



Winter 2018

February 7, 8, 2018

## 90th Anniversary Celebration will be “An Event to Remember”

“Everyone who attends the Anniversary Reception on February 7 should have a wonderful time,” says Scott Johnson, AFM, CCA, Capital Agricultural Property Services, overall chair of the 2018 Annual Meeting and 90th Anniversary activities. “It will be an event to remember.”

“We have an absolutely great group of members who have taken very seriously their roles with the 2 days of activities and they have put together programming that will be hard to match going forward.”

Leading off the activities will be a tour of University of Illinois facilities that is being arranged by Laura Enger, Farm Credit Illinois. She says those taking the afternoon tour will load the motor coach at the I Hotel at noon and will be returning at 4:30, just in time for the formal reception to get underway. “There will be some water and

snacks on the coach but no lunch is planned, so everyone taking the tour should plan on eating before the tour begins.” A detailed outline of the planned agenda is on Page 12 of this newsletter.

“We have U of I students who will be serving as the hosts and hostesses on the coaches as well as at the various stops we’ll make around the campus. This will be in the middle of winter so everyone should dress accordingly as we will be getting off and on the bus at the various stops.”

“This will be a great afternoon for anyone who attended the University and perhaps not been back for a while,” she says.

Registration for the tour is mandatory and is part of the regular registration process, Enger explains.

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### Todd Gleason to Emcee Reception

Local broadcaster Todd Gleason will serve as the emcee for the activities at the 90th Anniversary Reception which will get underway at 4:30 at the I Hotel. Gleason provides ag news to listeners of WILL (AM 580) and is familiar with the Illinois Society through his affiliations with various faculty members at the University. WILLAG is a partnership of Illinois Public Media and University of Illinois Extension. Its mission is to distribute regional, national and international information and analysis of commodity markets and agricultural weather.



The Anniversary program will include short presentations from Dean Kim Kidwell, U of I College of ACES, ASFMRA President David GaNun, ARA, and ISPFMRA

Continued on Page 12

The Delaro logo, featuring the word "DELARO" in white capital letters on a green background with a blue and green swoosh graphic, is located in the upper right quadrant.

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A photograph of two farmers in a cornfield at sunset. One farmer is pointing towards the horizon. A tall metal structure, resembling a bar, is visible in the foreground.

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dan.legner@compeer.com

# Dan Says

by Dan Legner  
President  
Illinois Society of Professional  
Farm Managers and Rural  
Appraisers



### *Warm wishes for a Prosperous 2018!*

As I write this in mid-December, I saw one farmer today near Mendota putting the finishing touches on farm tillage. What a long fall it has been, I think that most everyone was pleasantly surprised with their yields, especially corn, given the limited amount of rainfall we received in August.

It's the beginning of another year and with that, many exciting changes and events. Your Illinois Chapter was well represented at the ASFMRA annual meeting in Savannah, Georgia. Our very own Lowell Akers, ARA, AFM was recognized as a 50-year member. The weather was a little on the cool side but the annual meeting program and the city of Savannah were wonderful. To those of you who have not attended an ASFMRA annual meeting, I would highly recommend it. Pioneer sponsors an educational and very interesting tour the day before the conference. Attendees always comment that one of the reasons for attending is the networking aspect of the conference. I invite you to attend the 2018 Conference which will be held October 29 through November 2 in Chandler, AZ.

I would like to thank Eric Wilkinson, AFM for his dedicated service last year as our President, and Rick Hiatt, AFM, ARA, Past-President for their leadership of your organization. Both men have put countless hours into helping grow our Chapter. Thank you to Gary Schnitkey, Ph.D. who continues to serve as your Secretary / Treasurer and to Maria Boerngen, Ph.D., our Academic Vice President. Maria has arranged for us to have one-site meetings at the Illinois State Alumni Center, and we thank her for their hospitality. And, of course, thanks for Rob Woodrow, AFM, who now moves into the President-Elect slot. Rob has brought some genuine enthusiasm to the board and we appreciate his inputs. A big thank you also goes out to Carroll Merry, our executive director who keeps the Board organized and running in an efficient manner. Without his leadership, we would be at a loss.

Lastly, I thank all of you who have served in the past or who have agreed to serve on committees this year for our Chapter. I did not have one person who objected to serving on a committee when I called upon them. This speaks highly of the dedication and commitment that you have to your organization. Thank you.

We have an action-packed 2018 lined up for you starting out with the very special 90th Anniversary Celebration in conjunction with our Annual Meeting in February. You do not want to miss any of these special activities.

Laura Enger is coordinating a motor coach tour of the University of Illinois campus the afternoon of February 7. If you haven't been back to Campus in some time, this would be a great way to view all the changes. A special reception will follow from 4:30-6:30 which will feature a short program including a welcome from College of ACES Dean Kim Kidwell, ASFMRA President David GaNun, ARA, and our own Eric Wilkinson. We'll also be recognizing all the past

(Continued on Page 7)

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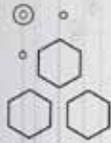
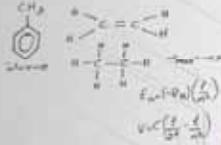
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## 2018 Committee Chairs

Annual Meeting - 2018 @ Champaign	Scott Johnson, AFM, CCA
2019 @ Decatur	Seth Baker, AFM
Appraisal Education	Dan Legner, ARA Herb Meyer, ARA
Audit	Warren Basting, AFM
Bylaws	Winnie Stortzum, ARA
Commercial Sponsorship	Brian S. Neville, AFM Thomas Wargel, AFM
Ethics	Allen D. Worrell, AFM
Farmland Values/Lease Trends Survey/ 2018 Illinois Land Values Conference	Dale Aupperle, AFM, ARA David Klein, AFM, ALC
Conference Meeting	Luke Worrell, AFM, ALC Reid Thompson, AFM
Advertising	Jonathan Norvell, Ph.D.
Farmland Data Collection	Todd Slock Bruce Sherrick, Ph.D.
Farmland/Lease Trends Survey	Gary Schnitkey, Ph.D.
Government & Policy	Jerry Hicks, AFM
Honorary Awards	Eric Wilkinson, AFM
ICAP Representative	Herb Meyer, ARA Brian Waibel, AFM
Management Education	Steve Glascock, AFM
Membership Development	Laura Enger
Memorial Scholarship	Seth Baker, AFM
Nominating	Eric Wilkinson, AFM
Public Relations	Ross Albert Seth Baker, AFM
Summer Tour - 2018	Roger Leach, AFM, AAC, CCA
Young Professionals	John Schuler



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**- Jennifer S.**  
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# Dan Says

(Continued from Page 3)

presidents who can make the event. And there will be a very special video that reflects on 90 years of the Illinois Society as well as the University of Illinois and world agriculture in general.

Scott Johnson, AFM and his committee have done an outstanding job in putting together an outstanding Anniversary celebration and Annual meeting the program.

On other matters that are coming up:

- A gentle reminder on the USPAP Class which is set for February 7. All appraisers must take USPAP before June 30, so this would be a good opportunity to get it done.
- The 2018 Land Values and Lease Trends Conference is scheduled for March 22 at the DoubleTree in Bloomington. Dave Klein and his team have started to collect data for this event and as always it will be a packed house. The *2018 Illinois Land Values and Lease Trends Report* will be released that day.

• Summer Education Week is scheduled for June 24-29, 2018 in Des Moines. This is a great opportunity to take continuing education courses. Check the ASFMRA website for the upcoming classes.

• The 2018 Illinois Chapter Summer Tour will be held in the Decatur area with Roger Leach AFM, AAC chairing the event. Roger has already arranged for an exciting and educational tour and there is an article in this newsletter with more details. Put it on your calendar, Aug. 9-10.

I would like to thank you for giving me the opportunity to be your President this year. My personal thanks to Randy Fransen, AFM and Norbert Soltwedel, RPRA who asked me to join your leadership team. I hope that I live up to their expectations.



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## Members in the News

These ISPFMRA members were recently cited at the ASFMRA Annual Conference for their years of membership. Congratulations to all!

### 50 years

*Lowell Akers, AFM, ARA*  
*Akers Group Appraisal Services*

### 40 Years

*Dan Cribben*  
*AFM, ARA*  
*Cribben Valuation Service*

*Doug Fehr, AFM*  
*Soy Capital Ag Services*

*Thomas Kelley, ARA*

*Chuck Knudson, ARA RPR*  
*Retired*

*Daniel Moehring,*  
*Soy Capital Ag Services*

*Mark Wetzel, AFM*  
*First Financial Bank*

### New AFM Designations

*Ross Albert, AFM*  
*Soy Capital Ag Services*

*Jason Lestina, AFM*  
*Northern Trust Company*

*Ross Perkins, AFM*  
*Soy Capital Ag Services*

*Jacob Schlipf, Jr., AFM*  
*Heartland Bank and Trust*

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## Upcoming Events

- |                         |  |
|-------------------------|--|
| February 7              | USPAP Course<br>I Hotel, Urbana, IL                                      |
|                         | 90th Anniversary Celebration Activities<br>I Hotel, Urbana, IL           |
| February 8              | ISPFMRA Annual Meeting<br>I Hotel, Urbana, IL                            |
| March 21                | Education Course, TBD<br>DoubleTree by Hilton, Bloomington, IL           |
| March 22                | Illinois Land Values Conference<br>DoubleTree by Hilton, Bloomington, IL |
| June 24 - 29            | ASFMRA Summer Education Week,<br>Des Moines                              |
| August 8                | Education Course, TBD<br>Decatur Convention Center, Decatur, IL          |
| August 9, 10            | 2018 Summer Tour<br>Decatur Convention Center, Decatur, IL               |
| September 10 - 14       | 2018 Leadership Institute, Washington, D.C.                              |
| October 29 - November 2 | ASFMRA Annual Conference, Chandler, AZ                                   |

### 2019

- |            |  |
|------------|--|
| February 6 | Education Course, TBD<br>Decatur Convention Center, Decatur, IL  |
| February 7 | ISPFMRA Annual Meeting<br>Decatur Convention Center, Decatur, IL |



**Scholarship Contribution to Rend Lake Community College**

Bret Cude, AFM, and Richard Hiatt, AFM, ARA, present a check for \$500 to Kathy Craig, associate professor of agriculture at Rend Lake Community College. The monies are to be provided to a student pursuing an agricultural curriculum at the college. RLCC hosted elements of the 2017 ISPFMRA Summer Tour activities and the contribution was the Chapter's way of saying "Thank You." The experience has triggered an ISPFMRA Board study on possibly reaching out to other community colleges with education and scholarship funding to students who are headed to 4-year colleges pursuing agriculture programs. More details on this program will be coming later in 2018.

**FARMLAND FORUM**

**SATURDAY, FEBRUARY 10, 2018**

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**Questions?**

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**MANDATORY TRAINING**

Prior to applying, applicator must complete dicamba or auxin-specific training



**RECORD KEEPING**

Certified applicator **MUST** keep records for a period of 2 years



**Dicamba Tolerant Crop**      **Susceptible Crop**  
Including Non-Dicamba Tolerant Soybeans and Cotton

**SUSCEPTIBLE CROPS**

Do not apply when wind is blowing toward adjacent susceptible crops



**Dicamba Tolerant Crop**      **Downwind Buffer**

**DOWNWIND BUFFER**

Maintain the required label buffer (Minimum 110 ft buffer at 22 fl oz/A rate)



**(22 fl oz/A)**

**APPLICATION RATE**

Apply 22 fluid ounces per acre for any single, in-crop application in crops with Roundup Ready 2 Xtend® and XtendFlex® Technologies

**SUMMARY OF APPLICATION REQUIREMENTS**

Application requirements for XtendiMax® herbicide with VaporGrip® Technology are intended to help maximize weed control with on-target applications and minimize the potential of off-target movement.

**THIS SUMMARY IS NOT A SUBSTITUTE FOR READING AND FOLLOWING ALL PRODUCT LABELING.**



**APPLICATION TIMING**

Only spray between sunrise and sunset (DO NOT spray during an INVERSION)



**3-10 mph**

**WIND SPEED**

Apply when wind speed, measured at boom height, is between 3 and 10 mph (DO NOT spray during an INVERSION)



**Low Volatility Dicamba Herbicide**

XtendiMax herbicide with VaporGrip Technology is a restricted use pesticide.



**AMMONIUM SULFATE**

Ammonium sulfate and ammonium-based additives are prohibited in applications that include XtendiMax with VaporGrip Technology



**NOZZLES**

Use only approved nozzles within specified pressure



**SPRAY VOLUME**

Apply in a minimum of 15 gallons of spray solution per acre



**GROUND SPEED**

Do not exceed 15 mph ground speed



**SPRAY SYSTEM EQUIPMENT CLEANOUT**

Ensure that entire sprayer system is properly cleaned before AND after using this product



**SPRAY BOOM HEIGHT**

Do not exceed a boom height of 24 inches above target pest or crop canopy.



**TANK-MIX PARTNERS**

Use only approved tank-mix partners. Please refer to all product labels to determine mix order or perform mix compatibility test.

**For best results, spray weeds that are less than 4 inches tall.**

Check for and comply with additional state and local requirements if any, on application.

# Anniversary Reception, Annual Meeting Schedules

Continued from page 1

President Eric Wilkinson, AFM, Hertz Farm Management. Wilkinson will introduce all Chapter past presidents and ISPFMRA Hall of Fame recipients who are present.

Brian Waibel, AFM and Seth Waibel, Waibel Farmland Services, have been coordinating the events of the Reception including the invitations and registrations for VIPs and past presidents.

The final presentation will be a special video presentation highlighting 90 years of activities with the Chapter as well as the University of Illinois and U.S. and world agriculture. "This is a phenomenal video that has been put together by Eric Decker, AFM, Westchester Group Farm Management, and other members of his team. They spent countless hours in the Archives at the University literally going through boxes of old documents making rudimentary scans and taking photos of printed materials with their cell phone cameras.

"The result is a professionally produced video that will absolutely captivate all our members at the reception," Johnson says. The video will be 'looped' for replay later and during the breaks at the meeting the next day. "There is also a much longer PowerPoint that has been put together by Sean Riordan, Soy Capital Ag Services. The two of these will be posted on the Chapter's Web site immediately following the Annual Meeting. This will allow members to download and use the presentations if they wish."

Other members working on the presentations were: Drew Wright, Soy Capital Ag Services; Jonathan Norvell, Ph.D., University of Illinois; and, Doug LaKamp, AFM, Westchester Group Farm Management.

Johnson says there will be food and beverages at the Reception

## **Thursday Annual Meeting**

The activities for the Annual Meeting will again be condensed into one full day starting with the Presentation of Colors at 7:45 and wrapping up with the Memorial Scholarship Auction in the evening. The noon luncheon will be used for membership recognition. In addition to general assembly presentations there will be concurrent sessions with specialized content for managers and appraisers.

## **Topics Includes Heavy Technology, Controversy**

The U of I campus is quickly becoming recognized as Ag's Silicon Valley and the opening session will include local technology firms that are having real impacts in the U.S. agricultural sector. This will followed up later in the day with a "What do you do with it now?" summary.

Know GMO (as opposed to *No* GMO) will be the discus-

## **University of Illinois Ag Focus Tour**

(Times are approximate. Everyone taking the tour must ride the motor coach...**no private vehicles, please!** Final destinations could change based on weather conditions.)

- Turner Hall – The renovation was launched in 2012. We'll see the updated crop science and soil science laboratories that opened in Fall 2015. The current work will transform classrooms and create a new conference room and student collaboration areas.
- ACES Library, Information and Alumni Center – Now 16 years old, the ACES Library, Information and Alumni Center is home to the College of ACES library, a conference center, the ACES Alumni Association, and the Academic Computing facility. We'll visit the computer spaces, and learn a little about the Funk library, as well as artwork in the building.
- Mumford Hall – One of the oldest buildings on the ACES campus, Mumford Hall houses the College of ACES Office of the Dean, as well as the Department of Agricultural and Consumer Economics.
- Food Science Pilot Processing Plant – With construction recently completed this facility offers over 10,000 square feet of learning space that reflects industry food processing facilities. The pilot processing plant is also involved in several projects with campus dining to process foods grown on the students sustainable farm.
- Integrated Bioprocessing Research lab (IBRL) – This new facility is scheduled to be completed this spring.

sion led by Rob Saik. He promises an 'uplifting discussion about food' and the disconnect that is happening at the farm. "It's time to stop shouting and start listening," Saik says.

The final afternoon program just before the Memorial Scholarship Auction will feature Dan Basse, president of AgResource, Co., Chicago, who will look at "Over-Supplied World Ag Markets."

Manager and appraiser breakouts sessions will feature a perspective on the new farm bill and Valuation of Business Entities, respectively.

## **An Anniversary Gift for Everyone**

All who attend the Anniversary Reception or the Annual Meeting will receive a specially imprinted insulated stainless steel souvenir mug as a keepsake. A limited number of these will be available for purchase later if members want an additional piece.

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**DON'T FORGET**

**to bring**

**SCHOLARSHIP**

**AUCTION ITEMS !!!**

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## 90th Anniversary Celebration / Annual Meeting Event Registration I Hotel, Champaign, IL

### Wednesday, February 7

University of Illinois Motor Coach Tour Noon - 4:30 p.m.	\$10	[ ]
VIP Anniversary Celebration Reception 4:30 p.m. - 6:30 p.m.	\$25	[ ]

### Thursday, February 8

2018 Annual Meeting 7:00 a.m. - 6:30 p.m.	\$150	[ ]
--	-------	-----

Total \_\_\_\_\_

**Registration cut-off date is January 29, 2018**

Complete the following and send with check for payment  
or

**register online with credit card at:**

**<http://www.asfmra.org/education-page/education-calendar>  
then scroll down to the two February ISPFMRA Events and proceed from there**

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Company \_\_\_\_\_

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Telephone \_\_\_\_\_

e-mail Address \_\_\_\_\_

Submit registration form to:

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

**Telephone: 262-253-6902**

or

**register online with credit card at:**

**<http://www.asfmra.org/education-page/education-calendar>**

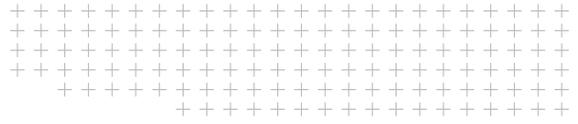
### **Lodging:**

A block of rooms is reserved for **February 6 and 7** at the I Hotel, 1900 South First Street, Champaign.  
Room rate is \$129.00 plus taxes under "Illinois Society of Farm Managers and Appraisers"

**Call 217-819-5000 or make hotel reservations online at**

**<https://reservations.travelclick.com/15044?groupID=2059036>**

**Cutoff date for hotel reservations is January 18, 2018**



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# 2017 Summer Tour

*Exploring Illinois' Coal Country  
Stops included the Prairie States power plant,  
Knight-Hawk surface coal mine, Illinois DNR  
Mines and Minerals office and Rend Lake Com-  
munity College. The crowd wasn't very big, but  
they sure had a GOOD time !!*

*This year's tour is August 9 and 10 and will be  
based out of Decatur. See Page 20 for a look at  
the planned agenda.*



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Beck's sources genetics and traits from elite technology suppliers around the world to provide the most choices for farmers.

3

## 100% FREE REPLANT POLICY

If there is a need to replant a field of corn, soybeans, wheat or elite alfalfa, as determined by a Beck's representative, Beck's will furnish the replant seed and royalties for FREE.

## PRACTICAL FARM RESEARCH (PFR)®

The PFR program delivers unbiased, agronomic data to help farmers add profitability to their farms.

## CUSTOMIZED FARM MANAGEMENT DISCOUNTS

As a way to say thank you, Beck's shows appreciation to farm managers through value added discounts.

6

5

4

## PROPRIETARY BREEDING PROGRAM & REGIONALLY TESTED PRODUCTS

Our corn breeders utilize the best genetics and latest technologies to bring farmers high-performing, regionally-adapted products.

## PERSONALIZED SERVICE & AGRONOMIC SUPPORT

Beck's is dedicated to helping farmers succeed by providing personalized service, timely updates, and in-field, agronomic support.

7

8

## FARMSERVER™

A subscription to Beck's web-based, precision farming tool is included with any corn or soybean seed purchase.

Escalate, FARMServer, and Practical Farm Research (PFR) are trademarks of Beck's Superior Hybrids, Inc.



CHAD KALAHER | FARM MANAGEMENT ADVISOR

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# Profile Report Tells ISPFMRA Story

(Editor's Note: Early in 2017 the Chapter surveyed it's members in an effort to develop an updated profile of the membership -- this had last been done in 2013. The complete summary of that survey have been published in A Report, a 6-page document that is available for distribution at trade shows or other appropriate venues. Copies are available free of charge through the ISPFMRA offices. Below are highlights of that report.)

*1,059,418 ---- that is the total acreage under management by the farm manager members of the Illinois Society of Professional Farm Managers and Rural Appraisers. That's nearly 5 percent of the farmland in the state.*

*Or, if you are needing a farmland appraiser who fully knows and understands setting a true value on agricultural land....like \$5,017,895,700 in farmland valuations in 2016 (yes, that's with a B), you should be in touch with one of the 65 appraiser members of ISPFMRA.*

## They are specialists

### Services Provided by the 64 Farm Management Firms

Farm Management	67.0 %
Appraisal Services	0.1 %
Crop Consulting	1.2 %
Real Estate Sales	16.0 %
Insurance Services	1.0 %
Other	4.3 %

<b>Total Properties Managed</b>	<b>4,318</b>
Average Number of Properties Managed	67.5
Average number of Managers	3.0
<b>Average number of properties per manager</b>	<b>22.5</b>
<b>Average Acres per manager</b>	<b>5,489.2</b>

Total number of management clients	4,217
Total of Tenant/Operators	3,372

<b>Value of properties managed</b>	<b>\$7,573,776,100</b>
------------------------------------	------------------------

## Real Estate Brokerage Services

Number of properties listed in 2016	445
Value of Properties listed	\$3,718,928,00

## True Agriculturists

Because of the diversity of cropping experience, these professionals have the backgrounds to manage a wide variety of crops and agricultural practices...

<b>2016 Acres Managed</b>	<b>1,059,418</b>
Corn	565,804
Soybeans	449,213
Wheat	5,151
Rice	560
Pasture	12,177
Other	21,495
Alfalfa	688
Permanent Plantings	4,330

## A Growing Trend

Since 2007 over half (52%) grew their business by adding **37 percent MORE acres** managed. while 57 per cent reported they increased their client base and took on **33 percent MORE properties**

Over 60 percent of the members predict they will continue growing their business and see a **26.4 percent INCREASE in the number of acres** they manage over the next 10 years. Two-thirds anticipate **increasing the number of properties managed by 24.6 percent.**

*(Continued on Next Page)*

# Profile Report

(Continued from previous page.)

**ISPFMRA has members in 24 appraisal firms** across the state with an average of 2.7 appraisers on staff. Of those, 97 percent are currently Illinois state-licensed.

## Appraisal Services is ALL THEY DO !!

**These professionals did 1,776 appraisals during 2016** broken down thusly:

Farmland	93.6 %
Commercial	2.3 %
Residential	2.2 %
Commercial Livestock	1.9 %

Who are they doing this work for?

Lenders	31.2 %
Estates	48.9 %
Individuals	16.9 %
Commercial	1.2 %
Other	0.7 %

**Valuation placed on Appraised Properties in 2016 -- \$5,917,895,700**

## HELPING FARM FAMILIES SUCCEED TODAY AND TOMORROW



**12 full time** appraisers  
Serving the southern **60 counties** in Illinois.

[www.farmcreditIL.com](http://www.farmcreditIL.com)



## Thank you, ISPFMRA:

*Thank you for your contribution of \$500 to Rend Lake College Foundation. This has been designated for an RLCC Agriculture Department student with a recipient being chose later.*

*Generosity in the form of gifts enables students to achieve their educational goals when it might not be a reality. We thank you for your investment in their future. It is our mission to help students better themselves through continuing their education and learning new skills.*

*Sincerely,  
Kay Zibby-Damron  
RLCC Foundation CEO*

*On behalf of the Education Foundation of the ASFMRA, please accept our appreciation for the Illinois Chapter's generous donation of a Waterford Crystal bowl to the 2017 Education Foundation Auction in Savannah, GA.*

*The funds will be used on a variety of projects that will benefit the farm management and appraisal professions, as well as their clients and the general public. The contribution will aid the Foundation of meeting its goals and objectives.*

*The purchases of the bowl was Beth Moore from Versailles, KY with a final bid of \$475.*

*Sincerely,  
Timothy Fevold, AFM  
Education Foundation President*

*My name is Erik Halberg and you funding a portion of my Dean's Scholarship through SIU. I am very grateful for this donation from the generous people at ISPFMRA. I am honored to obtain the Dean's scholarship and I am very grateful for the opportunities it may open for me.*

*I am a sophomore at SIU with a major in Agribusiness Economics and a minor in Crop Science. I chose this major because I have a passion for agriculture and I want to help in any way I can. Because I didn't grow up on a farm I figure that one of the best ways that I can become involved in agriculture is through Agribusiness Economics. I am from Heyworth. I am enjoying by courses so far and believe this is a good fit for me. I am actively trying to make conncecions in the agricultural industry. I am the Ag Literacy Representative on the SIU Collegiate Farm Bureau officer team and am currently applying for internships in the agricultural industry to gain more work experience.*

*Thank you again for your generous donation. The Dean's Scholarship will help me obtain my goal of a college degree. Than you so much for helping me with my college career and helping other students like me.*

*Sincerely,  
Erik Halberg*



**FOR 80 YEARS  
AGRIGOLD HAS RELENTLESSLY  
PURSUED BETTER.**

**BETTER** SEED  
RESEARCH  
KNOWLEDGE  
RESULTS

For over 80 years our focus has been to help corn growers maximize crop results. That pursuit hasn't changed... even though we've grown, we're still independent.

Independence can provide growers access to one of the most diverse genetic seed lineups in the business. We provide the freedom to choose the latest traits and treatments and more knowledge and passion to push you towards higher yields to make the most out of every season.

Being an AgriGold Corn Specialist means being invested, being knowledgeable, being honest and truthful. These men and women represent some of the best in the industry. They're not just seed reps. They're true partners. This year, just like every other year, they will be right beside our customers through it all, because being direct to farm is the only way we know. To continue that tradition of trust, of pursuing the best, of defining the future, we evolve as our customers' needs change.

In 2017 we're bringing something new to our customers' farms, AgriGold soybeans. For the first time in our history we will offer, in limited quantity, select soybeans powered by the most advanced traits and treatments.

We're also introducing the most advanced field management tool in the industry, to help you get even more out of every acre, Advantage Acre. Advantage Acre is a comprehensive suite of technologies that turns knowledge into power with tools including, in depth product information, innovative soil mapping technologies, advanced weather forecasting and variable rate planting.

We know how hard you work, and we'll be right there alongside you. AgriGold... A TRUE PARTNER.

**TRUE PARTNERS**



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## Platinum Level

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### Beck's Hybrids

Chad Kalaher 309-319-8680 chad.kalaher@beckshybrids.com

### LG Seeds

Paul Handsaker 815-238-2187 paul.handsaker@lgseeds.com

### Monsanto

Will Mullenix 309-824-1755 will.mullenix@monsanto.com

### Pioneer

Lonnie Smith 402-309-0843 lonnie.smith@pioneer.com

### Van Horn, Inc.

David Trainor 309-830-4436 dtrainor@vanhorninc.com

### Wyffels Hybrids

Stan Tarr 309-838-4138 starr@wyffels.com

## Gold Level

### Compeer Financial

Karen Schieler 309-268-0254 karen.schieler@compeer.com

### COUNTRY Financial

Craig Conroy 309-821-2216 craig.conroy@countryfinancial.com

### Farm Credit Illinois

Rod Stoll 217-590-2174 rod.stoll@farmcredit.com

## Silver

### Ag Drainage, Inc.

Brad Henry 217-696-2381 bhenry@agdrainage.com

### Agricultural Soil Management (ASM)

Alec Bean 217-356-5756 abean@asmlabs.net

### Enogen<sup>®</sup> by Syngenta

Craig Abell 217-649-7528 craig.abell@syngenta.com

## Bronze

### Titan Pro

Justin Meints 515-571-9446 justimmeint@titanprosci.com

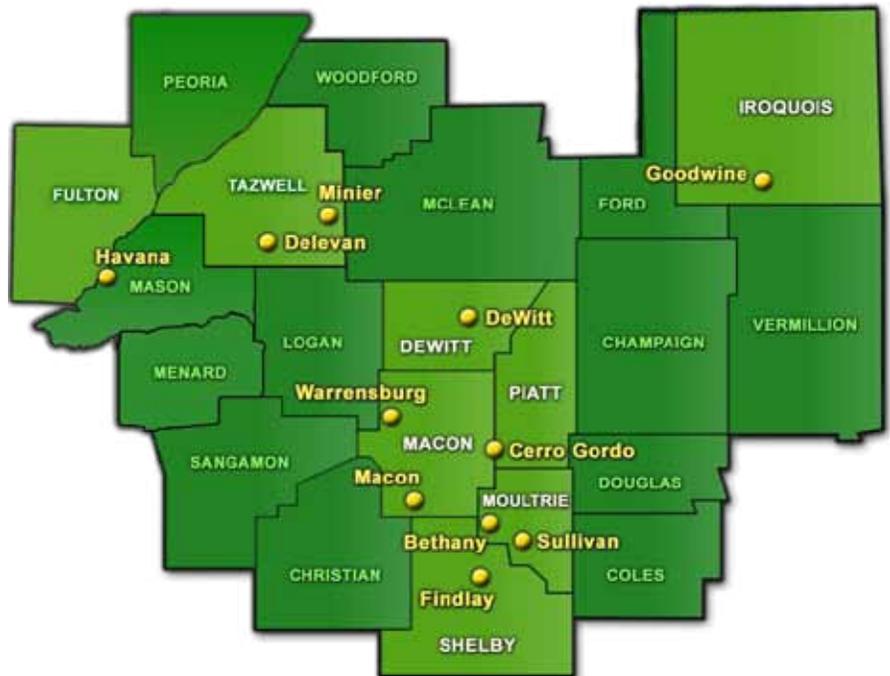


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Central Illinois since 1934**



## Eleven Locations

- **Cerro Gordo**
- **Warrensburg**
- **Macon**
- **Dewitt**
- **Bethany**
- **Findlay**
- **Sullivan**
- **Goodwine**
- **Minier**
- **Delevan**
- **Havana**



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## *Introducing ISPFMRA Vice President Seth Baker, AFM*

**Seth** M. Baker, President/Owner of Field Level Agriculture, Mt. Zion, IL, was raised on a grain farm outside of Mt. Pulaski in Logan County.

Seth spent his early years helping his dad and grandpa around the farm where they raised corn, soybeans and seed corn. He also spent two summers in the seed research department for Bo-Jac Seed Company. By combining a lifetime in agriculture with a passion for economics and investing, Seth is able to use his experience and passion to help farmland owners reach their goals.

In 1997 he received a bachelors degree in Agricultural Economics from the University of Illinois. Seth began his career in farm management in Paris, IL before joining Union Planters in the fall of 1998. Through mergers and names changes, Seth stayed with that same ag services group which is now known as First Illinois Ag Group until starting his own firm in June 2017.

Seth earned the designation of Accredited Farm Manager (AFM) from the American Society of Farm Managers and Rural Appraisers in 2003. After competing 180 hours of classroom training and 2,000 hours of practical farmland appraisal experience, Seth become an Illinois State Certified General Appraiser in 2008. His most recent professional achievement is becoming a Real Estate Managing Broker in 2015, after spending 16 years as a Real Estate Broker.

Seth, his wife Marie, and their six children reside in Mt. Zion, Illinois. Both Seth and Marie are active in the community and spend much of their free time with activities revolving around kids. Marie is a school social worker with the Mt. Zion School District.

Seth has been a very active ISPFMRA members having served as the committee chair of the Memorial Scholarship Committee, is currently cochair of the Public Relations Committee and overall chair for the 2019 Annual Meeting.

In his new capacity as Vice President he will have oversight responsibilities for the Appraisal and Management Education, Bylaws, and Government and Policy Committees.



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## 2018 ISFMRA Tour-At-A-Glance

**August 9, 10, Decatur Convention Center**

### Thursday, August 9

- Ingram Soil Testing Lab, Sullivan, IL  
Tour of soil testing lab and sampling equipment
- DIGS Associates, Moweaqua, IL.  
Presentation on farm drainage (History, Law, Techniques, Materials & Equipment)
- GSI Grain Handling Equipment Manufacturing, Assumption, IL.
- Sloan's & Sloan's Express, Assumption, IL.
- Arpeggio Winery for a presentation on the Winery Industry and catered dinner with relaxation, Assumption, IL.

### Friday, August 10

- Marketing with ADM and tour of ADM Facilities

ISPFMRA Summer 2018 Tour Committee: Roger Leach, AFM, AAC, CCA; Keith Waterman, AFM, ALC; Max Hendrickson; and Brady Evans and Brad Davis, both with US Bank Farm Management.

All times are approximate and to be adjusted upon completion

**DON'T FORGET  
to bring  
SCHOLARSHIP  
AUCTION ITEMS !!!**

# MORE TRIALS MORE INSIGHTS MORE YIELD



Leah Addington  
*Pioneer Sales Professional*

Jeff Peine  
*Grower*

Josh Shofner  
*DuPont Pioneer Field Agronomist*



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THE WORD  
**GO**

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# *OP-ED: AVOIDING GMOS ISN'T JUST ANTI-SCIENCE, IT IS IMMORAL*

*Dec. 29, 2017*

*(Source: AgriMarketing Magazine)*

*Op-Ed by Mitch Daniels, President Of Purdue University, former Governor of Indiana*

**O**f the several claims of “anti-science” that clutter our national debates these days, none can be more flagrantly clear than the campaign against modern agricultural technology, most specifically the use of molecular techniques to create genetically modified organisms (GMOs).

Here, there are no credibly conflicting studies, no arguments about the validity of computer models, no disruption of an ecosystem nor any adverse human health or even digestive problems, after 5 billion acres have been cultivated cumulatively and trillions of meals consumed.

And yet a concerted, deep-pockets campaign, as relentless as it is baseless, has persuaded a high percentage of Americans and Europeans to avoid GMO products, and to pay premium prices for “non-GMO” or “organic” foods that may in some cases be less safe and less nutritious. Thank goodness the toothpaste makers of the past weren’t cowed so easily; the tubes would have said “No fluoride inside!” and we’d all have many more cavities.

This is the kind of foolishness that rich societies can afford to indulge. But when they attempt to inflict their superstitions on the poor and hungry peoples of the planet, the cost shifts from affordable to dangerous and the debate from scientific to moral.

From campus to Congress, it’s common these days to speak in terms of “grand challenges.” No challenge is grander than feeding the 9 billion or more people with whom we will share the Earth in a few decades.

Of course, those people weren’t supposed to exist. Just a few decades back, “experts” were winning “genius” prizes for pontificating that “the battle to feed all of humanity is over” and forecasting that hundreds of millions were going to die and that there was nothing anyone could do about it. (Q: If that’s genius, what does ignorance look like? Aren’t the prize givers entitled to a refund?)

Instead of mass starvation and depopulation, the intervening years saw the most explosive improvements in living standards, food security, poverty reduction and life expectancy in human history. Credit Deng Xiaoping’s unshackling of the capitalist spirit in China for much of the gain, but it was the likes of the plant pathologist Norman Borlaug and wheat breeder Orville Vogel, whose Green Revolution, powered by modern plant science, saved the most lives and set the stage for the next grand challenge.

Today, their scientific successors are giving birth to a new set of miracles in plant production and animal husbandry that cannot only feed the world’s growing billions but do so in far more sustainable, environmentally friendly ways. And though the new technologies are awe-inspiring, they are just refinements of cruder techniques that have been used for centuries.

Given the emphatic or, as some like to say, “settled” nature of the science, one would expect a united effort to spread these life-saving, planet-sparing technologies as fast as possible to the poorer nations who will need them so urgently. Instead, we hear demands that developing countries forgo the products that offer them the best hope of joining the well-fed, affluent world. In the words of a gullible former Zambian president, “We would rather starve than get something toxic.” Marie Antoinette couldn’t have said it better.

It’s not that the legitimate scientific community doesn’t understand the seriousness of the problem or the distortions of the naysayers. But too many keep what they know to themselves or, when they engage, observe the Marquis of Queensbury rules in what is essentially a street brawl. One can understand their reticence, facing an aggressive, often self-interested anti-GMO lobby that is indifferent to the facts and quick with ad hominem attacks.

If you’re an academic, you can tell yourself that, sooner or later, the science will prevail. If you’re from the world of commerce, you justify your silence (or complicity) by saying that you aren’t in business to argue with customers. If you’re a regulatory bureaucrat, you worry that you will be drawn and quartered for any mistake, whereas no one is ever held accountable for the miracle that never makes it to the marketplace.

It’s time to move the argument to a new plane. For the rich and well-fed to deny Africans, Asians or South Americans the benefits of modern technology is not merely anti-scientific. It’s cruel, it’s heartless, it’s inhumane - and it ought to be confronted on moral grounds that ordinary citizens, including those who have been conned into preferring non-GMO Cheerios, can understand.

Travel to Africa with any of Purdue University’s three recent World Food Prize winners, and you won’t find the conversation dominated by anti-GMO protesters. There, where more than half of the coming population increase will occur, consumers and farmers alike are eager to share in the life-saving and life-enhancing advances that modern science alone can bring. Efforts to persuade them otherwise, or simply block their access to the next round of breakthroughs, are worse than anti-scientific. They’re immoral.

# *Dr. David Kohl will Headline Land Values Conference Program*

**Dave Kohl** truly is ag's *Road Warrior*. He has traveled over 7 million miles throughout his professional career -- has conducted more than 5,000 workshops and seminars for agricultural groups such as bankers, Farm Credit, FSA, and regulators, as well as producer and agribusiness groups, including ISPFMRA in 2009 -- has found time to published four books and over 1,000 articles on financial and business-related topics in journals, extension, and other popular publications. Kohl regularly writes for *Ag Lender* and *Corn and Soybean Digest*.

And he will be the keynote at the 2018 Illinois Land Values Conference to be held Thursday, March 22 at the Doubletree by Hilton in Bloomington.

Dr. Kohl received his M.S. and Ph.D. degrees in Agricultural Economics from Cornell University. and for 25 years was Professor of Agricultural Finance and Small Business Management and Entrepreneurship in the Department of Agricultural and Applied Economics at Virginia Tech, Blacksburg, Virginia.



Kohl is currently President of AgriVisions, LLC, a knowledge-based consulting business providing cutting-edge programs to leading agricultural organizations worldwide. He is also business coach and part owner of Homestead Creamery, a value-added dairy business in the Blue Ridge Mountains.

On a more personal note, Dave enjoys playing basketball and likes most sports, farms, dogs, and covered bridges; he dislikes lazy students, administrative bureaucracies, and paperwork!

Dr. Kohl last addressed the Illinois Society membership at the 2007 Annual meeting.

At the Land Values Conference Dr. Kohl will look at Ag Land Values across the country and provide a

general Ag Economic Outlook and a Look at the Road Ahead.

## ***Other speakers on the program will be:***

Dr. Bruce Sherrick -- Fruin Professor of Farmland Economics, Director TIAA Center for Farmland Research, University of Illinois

David Klein, AFM, ALC -- Vice President, Managing Broker, and Agricultural Asset Manager for Soy Capital Ag Services

Dr. Gary Schnitkey -- Farm Management Specialist in the Department of Agricultural and Consumer Economics, University of Illinois

Everyone attending the Land Values Conference will receive a copy of the 2018 Illinois Land Values and Lease Trends Report.

Registration can be done online or through the ISPFMRA office using the form which is on the next page. Registration costs are \$70 for ISPFMRA and RLI members and \$85 for non-members. Advance registrations are encouraged but not necessary. The program will run from 8 a.m. until noon.

# 2018 Illinois Land Values Conference

Presented by the Illinois Society of Professional Farm Managers and Rural Appraisers

## General Registration

(Includes 1 copy of 2018 Land Values and Lease Trends Report)

[ ] \$70 ASFMRA/RLI Members

[ ] \$85 Non-Members

Total \$ \_\_\_\_\_

Name \_\_\_\_\_ ASFMRA Member # \_\_\_\_\_

Company \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_

E-mail address \_\_\_\_\_

(Required for registration confirmation)

Telephone \_\_\_\_\_

Credit Card # \_\_\_\_\_ Exp. Date \_\_\_\_\_

**CE Credit Note: Attendance at the full program qualifies for 4 hours of ASFMRA CE for Thursday, March 22, 2018**

Submit registration form to: **ISPFMRA**

**N78W14573 Appleton Ave., #287**

**Menomonee Falls, WI 53051**

or Fax to: **262-253-6903**

**OR**

**<http://www.asfmra.org/education-page/education-calendar>**

**then scroll down to the March ISPFMRA Events and proceed from there**

IMPORTANT NOTICE: If you have any disabilities that require special accommodations, please identify those special needs: \_\_\_\_\_

## **Doubletree by Hilton**

**10 Brickyard Drive**

**Bloomington, IL**

A block of sleeping rooms has been set aside at the Doubletree. Rates for the Land Values Conference is \$120 per night. Reservations can be made by calling the hotel directly at **309-664-6446**. The room block is in the name of Illinois Society of Farm Managers.

**Lodging Reservations must be made by February 27, 2018**