

# Full Year's Schedule of Meetings, Education Offerings for ISPFMRA

A very busy and active schedule lay ahead for the ISPFMRA with multiple doses of professional education as well as meetings filled with interesting speakers discussing interesting topics. So says Rich Grever, AFM, incoming 2012 ISPFMRA president.

## Heavy Emphasis on USPAP

Grever explains that there have been some changes made in administrative rules which became effective a year ago, but now impact Illinois Appraisers. "Basically, the rules state that a real estate appraiser must complete the 7-hour National USPAP Update Course, or its equivalent, within 6 months of the effective date of the course update."

"The 2012-2013 USPAP became effective on January 1, 2012, which means Illinois appraisers must take the course on or before June 30 of this year," he explains. "That is the reason we've been offering so many USPAP courses," he says. He cites the class set for January 17 in Effingham, another offering on February 15, immediately preceding the Annual Meeting in Bloomington, and yet another offering on March 21, immediately preceding the Land Values Conference, also in Bloomington.



"I know we've gotten some questions about why so many courses," Grever explains. "But we are just trying to make these courses as available as we can and as frequently as we can for our appraiser members. It's all been set up for their benefit."

These appraiser-directed education offerings come on top of the very realtor-focused programs that will be happen-

ing on March 21 as well.

"We have a great many members who hold Illinois Real Estate credentials which require continuing education," he continues. "We've teamed up with the RLI folks for the past few years and have been offering Real Estate CE courses in conjunction with the Land Values Conference.

"We have a number of members and non-members with real estate credentials who come to participate in the Land Values Conference so it has worked out well to offer these courses in conjunction with that event. Plus, we get some non-member involvement in both days' activities," Grever says.

## Annual Meeting Fast Approaching

"This is the second year back on our winter meeting schedule for the Annual Meeting," he continues. "We had

(Continued on Page 8)

---

## Inside This Issue

- Full Schedule Ahead for the Year . . . . . 1, 8
- "Mark Says" -- A Message from the President . . . 3, 16
- Kiefer is ASFMRA Farm Manager of the Year . . . . . 5
- Brownfield Elected to Head National RLI. . . . . 5
- Three Receive AFM Designations . . . . . 7
- Welcome New Members . . . . . 7
- On the Move . . . . . 7
- Annual Meeting Keynote Speaker Profiles . . . . . 8, 10
- 2012 Leadership Team / Committee Chairs . . . . . 11
- 2012 Board / Relative Meeting Schedule . . . . . 13
- Annual Meeting Program / Registration . . . 14, 15, 16
- Our Commercial Sponsors . . . . . 18
- Scholarship Auction Set for Feb. 16 . . . . . 20
- 2012 Proposed Chapter Budget . . . . . 21
- 2012 Land Values Conference Program . . . . . 22, 23
- 2012 Proposed Slate of Officers . . . . . 24



# WE HAVE A **GIANT** FOR EVERY **FIELD**

Looking for GIANT yields? Take a look at AgriGold GIANTS — our line-up of proven high-yield corn hybrids. They're created by one of the top breeding programs in North America. Exceptional **GENETICS** combined with the **AGRONOMIC** expertise of our Corn Specialists add up to GIANT **RESULTS** for you.

**GENETICS. AGRONOMICS. RESULTS.**

OFFERING NEWEST TECHNOLOGIES:



**AgriGold**  
*The Corn Specialist*

[agrigold.com](http://agrigold.com)

AgriGold® and design are registered trademarks of Vilmorin USA Corp. The Corn Specialist is a registered trademark of AgReliant Genetics, LLC.  
**ALWAYS READ AND FOLLOW PESTICIDE LABEL DIRECTIONS.** Genuity and Design® and RIB Complete and Design™ are trademarks of Monsanto Technology LLC. ©2011 Monsanto Company.  
Growers should refer to Monsanto's Technology Use Guide for information on crop stewardship regarding the potential movement of pollen to neighboring crops.  
Know Before You Grow(r) is a registered service mark of National Corn Growers Association. For more information call 1-866-SELL CORN.

## 2012 ISPFMRA Board of Directors\*

**Richard Grever, AFM**  
*President*

Hertz Farm Management Co.  
Phone: 815-748-4440  
rgrever@dek.hfmgt.com

**Bruce Huber, AFM, ARA**  
*President-Elect*

Hickory Point Bank Ag Services  
Phone: 217-872-6291  
bruce.huber@adm.com

Norbert Soltwedel  
Vice President

**Gary Schnitkey, Ph.D.**  
*Secretary-Treasurer*

University of Illinois  
Phone: 217-244-9595  
schnitke@uiuc.edu

**Phil Eberle**  
*Academic Vice President*  
Phone: 618-713-3534  
eberlep@siu.edu

**Mark Wetzel, AFM**  
*Past President*  
First Financial Bank  
Phone: 217-554-1377  
mwetzel@first-online.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  
Rich Grever  
rgrever@dek.hfmgt.com*

\* Election for new leadership will be  
during the ISPFMRA Business Meet-  
ing on Thursday, February 16

# Mark Says

by Mark Wetzel, AFM  
President  
Illinois Society of Professional  
Farm Managers and Rural  
Appraisers



**A**s I reach the end of my term as president of the Illinois Society, I reflect on how I have constantly been impressed with the members and their willingness to step up and participate in the activities and events this organization undertakes to support and promote our professions. I am the 82nd president of the Chapter and all 81 before me made their contribution to the Chapter, but the reason this organization is still meaningful and successful is the continuous contributions of time and talents from all its members. Leadership will come and go, but the core essence of the chapter continues as if it has a life of its own. This is possible because it is the membership that defines what it wants and then makes it happen.

Please make plans to attend the Annual Meeting on February 16th and 17th at the Parke Hotel and Conference Center in Bloomington. David Klein and his committee have put together a program that will hold your attention. The topics range from KIC 2025 to Pennycress and from commodity trends to appraisal issues. The spouses program Thursday will be off site.

On Friday we are asking the spouses to join the members when we will hear from meteorologist Greg Soule and from agricultural economist, Michael Swanson, Senior vice President with Wells Fargo Bank, who will talk about international agriculture.

The strong agricultural economy and record high farmland values have set the stage for an interesting Land Values Conference in March. Chairman Don McCabe is optimistic there will be strong interest in the information provided during this conference, which will be held on Thursday March 22nd. On March 21st there will be two, three-hour real estate courses offered as well as a seven-hour USPAP course. These courses will be geared as much as possible to members of our professions. Mark your calendars for March 21st and 22nd and plan to attend both of these events at the Park Inn in Bloomington.

Congratulations from all to Ed Kiefer, AFM, ARA for being named Professional Farm Manager of the Year by Syngenta, *Ag Professional* magazine, and the American Society of Farm Managers and Rural Appraisers. Ed becomes one of several ISPFMRA that have received this award. Ed is a past president of the Illinois Chapter and has served the Society in many capacities over his career.

It has been an honor and privilege to have the opportunity to serve as your president this past year. I have had the good fortune to serve at a time when agriculture is experiencing some of its best economic times in many years. I appreciate all the hard work of all who serve this organization. The ISPFMRA has provided service and support to its members since 1928 and with the quality membership we have it will continue to provide that function for many years to come.

# Multiple farms Insect pressure Different harvest dates

---

## We can help



Every season is unique — as unique as the fields you plant. Nobody knows that better than your Pioneer sales professional. We live and work where you do. Creating the best performance from the potential of each field requires the right selection of products based on strong genetics. Pioneer® brand hybrids are bred from one of the world's largest, most diverse sources of corn genetics. In addition, understanding how — based on local knowledge and experience — to apply the right product to the right acre is critical. Your Pioneer sales professional has what it takes to help maximize your success.

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

®, TM, SM Trademarks and service marks of Pioneer Hi-Bred.  
All purchases are subject to the terms of labeling and purchase documents.  
© 2010 PHII



**PIONEER®**  
A DUPONT BUSINESS

*Science with Service  
Delivering Success™*

## **Membership Kudos**

# Ed Kiefer Named ASFMRA Farm Manager of the Year

**E**d Kiefer, AFM, ARA, vice president and office manager for Hertz Farm Management, Inc., was named 2011 Professional Farm Manager of the Year by Syngenta, *Ag Professional* magazine and the American Society of Farm Managers and Rural Appraisers.

“Ed is a tremendous asset for our company,” said Loyd Brown, president, Hertz Farm Management, Inc. “One of the foundations of Ed’s success is he is very sincere and personable and is always doing things in the best interest of his clients. He has gained a lot of respect from his clients, farm operators and his coworkers.”



Currently in his 36th year of providing professional farm management services, real estate sales and acquisitions and agricultural consulting for landowners across Illinois, Kiefer says receiving his industry’s top honor validates his commitment to his clients and dedication to soil and water conservation.

“As we move forward and have to grow more with less, farm managers will continue to lead with technology, with genetics, and in land stewardship,” said Brent Rockers, district manager, Syngenta. “These factors are all important to the future of agriculture and Syngenta would like to recognize farm managers like Ed as leading that role in years to come.”

To honor Kiefer for this achievement, Syngenta made a \$500 donation in his name to Iowa State University to fund a scholarship for a student majoring in Agricultural Business and another \$500 donation to the University of Illinois to fund a scholarship for a student majoring in Agronomy.

Kiefer, who received the award in front of his peers at an award ceremony held during the recent ASFMRA annual convention in Phoenix, Ariz., expressed his gratitude to Syngenta, and award cosponsors.

“I would like to thank Syngenta, *Ag Professional* magazine and The American Society of Professional Farm Managers and Rural Appraisers for the 2011 Professional Farm Manager of the Year award,” said Kiefer. “Not only does it recognize my 36 years in the professional farm management industry, but also the things I do on a day-to-day basis for my clients, farm operators and for agriculture.”

In addition to membership in ASFMRA, Kiefer belongs to several community organizations. He has served as

president, treasurer and director of the Geneseo Jaycees, and is a past member of the Illinois and U.S. Jaycees. He’s a member of the Geneseo Kiwanis Club, the Illinois Farm Bureau and the Geneseo First Congregational Church.

Kiefer has been a member of the Illinois Chapter since 1975 and served as Chapter president in 1993.

---

## ***Brownfield Elected to Head National REALTORS® Land Institute***

**R**ay L. Brownfield, AFM, ARA, ALC, president of Land Pro LLC and a broker with John Greene Land Company, both in Oswego, was installed as president of the REALTORS® Land Institute (RLI) during RLI Day at the National Association of REALTORS® 2011 Conference & Expo held in November.

“I am honored to have been selected for the opportunity to serve the outstanding membership of the Institute. It is my goal to lead the organization in the coming year with transparency, energy and responsibility,” said Brownfield.

He was elected vice president of the Institute in 2009, serving in the position in 2010, and as president-elect during the previous administration in 2011.

In addition to the RLI Accredited Land Consultant (ALC) designation, Ray holds the Accredited Farm Manager (AFM) and Accredited Rural Appraiser (ARA) designations of the American Society of Farm Managers and Rural Appraisers, where he served as president in 2008.



He was the recipient of the ISPFMRA Hall of Fame Award in 2001.

During his career, he has worked in farm management and real estate brokerage for Continental Illinois Bank & Trust Company, First National Bank of Peoria, the Northern Trust Bank and Capital Agricultural Property Services, Inc.

“I believe strongly in the importance of belonging to professional organizations. My success in the land business has been built on the relationships I have forged over the years, and I look forward to expanding my professional and personal bonds with all. Together, we can achieve great things.”

*Continued on page 7.*

# WE TEST POSITIVE FOR PERFORMANCE ENHANCERS.

Professional athletes have nothing on us. We've done everything we can to get stronger, faster. Consider our advanced corn genetics. Or the revolutionary traits riding on those genetics. Unfair advantage? Probably. Should you settle for less? Never. **WYFFELS.COM 800.369.7833**



*More than a number.™*

# Three Receive AFM Designations at ASFMRA Meeting

Three Illinois Chapter members received their Accredited Farm Manager designations at the 2011 ASFMRA Annual Meeting and Tradeshow held in Scottsdale, AZ in November.

## **Jeffrey Evers, AFM**

Farmers National Company  
Springfield, IL

## **Barry Houmes, AFM**

Farmers National Company  
Springfield, IL

Barry has his bachelor's degree from the University of Illinois in agribusiness, farm and financial management. His professional farm management experience comes from his work with FNC as well as with JP Morgan Farm Management prior to that.



## **Rob Woodrow, AFM**

Farmland Solutions  
Sherman, IL

I am from and still live near the small town of Green Valley, Illinois. I am the seventh generation to live on our family's sesquicentennial farm. I graduated from Western Illinois University at Macomb, IL in 1985. After graduating from WIU I went to work for USDA-FSA (ASCS then). I was the County Executive Director in Sangamon County for 10 years. During this time I was also assisting my dad and brother on the family farm.



I began my farm management career with Bank One, now JP Morgan Chase, in the fall of 1996. In February 2009, I joined with Kent Kraft, AFM to found Farmland Solutions LLC in Sherman, IL. At Farmland Solutions we manage farms for individuals, family ownerships, and several Bank Trust departments in Illinois, Iowa and Minnesota, along with farm real estate brokerage. I have been a member of the ASFMRA since August of 1997.

I have been married to my wife, Janet for 23 years. We have two sons; Sam, 18 and Daniel, 16. In my spare time I enjoy working with the boys in the farm shop on machinery, vehicles and ATV's. I also enjoy riding the ATV's with the boys and helping Janet with her goat herd.

## **Welcome New Members**

### **Corrie, Daniel**

ASSOCIATE

Corrie Appraisal & Consulting, Inc.  
1403 Sixth Street

Charleston, IL 60936

(217) 348-6011 -

(877) 348-6117 - f

gdan@corrieappraisal.com

### **Handsaker, Paul**

AFFILIATE

LG Seeds

PO Box 25

Pearl City, IL 61062

(815) 443-9965 - t

(815) 443-2494 - f

paul.handsaker@lgseeds.com

### **Kerchanfaut, Rick**

ASSOCIATE

Kerchenfaut Appraisals

771E 300N Rd.

Gibson City, IL 60936

(815) 671-8020 - t

rdkappraisals@aol.com

### **Million, Anita**

ASSOCIATE

University of Illinois

506 S. Wright Street, Rm. 254

Urbana, IL 61801

(217) 333-7182 - t

(217) 239-6720 - f

amillion@uillinois.edu

### **Wood, Michael**

ASSOCIATE

Real Valuation Group

40W117Campton Crossings Drive

St. Charles, IL 60175

(630) 513-6150 - t

(630) 513-6195 - f

mwood@rvglc.com

## **On the Move**

### **Fransen, Randall S. AFM**

ACCREDITED

First National Bank of Dwight

122 W. Main Street

Dwight, IL 60420

(815) 584-1400 - t

(815) 584-7354 - c

rfransen@fnbofdwight.com

### **Stoddard, Paul**

pstoddard@illinois.edu

# Full Year of Programs

(Continued from page 1.)

good turnout at last year's meeting in Springfield and we are looking forward to good attendance this year with the meeting being in Bloomington," (see complete schedule with speaker biographies in this issue.)

"Registrations have been coming in for the past couple of weeks, and we're excited about the numbers. We also realize that some members wait until we can post the number of state-recognized CE credits that will be granted for attendance before they commit to attend.

"We are disappointed that this part of the process moves so slowly," he explains. "We would love to be able to annotate the number of state CE credits when we announce the general program, but our timely doesn't always allow for that. The state requires that we include speaker bios as well as outlines of their presentations before we can be granted state-recognized continuing education credits, and sometime that takes some time in gathering. Those of you who have worked with these meeting know that many speakers don't finalize their presentations until shortly before the meetings, so that delays the process.

"We feel it's important to get the basic information to the membership as soon as we can so people can get it on their calendars. Then we follow up with the CE information as soon as it becomes available. Maybe some day we can streamline that process," he explains.

## Summer Tour to Focus on Champaign/Urbana

A summer tour program based in the Champaign/Urbana area is also in the works, Grever notes. Chapter Secretary/Treasurer Gary Schnitkey, Ph.D., with the University of Illinois, is heading up the planning group for that event. Dates, times and tour activities will be announced at the upcoming annual meeting.

"It's been many years since the tour has been based out of this area," Schnitkey says. "So we're looking at bringing some new and exciting things to the tour. We have a lot of options regarding things to do and see locally, and those don't even include some of the activities based at the University."

## Annual Meeting Keynote Speaker Profiles

**Scott Stewart** is Chief Executive Officer and President of Stewart-Peterson, based in West Bend, WI. He will deliver the opening *Commodity Update* presentation on Thursday, February 16.

He is a leading authority on marketing strategies and risk



management. Agricultural media seek his advice on the use and implementation of sophisticated marketing tools, such as cash sales, futures and options.

He has provided testimony before the U.S. Senate Committee on Agriculture and the Commodity Futures Trading Commission. Scott has led countless presentations before a variety of audiences on farm marketing strategies, tactics and techniques. He earned his Bachelor of Science in Agricultural Economics at Purdue University.

*What's with all this wacky weather?*

**Greg Soulje**, AMS, meteorologist with "This Week in AgriBusiness" will kick off the Friday session with a look at what in the world is going on with all this crazy weather we've been seeing.

Greg Soulje brings 25 years of experience as an agricul-

*Continued on page 10*

**ASM** Agricultural  
Soil Management

**Champaign, IL**  
**(217)356-5756**  
**asm@volomail.net**

**Soil Testing**  
**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

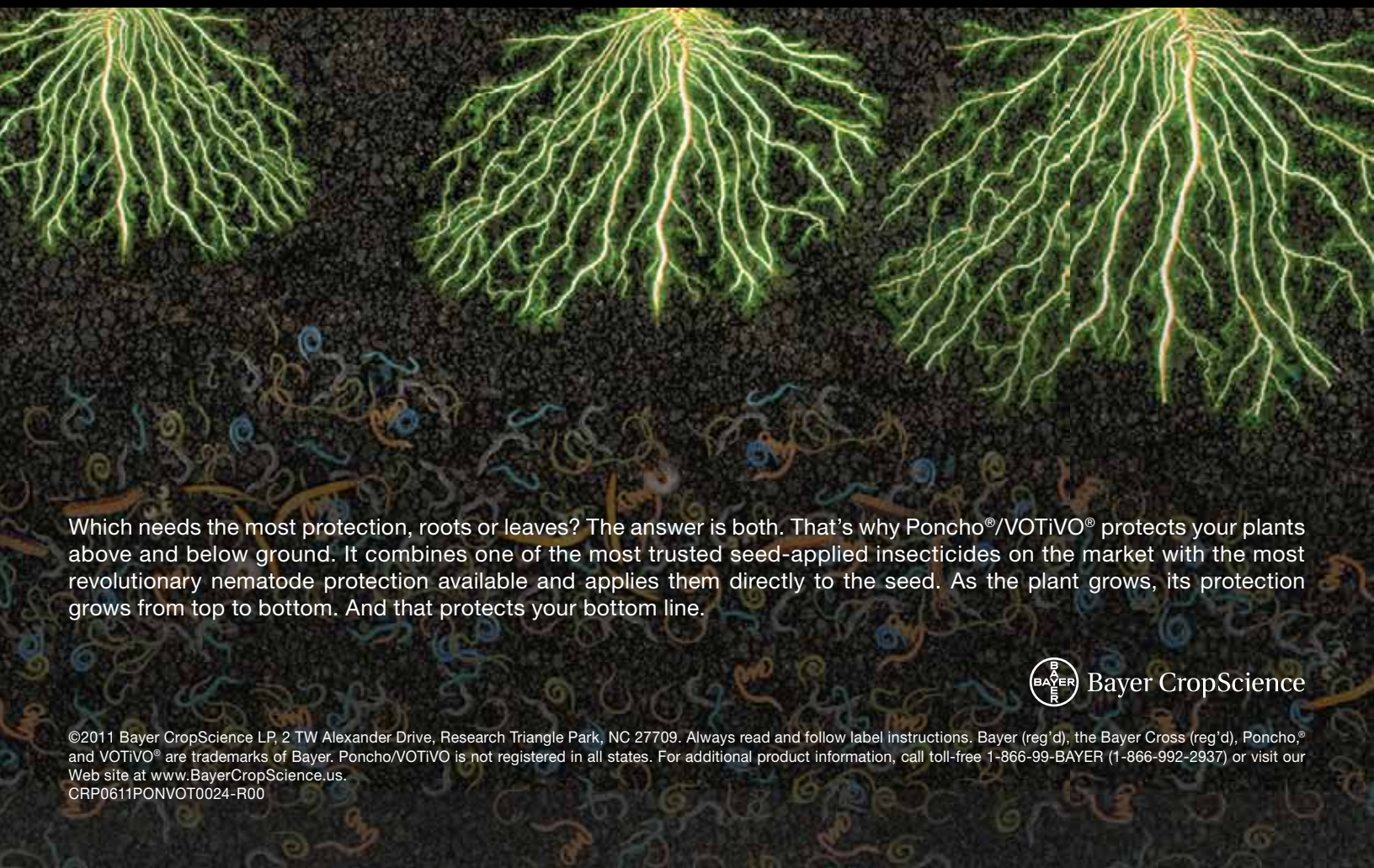
NOW AVAILABLE FOR CORN  COTTON  AND SOYBEANS 



 **PONCHO®**

**VOTIVO®**

# Plant it and the protection grows.



Which needs the most protection, roots or leaves? The answer is both. That's why Poncho®/VOTIVO® protects your plants above and below ground. It combines one of the most trusted seed-applied insecticides on the market with the most revolutionary nematode protection available and applies them directly to the seed. As the plant grows, its protection grows from top to bottom. And that protects your bottom line.



Bayer CropScience

©2011 Bayer CropScience LP, 2 TW Alexander Drive, Research Triangle Park, NC 27709. Always read and follow label instructions. Bayer (reg'd), the Bayer Cross (reg'd), Poncho®, and VOTIVO® are trademarks of Bayer. Poncho/VOTIVO is not registered in all states. For additional product information, call toll-free 1-866-99-BAYER (1-866-992-2937) or visit our Web site at [www.BayerCropScience.us](http://www.BayerCropScience.us). CRP0611PONVOT0024-R00

# Keynote Speakers

Continued from page 8

tural, broadcast meteorologist.

He is heard daily on over 230 stations and in seven states across the Nation's heartland via Learfield Communication's Brownfield Radio Network, while also providing regional, commodity weather updates to brownfieldag-news.com.



Soulje's reliable forecasts are also seen every week on "This Week in Agribusiness," - with Max Armstrong & Orion Samuelson - via the popular satellite and cable rural lifestyle channel RFD-TV, available to more than 30 million homes across the United States.

More locally, he is heard exclusively in east-central Illinois on WDWS-AM and WHMS-FM, Champaign-Urbana. Greg's perspective on weather also appears in The News-Gazette and online at The News-Gazette.com.

Greg also periodically offers meteorological insight as Weather Analyst for the Chicago Board of Trade's Crop Report (USDA) press briefings, as well as quarterly with his seasonal outlooks for Farm Progress publications.

**Michael Swanson**, Ph. D., is senior vice president and agricultural economist with Wells Fargo, based in Bloomington, MN. His presentation will be an *Overview of Agriculture Worldwide*.

His responsibilities include analyzing the impact of energy on agriculture, forecasting for key agricultural commodities (such as wheat, soybeans, corn and cotton) and livestock sectors (such as cattle, dairy and hogs). Additionally, he helps develop credit and risk strategies for Wells Fargo's customers, and performs macroeconomic and international analysis on agricultural production and agribusiness.



Mr. Swanson joined Wells Fargo in 2000 as a senior economist. Prior to working at Wells Fargo, he worked for four years at Land O'Lakes, a large national dairy cooperative based in Minnesota. There, he supervised a portion of the supply chain for dairy products including scheduling the production, warehousing and distribution of more than 400 million pounds of cheese annually and also supervised the sales forecasting process.



## Standing with you—rain or shine.

RCIS® offers the experience and the service you can trust to be there to serve you and your operation through every season—with a promise to be there for the future.

We grow stronger every day—together.™



Go to [RCIS.com](http://RCIS.com) to find an RCIS agent in your area.

# 2012 ISPFMRA Leadership Team

## Chairman and President

Rich Grever, AFM  
Hertz Farm Management  
143 N. Second St.  
DeKalb, IL 60115  
Phone: (815) 748-4440      Fax: (815) 748-4442  
Cell: (217) 725-9881  
rgrever@dek.hfmgt.com

## President-Elect

Bruce Huber, AFM, ARA  
Hickory Point Bank Ag Services  
225 North Water Street  
Decatur, IL 62525-2548  
Phone (217) 872-6291      Fax: (217) 872-6297  
Cell (217) 521-3537  
bruce.huber@adm.com

## Vice President

Norbert Soltwedel  
9414 East 1800th Avenue  
Shumway, IL 62461  
Phone (217) 868-2833      Fax: (217) 868-2833  
Cell (217) 259-2833  
soltk@mcswireless.txt

## Academic Vice President

Phil Eberle  
Southern Illinois University  
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

Mark Wetzel, AFM  
First Financial Bank  
One Towne Centre  
Danville, IL 61832  
Phone (217) 554-1377      Fax: 217-554-1380  
Cell: (217) 714-4563  
mwetzel@first-online.com

## 2012 Committee Chairs

### Annual Meeting - 2011 @ Bloomington

David Klein,  
AFM, ALC  
Soy Capital Ag  
Services

### Appraisal (Divergency) Review

LeeAnn Moss,  
Ph. D., ARA

### Appraisal Education

David Ragan

### Audit

Randal Fransen  
AFM

### Bylaws

Winnie Stortzum,  
ARA

### C-FAR

Tom Toohill, AFM

### Commercial Sponsorship

Thomas Wargel,  
AFM  
Brian S. Neville,  
AFM

### Ethics

Allen D. Worrell,  
AFM

### Farmland Values/Lease Trends Survey/

2012 Illinois Land Values Conference Don McCabe,  
AFM

### Conference Meeting

Winnie Stortzum,  
ARA  
Tim Harris, AFM

### Advertising

Scott Johnson,  
AFM, CCA

### Farmland Data Collection

Chuck Knudson,  
ARA  
Don Cochran, ARA

### Farmland/Lease Trends Survey

Gary Schnitkey,  
Ph.D.

### Government & Policy

Jerry Hicks, AFM

### Honorary Awards

Mark Wetzel, AFM

### Management Education

Eric Wilkinson

### Membership Development

Seth Baker, AFM

### Memorial Scholarship

Richard Hiatt,  
AFM, ARA

### Nominating

Mark Wetzel, AFM

### Summer Tour - 2012

Gary Schnitkey,  
Ph.D.

### 2013 Annual Meeting (Champaign)

Mac Boyd, ARA

# PUT THE PRESSURE ON CORN EARWORM.



## MAXIMUM PROTECTION TO CONTROL CORN EARWORM.

Advanced above and below ground insect protection increases yield opportunity.

Dual modes of action against ear-feeding insects like corn earworm.

20% refuge, the lowest in the Cotton-Growing Region.

Opportunity for improved grain quality.



VISIT YOUR SEED REP OR [GENUITY.COM](http://GENUITY.COM)

EVERY KERNEL MATTERS TO US, BECAUSE EVERY BUSHEL MATTERS TO YOU.

ALWAYS 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. ©2011 Monsanto Company.



## 2012 ISPFMRA Board/Relative Meeting Schedule

(All times shown are Central Time Zone)

### January

- 15 7-Hour USPAP Update Course --  
Effingham, IL

### February

- 4 Farmland Investment Fair,  
St. Charles
- 15 7-Hour USPAP Update Course --  
Bloomington, IL  
TradeTalk Annual Meeting  
Opening Reception  
Board of Director's Dinner Meeting
- 16, 17 2012 Annual Meeting, Parke Hotel  
and Conference Center,  
Bloomington

### March

- 6 Board Telephone Conference Call  
(10:30 AM)  
(Dial-In -- 712-432-3900,  
Access Code -- 445-8281)
- 21 2012 Illinois Land Values  
Conference Education Offering:  
CORE A "Illinois Real Estate  
License Law" course  
Core B "Disclosure and  
Anti-Trust Issues in Real Estate"  
course, Parke Hotel and  
Conference Center,  
Bloomington
- 22 Illinois Land Values Conference  
continues, Parke Hotel and  
Conference Center,  
Bloomington

### April

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

### May

- 1 Board Telephone Conference Call  
(10:30 AM)  
(Dial-In -- 712-432-3900, Access  
Code -- 445-8281)
- 2-3 IAR Spring Conference,  
Collinsville, IL
- 11-13 NAR Mid-Year Meetings,  
Washington, D.C.

### June

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

### July

- 10 Board Telephone Conference Call  
(10:30 AM)  
(Dial-In -- 712-432-3900, Access  
Code -- 445-8281)
- 16-20 ASFMRA Summer Education  
Week, Des Moines, IA

## What does losing 30 percent of your urea cost?

Control nitrogen losses with AGROTAIN.  
For more info, contact [mcase@agrotain.com](mailto:mcase@agrotain.com).

**AGROTAIN**

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

# WE KNOW ILLINOIS

**It's about so much more than selling seed...**

**Judd Stover**  
District Sales Manager  
309.530.7006  
Lexington, IL

**STONE  
SEED**



**GROUP**

**STONESEED.COM**

Focused On Your Future® and Stone Seed & Design™ are  
trademarks of American Seeds, LLC. ©2011 Monsanto Company.

**Focused on Your Future®**

# 2012 ISPFMRA Annual Meeting

## Parke Hotel and Conference Center

### Bloomington, IL

#### Wednesday, February 15

8:00 a.m. - 5:00 p.m.      7-Hour National USPAP Update Course  
(Agenda and Registration separate)

5:30 p.m. - 8:00 p.m.      **Trade Talk & Opening Reception**

#### Thursday, February 16

7:00 a.m.      Continental Breakfast, Registration Opens,  
Collection of Scholarship Auction Items

8:30 a.m.      *Welcome* – **Dave Klein**, AFM, ALC, Soy Capital Ag Services

8:45 a.m.      *Commodity Update* – **Scott Stewart**, president and CEO, Stewart-Peterson, Inc.

9:45 a.m.      Break

10:15 a.m.      *Legal and Estate Planning Issues Facing Agriculture* – **Mike Barton**, Bellatti,  
Barton, Hamill & Cochran, LLC

11:30 a.m.      Lunch

12:45 p.m.  
(Concurrent programs)      *Appraiser Update* – **Brian Weaver**, Illinois Department of Financial and  
Professional Regulation

*KIC 2025 Initiative* – **Jean Payne**, Illinois Fertilizer & Chemical Association

*Pennycress Update* – **Brad Glenn**

2:30 p.m.      Break

3:00 p.m.      *ASFMRA Update* – **Jeffrey Berg**, ARA, ASFMRA President

4:00 p.m.      *Annual Business Meeting* – **Mark Wetzel**, AFM, ISPFMRA President Presiding

5:30 p.m.      *Memorial Scholarship Auction and Reception*

6:30 p.m.      *Annual Awards and Recognition Banquet* – **Mark Wetzel**, AFM, ISPFMRA  
President

8:30 p.m.      *Adjournment*

## Friday, February 17

- 7:00 a.m. Breakfast, *Passing of the Gavel* – **Mark Wetzel**, AFM / **Rich Grever**, AFM  
(**Special Note:** Please indicate on the registration form the number of breakfast tickets you will need for this plated meal. There are no additional costs involved. We are just trying to get an accurate servings count.)
- 8:30 a.m. *What's With All this Wacky Weather?* – **Greg Soulje**, “This week in AgriBusiness”
- 9:30 a.m. Break
- 10:00 a.m. *Global Economic Outlook* – **Michael Swanson**, Ph.D., Wells Fargo
- Noon Adjournment

## Spouse's Program

## Thursday, February 16

- 8:30 a.m. Travel to “Garlic Press” in uptown Normal for demonstration and shopping  
Garlic Press is a locally owned kitchen/variety store with many treasures. A favorite of many.
- 10:30 a.m. Visit “Stained Glass Design” for a short presentation on working with colored glass  
Down town Bloomington.

*Continued on page 16.*



## Why do so many farm managers trust COUNTRY' ?

If you're like most farm managers, you're looking for stability, expertise, competitive rates and fast, fair claim service. Talk to your COUNTRY Financial representative about all the benefits of our farm coverage, crop hail and Federal Crop Insurance...and let us put our experience and financial strength to work for you.



Policies issued by COUNTRY Mutual Insurance Company®, Bloomington, IL.  
This entity is an equal opportunity provider.

0611-552HO

## Annual Meeting Agenda

(Continued from Page 15.)

11:15 a.m. Lunch at Ewing Manor with a catered meal. While at the Manor we will see a presentation on the history along with a tour. After the tour we will have a garden program (all inside due to the time of year)

Ewing Manor, completed in 1929 in the Channel-Norman style, embodies the grace, practicality, and natural beauty envisioned by its original owner Hazle Buck Ewing.

2:45 p.m. Stop by Midwest Food Bank to hear the history and see the facilities

Midwest Food Bank was started at a McLean County farmstead. It now has four locations in three states. Last year with three locations they served 60 counties in Illinois and 42 counties in Indiana.

4:00 p.m. Return to Parke Hotel

**A herbicide with the work ethic of a machine.**



When weeds are handled automatically, you have time to handle everything else. Let Halex GT do the work for you. Visit [HalexGT-Herbicide.com](http://HalexGT-Herbicide.com) today.

Syngenta  
**Halex<sup>®</sup> GT**

**syngenta<sup>®</sup>**

©2010 Syngenta Crop Protection, Inc., 410 Swing Road, Greensboro, NC 27409. Important: Always read and follow label instructions before buying or using Syngenta products. Halex<sup>®</sup> GT and the Syngenta logo are registered trademarks of a Syngenta Group Company. Syngenta Customer Center: 1-866-SYNGENT(A) (796-4368). [www.FarmAssist.com](http://www.FarmAssist.com)



 **Agrisure<sup>®</sup>GT**  **Agrisure<sup>®</sup>3000GT**  **Agrisure<sup>®</sup>CB/LL**



Roundup, Roundup Ready, Roundup Ready 2 Yield, Genuity, and YieldGard are trademarks of Monsanto Company. Agrisure is a registered trademark of Syngenta Group Company. Liberty Link is a registered trademark of Bayer CropsScience Ag.



# 2012 Annual Meeting Registration

## Registration/Fees

**(Meeting registration deadline is February 7, to avoid \$15.00 Late Registration Surcharge.)**

ASFMRA Members / "Friends"	\$140.00	[ ]
Non-ASFMRA Members	\$165.00	[ ]
Spouses (includes spouse program)	\$90.00	[ ]
Banquet Only	\$45.00	[ ]
Sponsor	Complimentary	[ ]

Total \_\_\_\_\_

Number of Friday Breakfast Tickets Needed (No additional fee required) \_\_\_\_\_

Name \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

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

Telephone \_\_\_\_\_ E-mail \_\_\_\_\_

Name for Spouse/Guest Badge \_\_\_\_\_

[ ] Payment enclosed (Checks should be payable to ISPFMRA)



(Sorry, we cannot accept American Express)

Card No. \_\_\_\_\_ Expiration Date \_\_\_\_\_

**Payment (check or credit card information)  
MUST ACCOMPANY REGISTRATION FORM**

Mail or fax this registration form to:

ISPFMRA

N78W14573 Appleton Ave, #287  
Menomonee Falls, WI 53051

Fax: **262-253-6903**

Telephone: 262-253-6902

---

**Parke Hotel and Conference Center**  
**1413 Leslie Drive**  
**Bloomington, IL**

A block of sleeping rooms has been set aside at the Parke Hotel and Conference Center. Rates for the Annual Meeting is \$89 per night for a king or a double queen. Reservations can be made by calling the hotel directly at **309-662-4300**. The room block is in the name of **Farm Managers and Rural Appraisers**

**Reservations must be made by January 24, 2012**

# Our Commercial Sponsors

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

## Platinum Level

AgriGold Hybrids  
Bayer Crop Science  
LG Seeds  
Livingston Barger Brandt & Schroeder  
Monsanto  
Pioneer Hi-Bred International  
Wyffels Hybrids

## Gold Level

1st Farm Credit Services  
BASF  
COUNTRY Financial  
Farm Credit Services of Illinois  
RCIS

## Silver

Agricultural Soil Management (ASM)  
Stone Seeds  
Syngenta Crop Protection.

## Bronze

AgroTain International  
Great Heart Seed Company  
*LandOwner* Magazine

Please show your support and purchase Products/Services from these companies whenever it is appropriate to do so.



OUR SEED. YOUR SOIL. TOTAL SUCCESS.

# THIS IS BIG.

At LG Seeds, our focus is on one thing—helping you achieve the highest yields possible.

Contact Jim Nelson at 1.800.752.6847 or email [jim.nelson@lgseeds.com](mailto:jim.nelson@lgseeds.com) today to learn more.



# Scholarship Auction set for Feb. 16

by Rick Hiatt, AFM, Scholarship Chair

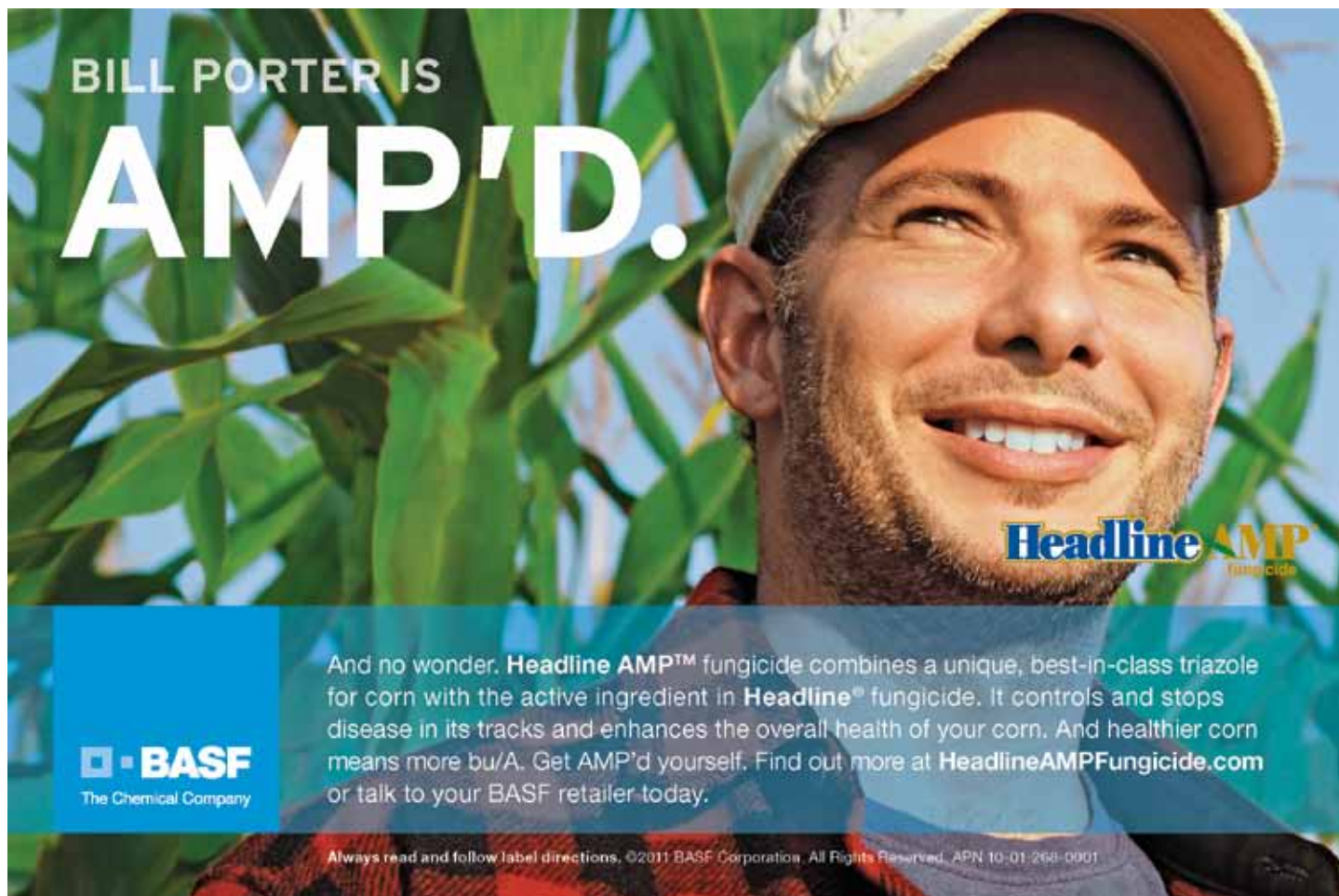
The Annual Meeting Auction is scheduled to start at 5:30 p.m. Thursday February 16, in conjunction with the reception before dinner. Once again the Memorial Scholarship Committee is asking members to bring items for the auction. The proceeds are used to provide scholarships to students who are concentrating their study in the field of Management, Appraisal or Finance. The proceeds from the scholarship are designated by the buyers to one of our four cooperating universities, those being: University of Illinois, Western Illinois University, Illinois State University and Southern Illinois University.

Popular auction items are restaurant dinners, prints, wine, collegiate clothing and memorabilia, golf packages, racing packages, hunting packages, vacation packages, party baskets, wagons and of course the always interesting antique farm tools. Special item is the "PCA sign". Much fun and competition takes place for an hour, all to support student scholarships.

Each year we have a 50/50 drawing and we sincerely thank everyone for participating. This year the proceeds will be used for ASFMRA's Summer Education Week scholarship. We help 2 or 3 students attend the opening night by providing some funds for travel and lodging. Students can meet potential employers first-hand and

network for a job. Students are allowed to attend the education classes hat week which our members attend. I am looking for a corporate or non-corporate sponsor to match the proceeds of the 50/50 drawing for the SEW scholarships. Oh, and I must not forget the inside competition that takes place between Winnie Stortzum and Thomas Wargel for who can sell the most 50/50 raffle tickets. This year there will be a nice prize, so who will you support?

You do not want to miss the auctioneer entertainment and the fun! Call me with your donation or sponsor today. 815-842-2344 or email at [rhiatt@mchsi.com](mailto:rhiatt@mchsi.com).



**BILL PORTER IS  
AMP'D.**

**Headline AMP**  
fungicide

And no wonder. **Headline AMP™** fungicide combines a unique, best-in-class triazole for corn with the active ingredient in **Headline®** fungicide. It controls and stops disease in its tracks and enhances the overall health of your corn. And healthier corn means more bu/A. Get AMP'd yourself. Find out more at [HeadlineAMPFungicide.com](http://HeadlineAMPFungicide.com) or talk to your BASF retailer today.

**BASF**  
The Chemical Company

Always read and follow label directions. ©2011 BASF Corporation. All Rights Reserved. APN 10-01-268-0001

# ISPFMRA Proposed 2012 Budget

\*To be voted upon during the annual Business Meeting on Thursday, February 16.

---

Annual meeting	22,000
Appraisal seminars	15,000
Corporate Sponsorships	16,000
Dues -- Regular	17,000
-- Friends	1,500
Summer Tour	4,500
Farmland value report	32,000
Land value seminar	15,000
Scholarship income	1,000
Management seminars	1,000
Misc. income	300
Interest income	50
<b>Total income</b>	<b>\$125,350</b>
Summer tour expense	4,500
Land value effort	28,000
Annual meeting	27,000
Bank fee expense	2,000
C-FAR expense	250
Corporate sponsorship	1,500
Education - appraisal	13,000
- management	1,000
G & A expense	34,000
Government affairs	500
Membership development	5,000
Scholarship expenses	1,000
Misc	80
Newsletters	800
Public relations	500
<b>Total expense</b>	<b>\$119,130</b>
<b>Net income</b>	<b>\$6,220</b>

---

## 2012 Illinois Land Values Conference

### Wednesday, March 21

- 7:00 a.m.** Registration opens
- 8:00 - 5:00 p.m.** **7-Hour National USPAP Update Course**  
**Course Description:** The underlying theme of all sections are USPAP requirements for ethical behavior and competent performance by appraisers. Discussion will focus on specific USPAP revisions and afford you the opportunity to apply this information through case studies and a review of frequently asked questions and responses of various USPAP topics. The material emphasizes the role of the appraiser, the appraiser's impartiality associated with this role, and helps clarify concepts such as scope of work and when USPAP applies. The special responsibilities of the appraiser with regard to impartiality are explored in detail. Fees include all necessary materials, luncheon. Instructor -- Andrews Brorsen, ARA
- The 2012-13 USPAP becomes effective on January 1, 2012, so Illinois appraisers must take the course on or before June 30, 2012.
- 9:00 a.m. - Noon** **CORE A "Illinois Real Estate License Law"** Cor 1654 - 564001718 3 hours / core credit  
This is a comprehensive course of study in Illinois license law and issues for real estate licensees. Instructor -- Norm Willoughby
- Noon** Luncheon not included. Register separately
- 1:00 - 4:00 p.m.** **Core B "Disclosure and Anti-Trust Issues in Real Estate"** Cor 1655 - 56401820  
3 hours / core credit. This course provides an in-depth study of property disclosures and anti-trust issues for real estate licensees. Instructor -- Norm Willoughby
- Note: Core A and Core B courses are sponsored by the Illinois Association of REALTORS® in conjunction with the Decatur Association of REALTORS® and RLI.
- 4:30 - 6:30 p.m.** Wine/Cheese Reception included with all registrations

### Thursday, March 22

- 7:00 a.m.** Registration / Continental Breakfast
- 8:00 a.m.** **"Upcoming changes in the New Farm Bill"** Nick Paulson, assistant professor in agriculture and consumer economics, University of Illinois College of ACES
- 8:50 a.m.** **"Land Investments from a Global Perspective"** Adrian Fay, Midwest AgriBusiness Innovation Network / grower in central Illinois and South America
- 10:00 a.m.** Refreshment Break
- 10:15 a.m.** **"Changes in Farm Leases and Cash Rent Arrangements"** A panel discussion featuring: Timothy Harris, AFM, moderator, Capital Agricultural Property Services; Ed Kiefer, AFM, ARA, Hertz Farm Management; and, Doug Greiner, AFM, Farmers National Company
- 11:15 a.m.** **"2012 Farmland Values and Lease Trends Report"** Don McCabe, AFM, Soy Capital Ag Services, Gary Schnitkey, Ph.D., University of Illinois  
A complimentary copy of the 2012 *Illinois Farmland Values and Lease Trends Report* is provided to all registrants.
- Noon** Adjournment

## Registration

(Register before March 8 to avoid a \$35 late registration fee)

### Wednesday, March 21

7-Hour National USPAP Update Course	[ ] \$ 210 ASFMRA Members
(includes materials, noon luncheon, reception)	[ ] \$ 225 Non-Members
Core A and B Courses with lunch	[ ] \$ 80
Core A Real Estate License Law	[ ] \$ 40 (Noon luncheon separate)
Core B Disclosure and Anti-Trust Issues	[ ] \$ 40 (Noon luncheon separate)
Luncheon	[ ] \$ 25

### Thursday, March 22

General Registration	[ ] \$50 (includes Wednesday evening reception)
----------------------	---

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

Company \_\_\_\_\_

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

e-mail address \_\_\_\_\_

(Required for registration confirmation)

Telephone \_\_\_\_\_

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



(Sorry. No American Express)

Submit registration form to: **ISPFMRA**

**N78W14573 Appleton Ave., #287**

**Menomonee Falls, WI 53051**

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

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

### **Parke Hotel and Conference Center**

**1413 Leslie Drive**

**Bloomington, IL**

A block of sleeping rooms has been set aside at the Parke Hotel and Conference Center. Rates for the Land Values Conference is \$89 per night for a king or a double queen. Reservations can be made by calling the hotel directly at **309-662-4300**. The room block is in the name of **Farm Managers and Rural Appraisers**

**Reservations must be made by February 26, 2012**

Sponsored by

Illinois Society of Professional Farm Managers and Rural Appraisers

Illinois Association of REALTORS®

in conjunction with

Illinois Farm and Land Chapter of the REALTORS® Land Institute

University of Illinois College of ACES





N78 W14573 Appleton Ave., #287  
Menomonee Falls, WI 53051

262-253-6902  
Fax: 262-253-6903

Website: [www.ispfmra.org](http://www.ispfmra.org)  
E-mail: [ISPFMRA@countryside-marketing.com](mailto:ISPFMRA@countryside-marketing.com)

November 3, 2011

Subject: NOMINATION of OFFICERS for 2012

Dear ISPFMRA Member:

The By-Laws of the Illinois Society of Professional Farm Managers and Rural Appraisers (ISPFMRA) require that the membership be notified of the individuals nominated to serve as officers by the Nominating Committee prior to the ISPFMRA's Annual Meeting.

The 2012 nominating committee communicated via conference call and agreed to nominate Norbert Soltwedel, RPRA, for the office of Vice President.

The nominations were submitted by the nominating committee for the election for the Officers to serve in 2012 are:

President: Richard Grever, AFM  
President-Elect: Bruce Huber, AFM, ARA  
Vice President: Norbert Soltwedel, RPRA

The Bylaws of the ISPFMRA further state that the membership may nominate additional candidates for the above offices. According to the Bylaws (Article 10, Section 7), a member may be nominated for any office, and will be placed on the ballot, if a nominating petition is submitted containing 15 or more signatures of voting members and the signature of the nominee indicating a willingness to serve if elected.

Election of officers will be held at the annual meeting and approved by 2/3 vote of the voting members present constituting a quorum. Voting members are those with the Accredited, Professional, Academic or Retired classifications.

Unless there are additional nominations for the above offices, there will not be a mailed ballot to the membership and the above officers will be elected to their respective offices at the Annual Meeting in February.

Respectfully Submitted

Bret Cude, AFM, CCA

**President**

Mark Wetzel, AFM  
First Financial Bank  
One Towne Centre  
Ste. 200A  
Danville, IL 61832  
Ph: 217-554-1377  
[mwetzel@first-online.com](mailto:mwetzel@first-online.com)

**President-Elect**

Rich Grever, AFM  
Hertz Farm Management  
143 N. Second St.  
DeKalb, IL 60115  
Ph: 815-748-4440  
[rgrever@dek/hfmgmt.com](mailto:rgrever@dek/hfmgmt.com)

**Vice President**

Bruce Huber, ARA, AFM  
Hickory Point Bank Ag Scvs.  
225 North Water Street  
Decatur, IL 62525  
Ph: 217-872-6291  
[bruce.huber@adm.com](mailto:bruce.huber@adm.com)

**Academic Vice President**

Phil Eberle  
Carbondale, IL 62901  
Ph: 618-453-1715  
[eberlep@siu.edu](mailto:eberlep@siu.edu)

**Secretary/Treasurer**

Gary Schnitkey, Ph.D.  
University of Illinois  
300A Mumford Hall  
1301 West Gregory Drive  
Urbana, IL 61801  
Ph: 217 244-9595  
[schnitke@uiuc.edu](mailto:schnitke@uiuc.edu)

**Past President**

Bret Cude, AFM, CCA  
Farmers National Company  
P.O. Box 248  
Nashville, IL 62236-0248  
Ph: 618-327-9242  
[bcude@farmersnational.com](mailto:bcude@farmersnational.com)