

## Summer Tour in Lincoln Area: “We’re Set to Go!!” -- Woodrow

“**T**he planning committee for the 2015 ISPFMRA Summer Tour did a ‘dry run’ of the entire program on June 10 and Chairman Rob Woodrow, AFM, Farm-land Solutions, LLC, has declared “We’re set to go.”

Joined by committee members Kent Kraft, AFM, Farm-land Solutions, LLC, Tom Toohill, AFM, Soy Capital Ag Services, Roger Leach, AFM, AAC, CCA, U.S. Bank Farm Management, and Matt Wyss, AFM, Heartland Bank and Trust Company, the group covered the entire route for the tour doing mileage and time checks. With ISPFMRA EVP Carroll Merry driving, the group took all the roads the motor tour will follow on July 16 and 17. “We’ve done this in the past and it’s a great way to check our travel times and confirm what everyone is going to see on the actual tour,” Merry says.

“So far registrations have been on track but we encourage everyone to get registered early so we don’t run out of rooms at the hotel,” Woodrow stresses. Lodging will be at the Best Western Plus Lincoln Inn. June 30 is the cutoff date for the room block. Reservations should be made directly with the hotel at 217-732-9641.

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A roster of currently planned activities include:

- **Weaver Popcorn Company, Forest City**
- **TN&W Irrigation, Manito** This stop will include some field visits (weather permitting) showing in-field sensors and new pivot technology, so wear comfortable shoes. -- open-toed sandals are **not** recommended.
- **360 Yield Center, Morton**
- **River Valley Farm, Tremont**
- **Evening social at American Legion in Lincoln**

The program on July 17 will start at the American Legion, Logan Post No. 263 which is immediately adjacent to the hotel. Following breakfast the group will hear a presentation on some of the challenges of growing medical marijuana. Following that the group will travel via personal vehicle caravan to the **Sysco Foods Distribution Facility**. This is less than 2 miles directly west of the Legion Post. The day’s activities will end there at the conclusion of the tour and everyone can leave accordingly.



Summer Tour Committee On-Site at 360 Yield Center  
(From left) Rob Woodrow, Tom Toohill, Matt Wyss, Kent Kraft and Roger Leach pose in front of the corporate headquarters of 360 Yield Center near Morton. The Summer Tour is Lincoln-based July 16, 17.



## 2014 INDEPENDENT CORN TEST RESULTS

	Brand	Test/Location	%Mois.	Bu./A.	Rank
University of Illinois	Phoenix 6542A4**	East Central IL - Goodfield, IL	26.3	282.9	3 <sup>rd</sup> out of 96
	Beck 6365AMX™*	East Central IL - Urbana, IL	19.4	275.1	1 <sup>st</sup> out of 96
	Beck 6365AMX™*	East Central Region Summary	21.2	273.3	2 <sup>nd</sup> out of 96
	Beck 6365AMX™*	West Central Region Summary	17.7	269.6	1 <sup>st</sup> out of 108
	Beck 6365AMX™*	West Central IL - Monmouth, IL	19.6	271.6	1 <sup>st</sup> out of 108
	Beck 6365AMX™*	West Central IL - New Berlin, IL	17.9	294.3	3 <sup>rd</sup> out of 108
	Phoenix 5832A3**	South Region Summary	18.8	234.9	2 <sup>nd</sup> out of 71
	Beck 6365AMX™*	South Region Summary	19.0	234.1	3 <sup>rd</sup> out of 71
	Phoenix 5832A3**	Southern IL - St. Peter, IL	20.0	212.1	3 <sup>rd</sup> out of 71
	Beck 5828AMX™*	North Region Summary	21.6	259.5	3 <sup>rd</sup> out of 105
	Beck 5828AMX™*	Northern IL - Mt. Morris, IL	24.6	253.3	2 <sup>nd</sup> out of 105
	Beck 5828AMX™*	Northern IL - Erie, IL	19.6	282.1	2 <sup>nd</sup> out of 105
	F.I.R.S.T.	Beck 5828AMX™*	ILWC - Early Summary	16.3	248.1
Beck 5828AMX™*		ILWC - Virden, IL	14.5	258.8	2 <sup>nd</sup> out of 54
Beck 5828AMX™*		ILWC - Clayton, IL	14.2	252.7	1 <sup>st</sup> out of 54
Beck 5828AM™*		ILSO - Belleville, IL	14.6	260.3	2 <sup>nd</sup> out of 54
Beck 5828AM™*		ILNO - Full Season Summary	23.7	234.1	1 <sup>st</sup> out of 60
Busey Ag Services	Beck 6365AMXT™*	Stonington, IL	25.4	284.5	3 <sup>rd</sup> out of 18
	Beck 6365AMXT™*	Ivesdale, IL	21.1	275.4	2 <sup>nd</sup> out of 18
Soy Capital Ag Services	Beck 6365AMX™*	South Central IL - Adair, IL	20.0	278.3	2 <sup>nd</sup> out of 43

No product recommendation by F.I.R.S.T. is implied. \*XL is a registered trademark of Pioneer. XL brand seed is distributed by Beck's Superior Hybrids, Inc.  
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Phone: 815-584-1400  
rfransen@fnbofdwight.com

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rhiatt@mchsi.com

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Phone: 217-244-9595  
schnitke@illinois.edu

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Phone: 618-713-3534  
eberlep@siu.edu

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*Past President*

Phone: 217-868-2833  
soltk@frontier.com

**Illinois Chapter Office**  
**Carroll E. Merry**  
*Executive Director*

N78W14573 Appleton Ave.  
#287

Menomonee Falls, WI 53051  
Phone: 262-253-6902

Fax: 262-253-6903

ISPFMRA@countryside-marketing.com

**www.ISPFMRA.org**

*If you are interested in participating on the Board of Directors or an ISPFMRA Committee, please contact Randy Fransen rfransen@fnbofdwight.com*

# Randy Says

by Randal S. Fransen, AFM  
President  
Illinois Society of Professional  
Farm Managers and Rural  
Appraisers



What a great time of the year to be a Farm Manager or Rural Appraiser in Illinois. Although we often have to “pay” for our time out of our offices with paperwork piles and phone messages when we return, isn’t it terrific to be in a profession where our duty is to watch and describe the unfolding of a new season?

Depending upon where you are located within this great agricultural state, various challenges have presented themselves in the form of dry seedbeds, wet seedbeds, tornados, cold soils, pests and disease pressure, and myriad other possible challenges. What a great benefit for our clients to remain informed of these challenges and to have professionals working on their behalf to meet and anticipate problems and issues, rather than simply reacting to them. Likewise, the appraisal world is full of uncertainty and you as professionals, make your valuation opinions based upon the absolute best information for your clients. Obviously, developing farmland value estimates under current circumstances is not an easy task, or something to be taken lightly. Bottom line -- I am very, very proud of our “professional” membership and our contribution to Illinois agriculture.

The 20th Land Values & Lease Trends Conference at the DoubleTree in Bloomington was another success. Although our attendance was down slightly from the 2014 conference, there was still outstanding support by many sponsors and advertisers of our *2015 Illinois Land Values and Lease Trends* report. This conference provides solid financial substance to our Illinois Society budget, thanks to many in our membership.

Kudos to Carroll Merry and his crew for, once again, topping their performance from the previous year. The *Land Values and Lease Trends* report has evolved into a very professionally presented “magazine quality” document. And again, the University of Illinois contribution in the form of Dr. Bruce Sherrick and Gary Schnitkey, PhD. was wonderful. Regional Chairs of this land values effort provide the heart and soul of the data collection and their commitment to provide live information on values has helped keep this program highly successful. Finally, the ring leader, Dale Aupperle, AFM, ARA, has continued to be a great cheerleader for the Illinois Society effort. Nobody can deny that Dale’s organizational skills and steadfast promotion of the Illinois Society and this annual land values conference/report effort have been of value to our entire membership. Thank you, all.

Hey, summer is what we wait for all winter and it is coming at us quickly again this year. Rob Woodrow, AFM, as Chair of the 2015 Summer Tour, has done an excellent job of forward planning for this event. This year’s tour will be based out of Lincoln and will occur on Thursday, July 16th and Friday, July 17th. Rob and his committee have put together a great itinerary of interesting tour stops. Among other things, Society members will have the opportunity to learn about

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Randal Fransen, AFM  
First National Bank of Dwight  
122 West Main Street, PO Box 10  
Dwight, IL 60420  
Phone (815) 584-1400 Fax: (815) 584-1280  
Cell (815) 584-7354  
rfransen@fnbofdwight.com

## President-Elect

Richard Hiatt, AFM, ARA  
Hiatt Enterprises  
221 W. Washington St.  
Pontiac, IL 61764  
Phone (815) 842-2344 Fax: (815) 844-3024  
Cell (309) 838-7933  
rhiatt@mchsi.com

## Vice President

Eric Wilkinson, AFM  
Hertz Farm Management, Inc.  
200 E. Court Street, Ste. 502  
Kankakee, IL  
Phone (815) 935-9878 Fax: (815) 935-5757  
Cell (217) 552-3777  
ericw@hertz.ag

## Academic Vice President

Phil Eberle  
112 N. Lark Lane  
Carbondale, IL 62901  
Phone (618) 713-3534  
eberlep@siu.edu

## Secretary-Treasurer

Gary Schnitkey, Ph.D.  
University of Illinois  
300A Mumford Hall  
1301 West Gregory Drive  
Urbana, IL 61801  
Phone: (217) 244-9595 Fax: (217) 333-2312  
Cell: (217) 898-3762  
schnitke@uiuc.edu

## Past President

Norbert Soltwedel, RPRA  
18991 North 900th St.  
Shumway, IL 62461  
Phone (217) 868-2833 Fax: (217) 868-2833  
Cell (217) 259-2833  
soltk@frontier.com

## 2015 Committee Chairs

Annual Meeting - 2015 @ Peoria	Steve Burrow, AFM
Annual Meeting - 2016 @ Springfield	Thomas Peters, AFM
Appraisal (Divergency) Review	LeeAnn Moss, Ph.D., ARA
Appraisal Education	Dan Legner, ARA Herb Meyer, ARA
Audit	Dan Cribben, AFM, ARA
Bylaws	Winnie Stortzum, ARA
Commercial Sponsorship	Brian S. Neville, AFM Thomas Wargel, AFM
Ethics	Allen D. Worrell, AFM
Farmland Values/Lease Trends Survey/ 2015 Illinois Land Values Conference	Dale Aupperle, AFM, ARA Tim Harris, AFM Winnie Stortzum, AFM Jonathan Norvell, Ph.D. Chuck Knudson, ARA Dan Davis, AFM, ARA Gary Schnitkey, Ph.D.
Conference Meeting	
Advertising	
Farmland Data Collection	
Farmland/Lease Trends Survey	
Government & Policy	Jerry Hicks, AFM
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Management Education	Steve Glascock, AFM
Membership Development	Laura Enger
Memorial Scholarship	Seth Baker, AFM
Mentoring/Retiree	Rick Hiatt, AFM, ARA
Nominating	Norbert Soltwedel RPRA
Public Relations	Ernest Moody, AFM, ARA, AAC
Summer Tour - 2014	Rob Woodrow, AFM
Young Professionals	Eric Wilkinson, AFM Logan Frye



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# Randy Says

(Continued from Page 2)

and observe irrigation technologies, popcorn production, a robotic milking system, 360 Yield center research farm, medical marijuana production, and a large, unique food distribution facility.

As has been the case in recent years, educational opportunities will also take place in the day preceding our tour. Please take an opportunity to sign up early for both the educational program on the 15th and the two-day tour that follows.

Your Illinois Society Board of Directors met in Mahomet at Farm Credit Illinois on June 11th. One of the main activities at this meeting was to discuss education programming opportunities offered through the California Chap-



Mark Peterson, AAC, AFM, ARA, (at far left) president of the California ASFMRA Chapter, met with the ISPFMRA Leadership on June 11 in Mahomet. Joining the officers were various committee chairs. Peterson made a presentation on the CA Chapter's FARMit education programs.

ter of the ASFMRA. California has developed courses that they intend to market to other chapters. Of special interest is programming on farm business continuity and challenges and responsibilities of passing a farming enterprise or farm management/appraisal business from one generation to the next. I am sure that many would agree this is a topic of interest to many in our membership. Guidance and education on how to council clients concerning this topic could, no doubt, be of great value to our Illinois Society members.

Our membership continues to grow with new members. Although we all know there is much gray hair in our group, it is refreshing to see that young members are grabbing the torch and providing valuable input on our committees. If you don't currently serve as a member of an ISPFMRA committee, please contact me or Carroll Merry and we'll make sure that you have the opportunity to participate. The sidelines is no place to be in this organization!



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## Memorial Scholarship Program

# Yes, Your Auction Bids DO Make A Difference !!

by Seth Baker, AFM  
Memorial Scholarship Committee Chair

The Memorial Scholarship Fund of the ISPFMRA was established in the late 1960s to honor deceased members of the organization and provide scholarship funds for Illinois college students interested in careers in farm management, rural appraisal, agricultural finance, and/or agribusiness. The committee currently overseeing the complete funding program consists of 17 ISPFMRA members.

The committee has several duties related to the distribution of these scholarships including the development and review of the scholarship guidelines, determining the amount and number of gifts, and selecting the final funding recipients. While the committee's most visible duties are collecting items and conducting the Memorial Scholarship Auction at the Society's Annual Meeting, there is a great deal of work that is being done around the year and behind the scenes.

### Funding

In the early years the primary source of funding for the scholarships was through donations made to the fund in

honor of deceased members. The Illinois Society currently donates \$100 to the fund at the death of a member, and other members are encouraged to make contributions in honor of deceased members as well. The scholarship auction was established at the society's 1989 annual meeting. This activity has grown to provide between \$5,000 to \$7,500 per year to the overall scholarship fund.

A few years back, the Wendell Farris/Raymond and Wanda Kreig Scholarship 80-acre Farm was donated to the University of Illinois Foundation for the purpose of providing income to the Memorial Scholarship Fund. Income from this source has accounted for provide approximately \$15,000 per year coming into the scholarship fund and has allowed us to greatly expand our scholarship program.



Long-time Scholarship Committee Member Mac Boyd displays one of the auction items at the 2014 Annual Meeting.

Louise Gish endowed a scholarship at the University of Illinois in honor of her late husband, Roger. The Memorial Scholarship Committee selects a recipient for this scholarship each year. The award memorializes a long-time devoted member of our society for his work in our profession. This gift has funded several scholarships over the years and the committee would love to see additional endowments in the future.

### Scholarships

The committee handles the selection and distribution of the scholarships for the University of Illinois. Funds generated from the annual Auction that are earmarked to go to Illinois State University, Southern Illinois University or Western Illinois University are forwarded on to the appropriate departments at those schools for the selection and distribution of scholarship on our behalf.

For the University of Illinois, the committee determines the guidelines for applying for the ISPFMRA scholarship and, based on those guidelines, the Department of ACES,

(Continued on Page 11)

An advertisement for Stone Seed Group. It features a photograph of Nathan Butler, District Sales Manager, in a red polo shirt talking to a customer in a tan shirt. The background shows a farm scene with a red barn and a 'Historic US 66 Route' sign. The text includes the slogan 'YOUR ROOTS ARE IN ILLINOIS. SO ARE OURS.', contact information for Nathan Butler, and the Stone Seed Group logo. At the bottom, it says 'WE KNOW ILLINOIS. StoneSeed.com'.

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# Memorial Scholarship Program

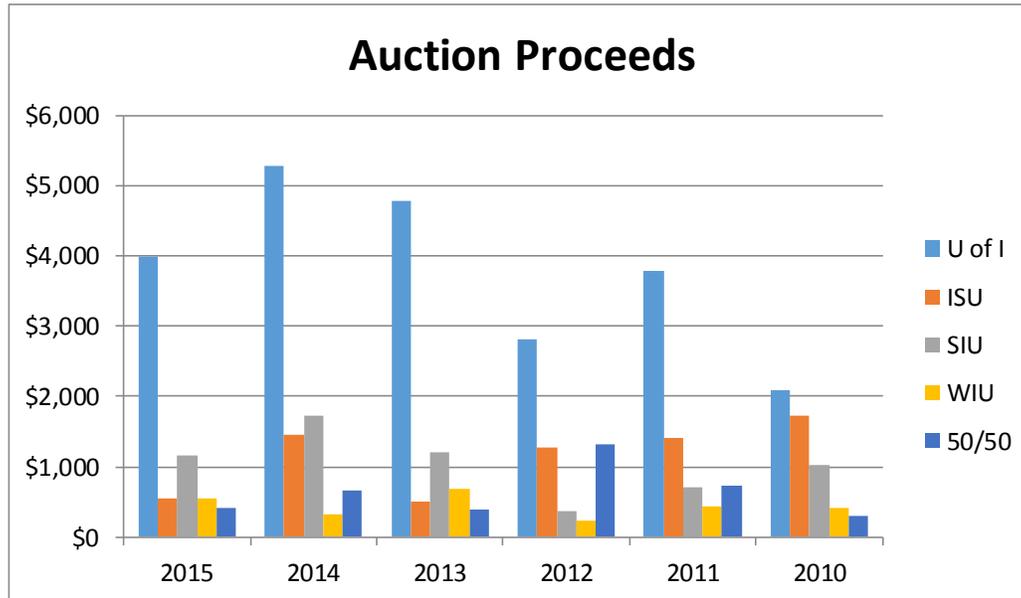
(Continued from Page 9)

sends us information on eligible applicants. Each committee member is then provided a completed application including a paragraph specifically regarding the applicant's interest in farm management, rural appraisals and/or agribusiness. Each application is then reviewed and ranked by committee members based on the criteria set forth by the committee.

A student's expressed interest in farm management and/or rural appraisal is one of the largest determining factors in deciding who will be awarded scholarship funding. Need, grades, achievements, and general ag interest are other factors that go into selecting the recipients.

In 2014 we handed out two \$3,000 scholarships, three \$2,500 scholarships and 10 \$1,500 scholarships. The

\$28,500 in total scholarships awarded to 15 students is our largest gift ever. This just eclipsed the 9 scholarships of \$3,000 each awarded in 2013. In addition to academic scholarships, the committee provides scholarships of \$300 per student for those interested in attending ASFMRA's Summer Education Week (SEW). This is a newer program funded by the 50/50 proceeds from the annual auction. Four students planned to take advantage of this scholarship this summer.



#### Ways to Help

Many of you already contribute to your alma maters on a periodic basis. Simply directing

your donation to the Illinois Society of Professional Farm Managers & Rural Appraisers Memorial Scholarship Fund can provide a more visual impact as you see the outcome of those funds in future years.

#### THANK YOU

The Memorial Scholarship Committee and the ISPFMRA sincerely thank the individuals, organizations and sponsors who have contributed in various forms for the benefit of many past and future scholarship recipients. Our success is undeniable as many of the past scholarship winners are now full members of the ISPFMRA.

## Upcoming Dates and Events

- July 15      Evaluating Residential Construction Class  
Lincoln, IL
- July 16, 17      ISPFMRA Summer Tour  
Lincoln, IL
- July 19 - 23      ASFMRA Summer Education Week  
Omaha, NE
- September 2      Mid-Year Land Values Snapshot Survey  
Press Event, Farm Progress Show  
Decatur, IL

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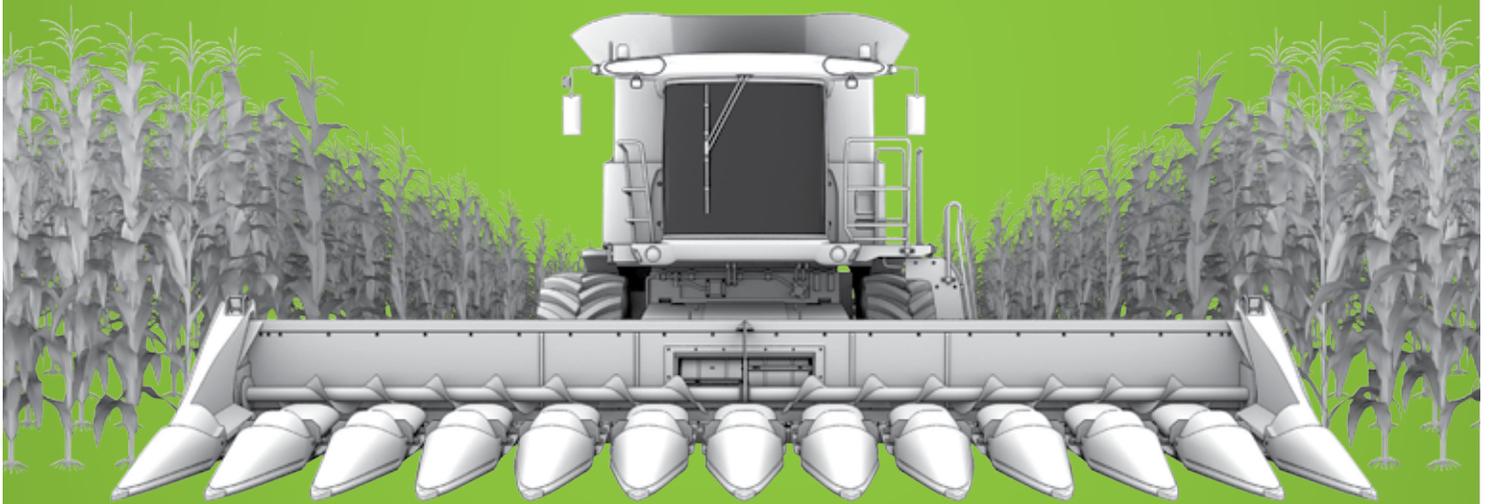
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## Evaluating Residential Construction

# ISPFMRA Teams with AI for Education Program

Wednesday, July 15, 2015  
from 8:30am - 5pm  
American Legion Post 263  
1740 5th Street  
Lincoln, IL 62656

This seminar is co-sponsored by ISPFMRA and the Chicago Chapter of the Appraisal Institute. It is approved for 7 hours of CE from the AQB and the states of Illinois, Indiana, Michigan, and Wisconsin.

***This education program IMMEDIATELY PRECEDES the ISPFMRA Summer Tour in Lincoln.***

Evaluating Residential Construction shows how single-family houses are constructed from the ground up. More than 950 construction slides and a 120-page Reference Manual illustrate site conditions, structure, envelope, interior, and environmental system components for houses ranging from custom to affordable and even double-wides. This seminar will improve your confidence to inspect, characterize, and critique a new or existing residential property. You will better identify and describe the quality and condition of a house that affects its market appeal and probable value. Participants have given this seminar high marks for its practicality and benefit to real estate appraisers, brokers, and mortgage lenders.

For details go to:

[\\ http://www.myappraisal institute.org/education/seminar\\_descrb/default.aspx?sem\\_nbr=789&key\\_type=S](http://www.myappraisal institute.org/education/seminar_descrb/default.aspx?sem_nbr=789&key_type=S)

Upon completion of this seminar, participants should be able to:

- Present prevailing residential construction techniques with associated terminology
- Identify diverse levels of single-family housing construction quality
- Illustrate where to look for potential physical deficiencies in a house

If you want to improve your inspection, description, and valuation skills, then this course is for you.

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All registration processes for this event are being managed through CCAI. For information contact Mary Jane Lukas at 312-616-9400 or visit the Web site address shown above.



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1st Farm Credit Services,  
Morton, IL 61550  
309-846-0667  
jmille2@1stfarmcredit.com

**Schultz, Calvin**  
ASSOCIATE

First Mid-Illinois Bank and Trust  
Mattoon, IL 62938  
217-258-0457  
cschultz@firstmid.com

**Sheehan, Daniel**  
ASSOCIATE

Heartland Ag Group of Springfield  
Lincoln, IL 62656  
217-737-4842  
desheehan4@gmail.com

**Speakes, Eric**  
ASSOCIATE

Martin, Goodrich & Waddell, Inc.  
Sycamore, IL 60178  
815-289-6150  
eric.speakes@mgw.us.com

**Stoner, Faith**  
STUDENT

Shannon, IL 61078  
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### **For Appraisers:**

The Appraiser Program is specifically designed for individuals in the rural appraisal profession. Your experience will be designed towards your professional needs including an entire day of appraisal-related presentations.

Don't miss this unique opportunity to enhance your leadership skills and gain useful tools you can apply to your professional life and get a birds-eye view of your government in action. Remember, this leadership training is available and beneficial to managers, appraisers and consultants. Tuition to attend is \$795, which is eligible for full reimbursement from the ISPFMRA. Your airfare to Washington, DC and back, plus any incidental expenses and meals not covered by the Institute are your responsibility. Your tuition includes a shared sleeping room. If you desire a private room, delegates are required to pay the additional costs for the nights you stay.

Alumni of this event all agree that it is a very worthwhile ASFMRA event! For complete details visit <http://www.asfmra.org/leadership-institute/#about>

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**asm@volomail.net**

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**Agronomic Consulting**

**IPM/Scouting**

- \* Consulting, Recommendations with Maps
- \* GPS Boundaries and Soil Test Points
- \* Variable Rate Electronic Data Compatibility and Transfer
- \* In-House Soil Testing Laboratory



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## AUTOMATIC COMPLIANCE AND EASE OF PLANTING IN EVERY BAG.

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Contact your seed rep or go to [genuity.com/RIBComplete](http://genuity.com/RIBComplete)



EVERY BUSHEL MATTERS

Important: Genuity® RIB Complete® are blended seed corn products that require the planting of a structured refuge in the Cotton-Growing Area. Always read and follow IRM, grain marketing and all other stewardship practices and pesticide label directions. Details of these practices can be found in the Trait Stewardship Responsibilities Notice to Farmers printed in this publication.  
RIBCOM029454 RIB\_Page\_Ad

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# What Do ALL These Items Have in Common??



## ***They are ALL part of the 2015 ISPFMRA Summer Tour!!***

- Weaver Popcorn in Forest City
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It ALL happens July 16 and 17 and will be based out of Lincoln, IL.

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