acres of corn and soybean test plots, precision farming equipment, custom-built machinery, bulk fertilizer tanks and underground fuel tanks with a tank monitoring system.



## Fred Says

(Continued from Page 2)

vide each of you “tip” for improving your personal and business lives.

In addition to the normal activities during the year, the Illinois Chapter is in for a once-in-a-lifetime experience by being the host the IMFA17. There is an entire section of this newsletter dedicated to the Congress. Take a look at the detail and let us know how and where you want to fit in.

As an overview of the coming year, we will have the Annual Illinois Land Values Conference on March 18 and 19 in Morris. Bob Swires, AFM is overall chairman of the conference and the Land Values Survey. This year’s report will have a special article authored by Dale Lattz, our Academic Vice President, summarizing Illinois Land Values and Trends over the past 10-plus years. Our own newest Hall of Famer, Winnie Stortzum, ARA, and Brian Duke, AFM, are co-chairing the actual conference. You can bet that it will be another excellent program and I will assure you that it will NOT be held on Good Friday. Please call Master Tom Wiggins, AFM, and his team to get the premiere spots in book for advertising your business. Don’t let our own Dale Aupperle, AFM, ARA, have all the good spots. So call early. I know that Tom will be happy to hear from you.

Following the Land Values Conference will be the education week sponsored by ASFMRA in June sponsored by the Iowa Chapter in Ames, Iowa. Watch your emails from ASFMRA for more information.

In July will come IMFA17 held in Bloomington/Normal. I know that many of you have already stepped up to offer your assistance and I know the whole IFMA17 team really appreciates your support. You sent me to attend IMFA16 in Cork, Ireland and I will tell you that the opportunities to learn, meet very interesting people, and prospect for new business around the world, will never be greater than what you can experience by attending this meeting.

As a result of IMFA17 being held in July, your executive board made a decision not to have a formal Summer Tour next year. We are sensitive to the number of meetings that you will want to attend and thought that the IMFA17 will offer numerous education experience with 150 white papers being presented and your choice of nine different tours that you can attend as part of the Congress.

To close out the 08-09 fiscal year we will have our annual meeting in Peoria during the lateral part of September. Tim Harris, AFM, will be leading the organization of that meeting, at which time my good friend Bret Cude, AFM, CCA will be taking the helm.

To step back for just a moment and reflect on a few very important matters, I want to take this opportunity to thank

you for this very elite honor to serve as your President. The shoes are very large created by all the admirable leaders whom have held this position before me. My utmost respect to all of them. My one true goal is to do my very best to maintain the level of excellence set forth by my predecessors. One of the most elite of that group is our immediate Past President Mac Boyd, ARA. Mac is a true leader and did a superior job of leading thru the last year of challenges and preparing me to follow through with many of goals he set in action. *Mac, my good friend, thank you for your constant inspiration, timeless efforts for our Society, and giving of yourself where ever it was needed for the benefit of the membership. That is the sign of a true leader.* Most of you would not know, but it was not uncommon to receive emails from Mac from 11 at night to 2 in the morning concerning Society business. That is the sign of a truly dedicated leader. He has set the bar of excellence awfully high for those who follow, but I am up to the test. Mac, on behalf of the membership and myself, Thank You.

As we all know, if you have known Mac Boyd for any length of time, one of real keys to his success has been to have a partner that is as dedicated to the business as he is. Mac has had the truly wonderful experience by having Winnie Stortzum at his side for many years. However, Winnie is truly an elite professional in our industry as well. Any of you who know Winnie have met a real professional who is dedicated to our society and is one of the most accomplished professionals that I know in the world of ethics, real estate law, leadership, and friendship. She is our new recipient of the “Hall of Fame” award and truly a deserving recipient. *Winnie: my sincere congratulations as you are a true professional, a leader, and a good friend to all.* I know that I am a better person to have had the experience of meeting and working with Winnie. She follows a long line of true professionals in our organizations which speaks very highly about the quality of the Illinois Chapter Membership.

One last comment concerning special individuals is to let all of you know how important our Executive Vice President Carroll Merry is to the success of the organization. He has been with us now for five years. On behalf of the Illinois chapter membership, and more specifically myself, thank you. We have really appreciated your many years of dedicated professional service and look forward to another good year. Believe me, Carroll makes our job as your leaders much more efficient and timely. He doesn’t allow us to let items of business slip by deadlines. *Carroll: Thank You.*

As my closing, thank you again for the opportunity to be your President. I am very humbled. I am going to quote a portion of my acceptance speech that I would like for all of you to ponder.

- Have you thought about the demand for the products we all know how to grow?
- It is truly the world demand for food that is driving com-

modities, NOT the demand for ethanol, as many believe

- The world population is expected to increase by 50 percent by 2050: Many of you will be around to see that happen
- But the critics want cheap food to feed the world: Does that create a challenge for us as ag production professionals?

Some interesting questions to ponder:

- Do we have a moral responsibility to feed the world cheaply?
- Does that responsibility outweigh the need for renewable fuels???
- A Problem is that this question is being posed to the farmer rather than the American Public.

Do you get the drift? There a lot of areas in our businesses today, Consulting, Management, or Appraisal, that are simply exploding with opportunities.

To meet those challenges:

- Meet people who are addressing these exact types of problems in their countries at IMFA17
- Consider some of the leading types of education programs that are available thru our chapter and the American Society,
- You have to continue to grow each and every day in order to just stay on top of the world of events and business that is happening around you. (If you don't believe me, just step into a room full of 25 – 35 year-old professionals in any industry and you will quickly learn that the world of business is moving much faster than you realize.)

My challenge to all of you in the coming year is:

- We gained 16 new members last year let's gain 20
- Expand your personal and business goal just one step beyond what you can REACH
- To help you do that your chapter will be working very hard to provide some very current business-type seminars to assist you with those new goal levels.
- Second: The Illinois Chapter, in conjunction with ASFMRA, and at the direction and coordination of the IFMA17 Team , is presenting our industry to professionals from around the world. DON'T MISS THE ONCE-IN-A-LIFETIME EXPERIENCE THAT IFMA17 WILL BE. BECOME INVOLVED AND ATTEND THE CONGRESS NEXT SUMMER.

If there is anything that is concerning to you about your Chapter's or Society's position on matters, actions being taken, or programs being offered, please contact me on my cell phone at 217-778-6833 or by email at winealmds@sbcglobal.net.

Again, thank you for this opportunity.



## Welcome New Members

### Jeffrey Evers

Farmers National Company  
Normal, IL  
217-415-5627 - c  
888-414-8036 - f  
jeverson@farmersnational.com

### Matthew Wyss

Heartland Bank & Trust Company  
Bloomington, IL  
309-662-4444 - p  
309-825-7237 - c  
309-828-2339 - f  
mwyss@hbtbank.com

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## Special Congratulations to.....

Jeffrey Hacker, ARA, 1st Farm Credit Services, Bourbonnais, for achieving his Accredited Rural Appraiser designation. We're proud for you!

## Mark Your Calendars

**November 5-9**

**RLI Annual  
Convention**  
Orlando, FL

**November 10-16**

**ASFMRA Annual  
Meeting**  
San Antonio, TX

**January 6**

**Illinois Ag Legislative  
Round Table**  
Bloomington, IL

**March 18-19**

**Illinois Land Values  
Conference**  
Morris, IL

**July 19 - 24, 2009**

**International Farm  
Management Congress**  
Bloomington/Normal, IL

**September 2009**

**ISPFMRA Annual  
Meeting**  
Peoria, IL