



Spring 2008

Members Receive National Recognition

Grever is Named Farm Manager of the Year; Guither Receives Prestigious Doane Award

Two Illinois Chapter members received the highest levels of recognition available from the American Society of Farm Managers and Rural Appraisers at the organization’s annual meeting held in San Diego in February.

Farm Manager of the Year

Richard Grever, AFM, a 26-year veteran with Hertz Farm Management, based in DeKalb, was named “Farm Manager of the Year.”

Grever has built a client base providing management and appraisal services that now includes 81 clients and land owners representing more than 23,000 acres in 34 counties across Illinois and Missouri.

A University of Illinois graduate, Grever has been awarded several prestigious conservation awards in the past including being named the 2004 State Farm Manager Conservationist by the Association of Illinois Soil and

Water Conservation Districts. He is also actively involved and works with Pheasants Forever and other wildlife organizations.

Grever joined the Illinois Chapter in 1982 and received his AFM designation in 1986.

The award is sponsored by Syngenta and *AgProfessional* magazine.

Doane Award to Guither

Harold D. Guither, Ph. D., AAC, professor emeritus of agricultural economics at the University of Illinois, was presented with the D. Howard Doane Award at the annual meeting .The award is the highest the organization bestows on members.

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International Congress Program, Tours Quickly Gaining Momentum

The 2009 International Farm Management Congress has now become a legal entity and is quickly developing into a really great event,” says Mac Boyd, ARA, Illinois Chapter president. “In December IFMA17 became IFMA17 - NFP, a not-for-profit business in Illinois. As such, it is now a legal entity with its own banking accounts, insurance, and business status.”

“We have also applied for tax-exempt status from the IRS because the Congress is an agricultural education organization,” Boyd explains.

He explains that the name of the Congress, IFMA17, comes from this being the 17th Congress sponsored by the International Farm Management Association, the for-

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Mac Says

by Mac Boyd, ARA
President
Illinois Society of Professional
Farm Managers and Rural Appraisers



What a great time to be working in the land business!! Most of you are having a great year and our Illinois Society of Professional Farm Managers and Rural Appraisers is having a super year as well.

American Society honors: Our members took some of the top honors at the Annual Meeting of the ASFMRA in San Diego in February. Harold Guither, Ph D., AAC, was the recipient of the D. Howard Doane award, which is one of our oldest and most prestigious awards in the Society. Harold is very deserving of this award and we congratulate him for his honor. Harold has done so much for both our national and state associations over the years and we look forward to continuing to work with him in the future. Rich Grever, AFM, from the DeKalb office of Hertz Farm Management Company, was awarded the Professional Farm Manager of the Year award. This was presented to him by Syngenta and *Ag Professional* magazine. The award is given annually to the member who offers exemplary service to his clients. Congratulations, Rich.

A third award was given to Max Armstrong, who many of us consider to be a member of our Illinois Society because of his close association with the chapter over the years. Max was awarded the Meritorious Service in Communications Award. We are fortunate to have Max and Orion Samuelson, his broadcast partner, to assist us in communicating our message to the public. We applaud WGN for bringing them to us on a regular basis.

The National FFA organization also took home the Carl F. Hertz Distinguished Service in Agriculture Award. Many of us have our roots in activities with the FFA.

We also want to applaud Ray Brownfield, AFM, ARA and Fred Hepler, AFM, AAC, for their tours of duty on the American Society front. Ray has finished his National Presidency, but is still working on council as past president this year. Fred has been District Vice President for the last three years and has represented us well with the ASFMRA. Thanks to both of you for carrying the Illinois Society's banner at the national level.

Our land values convention in Morris was another great success. Our attendance was down a little, but the speakers were great and the land values book was outstanding. Congratulations to Bob Swires, AFM, for the great leadership. I know that Bob would want to applaud Tom Wiggins, AFM, who headed advertising; Don Cochran, ARA, and Chuck Knudsen, ARA, RPRA, who headed data collection; Doug Deininger, AFM, who headed the great program; and the University of Illinois and Gary Schnitkey, Ph. D., who put all the figures together for us. Great job guys! It is getting us great recognition as a chapter as it keeps everyone informed on Illinois land values and cash rents. We all look forward to bigger and better things from this program next year and beyond.

Our summer tour is coming up on June 17 - 19 in St. Louis. Dan Davis has a great

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Congratulations to Grever, Guither *(Continued from Page 1)*



Hertz Farm Management's Rich Grever, AFM, right, receives the 2008 Farm Manager of the Year Award from Brent Rockers, sales Manager with Syngenta Crop Protection.

The Doane Award is named after D. Howard Doane, who was most widely known as the founder and long-time Chairman of the Board of Doane Agricultural Services, which is the oldest, and for decades was the largest, farm management, appraisal and agricultural research organization in the United States. He is considered the 'father' of the farm management profession.

In receiving the award, Guither commented: "I want to thank the Illinois Society board for nominating me for the D. Howard Doane Award. Knowing D. Howard Doane in person and his high ethical and professional standards makes this award very special. My six years working for the Doane organization in St. Louis gave me a special opportunity to know Mr. Doane and his senior officers who were involved in founding the American Society. Usually this award is most appropriately given to a working farm manager or rural appraiser so I felt especially honored to be included in this distinguished group of leaders who have been previously honored."

Guither has a long history of service to agriculture in Illinois since he joined the University of Illinois Cooperative Extension Service in October 1956. He earned a Ph.D. from the University of Illinois in 1962 and joined the University of Illinois faculty as an assistant professor in Agricultural Extension. He rose through the ranks to become professor of Agricultural Policy in 1974.

Guither served as the Illinois representative to the North Central Public Policy Education Committee from 1970



Harold D. Guither, Ph. D., AAC, right, receives the D. Howard Doane award from Arthur Clapp, ARA, chairman of the ASFMRA Awards Committee.

until his retirement. He served as secretary of the North Central committee in 1977-78 and as chair in 1979-80. He was a North Central representative to the national policy committee in 1984-88.

Guither pursued excellence in policy education throughout his career. He spent sabbatical leaves working for Congressman Paul Findley and as a national program leader for Extension Service - USDA. He chaired the 1971-75 "Who will Control U.S. Agriculture?" project and provided major contributions to numerous policy education efforts of the past twenty years, including, "Your Food" (1976-77), "Speaking of Trade" (1977-78), "The Farm Credit Crisis: Policy Options and Consequences" (1985), and "Making Your Views Known on Public Policy Issues" (1992). He also organized and conducted national surveys of producer preferences prior to each recent farm bill.

To commemorate the 75th Anniversary of the American Society of Farm Managers and Rural Appraisers, Guither wrote [Land Management and Valuation 1929-2004 – 75 years of Professional Farm Management and Rural Appraising.](#)

He served 10 years as secretary-treasurer of the Illinois Chapter and as editor and co-author of the 40th, 60th and 75th anniversary histories of the Chapter. The Illinois Chapter presented Guither its Hall of Fame award in 1995 and Service to Illinois Agriculture award in 2005.

At ASFMRA in San Diego



A Big Meeting for Illinois Chapter Members

The Illinois Chapter had the largest group of members at the ASFMRA Annual Meeting held in San Diego in February. The entire group is shown above. It was also a meeting that cited a number of Chapter members for their contributions to the Society. Winnie Stortzum, ARA, shown at left, chaired the ASFMRA Bylaws Committee. According to her, "The bylaws were changed at our February meeting. What we basically did is tremendously shorten them. We took the Standards of Practice and Code of Ethics out of them and made those stand-alone documents. We also took sections that were more Policy and Procedural items and put them into a Policy and Procedures Manual."

Illinois leadership (photo, lower left) represented at the Society's Council meeting were Chapter President-Elect Fred Hepler, AFM, AAC; President Mac Boyd, ARA; and, Vice President Bret Cude, AFM, CCA.



Stepping down from ASFMRA positions were Ray L. Brownfield, AFM, ARA, who had served as ASFMRA President, and Hepler, who had completed his term as District III Vice President.

Illinois Chapter members Rich Grever, ARA, and Harold Guither, Ph.D., AAC, were honored with presentations of the Farm Manager of the Year Award and the D. Howard Doane Award, respectively. (See separate article beginning on Page 1.)

Members Urged to Attend Annual Leadership Institute

Chapter members are encouraged to take advantage of this unique opportunity to enhance leadership skills and gain useful tools they can apply to their professional life by attending the 2008 Leadership Institute which will be held **Sept. 13 - 17 in Washington, D.C.**

"I've been there," says Chapter President Mac Boyd, ARA. "This is an absolutely great opportunity to get a birds-eye view of your government in action." Attendance at this leadership training is available and beneficial to managers, appraisers and consultants. Tuition to attend is \$595 and includes a shared sleeping room. If you desire a private room, delegates are required to pay the additional costs for the nights you stay. Airfare to Washington, DC and back, plus any incidental expenses and meals are the responsibility of the individual members. "Keep in mind, though, that the Illinois Chapter provides for \$600 scholarships for up to four members each year," Boyd notes. These funds are available on a first-come, first-served basis.

"It Broadens your perspective.

"The trip gave me real insight into how things happen on the Hill and the USDA Congressional speakers arranged by Macon Edwards provided the chance to find out what goes on behind the scenes and for one-on-one question and answer time. From the visit to USDA and chance to visit with Deputy Director of Ag I learned the importance and role of congressional aides in the legislative process. There are lots of young people (20 to 25) working as aides. The DuPont tours and chance to meet with top executives there gave insight into their focus and the big picture of corporate agriculture.

"A group of us (6-7) walked to the Vietnam, Korean, FDR, and Lincoln Memorials at 9 p.m. one evening and viewing those at night was a moving experience. It was a great opportunity to meet and get to know ASFMRA members from all over the country. The Leadership Institute is well organized and Doug Reeves does an outstanding job. It was very enjoyable and something everyone should do"

Ed Kiefer, AFM
Class of 2007

"We all go through the daily grind of deadlines and seemingly urgent commitments that seem to keep us from participating in events like the Leadership Institute. I'm as guilty as anyone, until last September. I took the time to participate in a trip that has, for me, developed a better understanding of how Washington D.C. and our government works. How many times have you had a personal meeting with your U.S. congressman? How often do you get the opportunity to sit down at dinner and pick the brain of a Fortune 500 company CEO? The Leadership



2007 Leadership 'Class'

Details on the Institute plus registration information are available at <http://www.asfmra.org/meetings/?fa=liMeetings>

Institute gave me the opportunity to meet with policy makers and develop contacts for both current and future concerns in government and private industry in the matter of a few, well organized, days. People in D.C. are glad to see Illinois voters coming to visit them – not just beltway-based lobbyists. With the many facets of government interaction with our industry right now – be it ethanol, crop insurance or 1031 exchange involvement – I would love to go back!



"I would strongly encourage you to take the time to attend. Sometimes the things that aren't the most urgent, can become the most important, and this is an opportunity to really provide input in shaping public and agricultural policy. Consider it, and Go! – you'll find it well worth your time.

Dave Klein, AFM
Class of 2007

(Dave is shown above outside the White House between Jerry Hicks, AFM, and Jim Schroeder, AFM, during their Sept. 2007 visit to Washington, D.C.)



Illinois Farmland Values - - At a Glance

by Bob Swires, AFM

General Chairman, 2008 Illinois Land Values Survey and Conference

Illinois is an exciting state with diversity in land, communities and an exciting group of citizens, that are all reflective of the Illinois Society of Professional Farm Managers and Rural Appraisers membership throughout the state who assist landowners in management, appraisal and all facets of farmland ownership.

The professionalism of this group is reflected in the information and details of the various regions included in this Report. The ISPFMRA regional chairs and members report activity in their “neighborhoods”, reflecting the 2007 activities for farms and land holdings. Each region is unique, and yet there are some common themes throughout the state.

As the general chairman, I have an opportunity to look at all of the reports and reflect on common trends and individual characteristics of the various regions. Following are some of those observations:

1. In 2007 the number of sales and increases started out slowly, especially during the summer months. As harvest confirmed good-to-excellent yields and with firm-to-increasing grain prices, land prices increased sharply and more farmland became available for sale during the last three months of the year.
2. More regions identified a wider range of values in each productivity category than in past years.
3. There were fewer 1031 buyers.
4. Little or no land sold for residential development. In fact, some development holdings were put back on the market. The few 1031 buyers were sellers of commercial development property, not residential.
5. The number of farmer buyers increased across each region.
6. Investors tended to buy land in the excellent-to-good productivity categories, and farmers in the good-to-average productivity categories. This may have reflected fewer dollars to invest in the lower categories and farmers as long terms holders, willing to accept less liquidity that the less productivity categories may bring.
7. Some areas saw increases in the number of auction sales versus private sales.
8. Demand for recreational properties continues to be strong across most regions, especially near metropolitan areas.
9. Rural residential sites continue to have excellent demand (people want big back yards), especially near larger cities and in areas with rural water systems.
10. Few regions mentioned any new bio-fuel activity, but several mentioned wind farms, especially the Central, North and West Regions.



11. High commodity prices pushed land values and cash rents up. People are looking over their shoulder, however, due to the yet-to-be-decided 2008 USDA programs and soaring input costs.

Farmland prices were up in 2007. The table on the next page shows the average in each third of the state, with some steady and other categories up 20 percent. This year had one of the highest overall increases, and continues a multiple year stream of increases in overall land values. This increase appears to be driven by higher commodity prices as opposed to tax redemption (1031) issues that may have impacted supply and demand in past years.

	Excellent Productivity	Good Productivity	Average Productivity	Recreational Land
Northern Regions (1 & 2)	+12%	+6%	+7%	--
Central Regions (3, 4, 5, 6 & 7)	+17%	+13%	+13%	+10%
Southern Regions (8, 9 & 10)	N/A	+8%	+12%	+9



Several regions indicate slow-to-steady increases in the first six to eight months of 2007, followed by a strong increase in the final three months of the year. The farmer/buyers were making sure they had a good crop to harvest. Once that was in place and grain prices stayed up, they quickly became aggressive buyers.

Region 1 (Northeast Illinois)

In the Chicago Collar Counties there has been a sharp drop in demand for development land, which is reflected in the transitional tracts being down 15 percent from last year. Some developers are opting to hold the land with the increase in the overall crop rents, while others are putting this land back on the market, testing the reaction. Overall, the number of transactions in the region are down. Continued strong demand for Excellent Productivity tracts, especially from investors and farmers, has increased values (up 7 percent), with several sales in excess of \$8,000 per acre.

High grain prices and competition for additional land has pushed cash rents up sharply to \$235 per acre for the best land.

Region 2 (Northwest Illinois)

All categories here continue to experience very strong demand. The 2007 sales values were steady-to-up over the 2006 sales. The number of transactions, or land on the market for sale, appears to be steady. Top farmland in the Excellent category exceeded \$6,500 per acre with one sale in Henry County at \$7,100 per acre.

Recreational land continues to be in very strong demand as people look for hunting and rural residences away from the Chicago area. The distinction between Recreational tracts and Fair tracts tends to get blurred, especially tracts with non-recreational acres.

Ethanol plants in the area and good river transportation has improved income and is driving cash rents up. Some of the Excellent Productivity properties may command in excess of \$260 per acre cash rent.

Region 3 (Western Illinois)

Farmer/buyers are leading the way to higher land prices. They tend to concentrate in the Excellent-to-Good categories. The large recreational potential along the Illinois River has Fair Productivity ground competing with recreational buyers, depending on its location, access to water (water fowl) and the amount of tillable ground. Some of the recreational ground enrolled in the government programs of CRP and CREP help pay the bill for recreational activities. Recreational buyers tend to be local, but there are a few national outfitters who continue to be a significant force in this area.

Rents on the cropland are up sharply – some in excess of \$300 per acre. Leasing of hunting rights continues to expand with some being \$1,000 per hunter per week in some of the good areas.

Region 4 (North Central Illinois)

This committee reported a noticeable surge in land values from August to December. There was also observation of a wider range of values in the Good Productivity category, which could possibly reflect a slight lag as this market turned up very quickly at the end of the year. Most of the buyers were farmers with a few investors still in the area. Excellent ground was in excess of \$6,400 per acre with Good ground in excess of \$5,300 per acre.



The committee reported Average Productivity ground in the south part of the region was catching up with the north end. This may reflect less interest from 1031 buyers in the north end and a leveling out with the farmer/buyer and investor/buyer looking at the earnings and returns as opposed to the location or proximity to an existing farming operation.

Recreational demand was firm with the north end being a little higher due to proximity to the Chicago urban area. Transitional type tracts were limited, but generally in the \$10,000 to \$12,000 per acre category. Transitional lands were impacted by various governmental incentives to attract commercial development to the area.

Rents are more difficult to determine, leaving owners and operators to consider variable cash rent leases. Exactly how those are treated by the USDA remains a question.

Wind farms are very active in Region 4. The report includes one sale of a tract with a wind tower located on it.

Region 5 (Eastern Illinois)

The increase in Region 5 was modest in comparison to other regions. This area has always attracted outside investors. The Excellent category only had three sales in excess of \$6,000. The Champaign/Douglas County areas tended to have the highest end of the range of sales, with the other counties on the lower end of the range of values. Reasonable demand but limited supply kept values moving upward.

The Good and Average tracts tended to lag in overall value. With the higher incomes, they have started to attract the attention of farmers and investors for a more attractive rate of return. They are projecting cash rents to increase anywhere from 15 to 30 percent.

Mattoon was the winner of the FutureGen competition, but its future is now in question. There is also another coal gasification plant seeking to locate in the area.

Region 6 (Central Illinois)

Decatur is the center of this region and certainly has excellent transportation and markets for agricultural products. The Excellent tracts were topping over \$6,000 per acre. There is a limited supply of Good and Excellent tracts on the market and that is reflected by a shortening of the time required to market the tracts.

The committee reported a good mix of 1031 buyers, local and non-local investors, and farmer/buyers. The few recreational sales that occurred appear to be up over 20 percent. Cash rent has increased sharply with the excellent grain markets in the area. Compared to 2007, rents appear to be up between 20 and 30 percent. Both land buyers and farm renters appear to be unconcerned about what future USDA programs may bring.

Region 7 (West Central Illinois)

Springfield is in the north central portion of this region. This is a 10-county region of Excellent to Good farms. Excellent farm sales have exceeded \$7,000 per acre and Good farms in excess of \$5,400 per acre. The committee identified the lack of a number of Excellent tracts to buy, and that some of the demand had possibly slid into the "Good" category. The Good-to-Average category prices are increasing sharply. One committee member observed larger tracts of 320 acres or more are continuing to sell for a premium compared to smaller tracts.

Recreational land enjoys very strong demand, especially in the south end of the region, which has more urban influence for recreational property and residential property. Hunting continues to dominate the recreational land. The place for some horses and a big back yard pushes these values up in excess of 20 percent.

The committee identified cash rent ranges of \$1.75 to \$2.20 per productivity index point. On the excellent tracts (PI's 133 to 147) rents will exceed \$300 per acre. Share rents likely will get supplemental cash rent of \$20 to \$40 per acre.

Region 8 (Southwest Illinois)

The cropland in Region 8 is Average or in the Fair category. This region is located east of St. Louis, with the western portion of it coming under urban development influences. Average category farms in that area are selling in the \$5,000 to \$7,000 per acre range. As you drift east, that number declines into the \$3,500 to \$5,000 per acre range.

The Fair tracts typically have some non-tillable portions. Strictly agricultural ground sells for \$3,000 to \$3,500 per acre. Some of these tracts get blended into the Recreational type properties. Recreational ground continues to have strong demand. Land closer to urban areas is in the \$2,500 to \$4,000 category.

The value for Transitional land is continuing to drop, especially in the residential type areas. Limited demand for commercial development property is in the \$10,000 per acre range.

Cash rents are up about 5 percent. In 2007 the corn yields were good and the soybean yields were down as a result of dry weather. This made producers a little more cautious, and the rents are more reflective of the variable productivity of soils in Region 8.



Region 9 (Southeastern Illinois)

Most of the buyers are farmers adding onto existing operations. As a result, location is probably a stronger influence on price than is the productivity of the underlying soils. The number of sales is relatively steady, reflecting a pre-2006 trend of a lower number of transactions for the year. With a limited supply and good demand, prices overall are up 15 percent. Average tracts are in the \$3,600 to \$4,250 per acre range while Fair tracts are at \$3,000 per acre.

Leases in this area tend to be of the share-rent variety which have a natural increase with higher crop prices. The few cash rent leases in the area will likely increase between \$20 and \$30 per acre.

Region 10 (Southern Illinois)

The Good and Average tracts in this area are up 9 percent. The number of transactions are generally steady, possibly a little less. In the area of Gallatin and White Counties, you can find some farms with high productivity indexes that are selling at upwards of \$5,000 per acre. The committee here confirms the statewide trend of a wide range of values within the same general category (see Region 10 "Good" chart). The committee was not aware of any 1031 buyers in the area with most buyers being farmers adding to existing operations. Farmers in the past purchased this recreational type land and utilized it for pasture or simply timber production. There continues to be excellent demand from non-agriculture buyers for recreational tracts, seeing that land rise in the \$2,000 per acre category with a 13 percent increase over 2006.



Crop share leases are the predominant lease in this area. The few cash rent leases tend to run from \$100 per acre for Average type land to \$150 per acre for Good land. Landowners in the area are beginning to more strongly consider cash rent type leases.

Overall Summary

What an exciting time to be involved in agriculture! Changes are coming at the speed of a brand new high-tech computer in an industry that only recently retired their slide rule and paper and pencil. We are also seeing record prices for inputs such as seed and fertilizer. Interest rates are some of the lowest in a long time.

All of these factors may contribute to a fairly common theme of a wide range of values of similar type land that is being reported across the state. The rapid increase in changes may have caught some sellers and some buyers in an information void and not fully aware of the land market dynamics. A rocky stock market in the sub-prime mortgage meltdown is causing some investors to look at buying tangible assets, i.e. farmland. Will a recession impact the demand and price for recreational properties and rural residential sites?

Members of the Illinois Society of Professional Farm Managers and Rural Appraisers are abreast of all of the changes of every facet of farms and farming issues.

Mark Your Calendars

June 17-19, 2008

ISPFMRA Summer Tour
Fairview Heights, IL

July 13-18, 2008

ASFMRA Education Program
Omaha, NE

September 25-26, 2008

ISPFMRA Annual Meeting
Decatur, IL

November 10-16, 2008

ASFMRA Annual Meeting
San Antonio, TX

July 19 - 24, 2009

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

Summer Tour Offers Education, Baseball, Networking Opportunities

Unique, interesting and otherwise probably-never-see sites are all part of the upcoming 2008 ISP-FMRA Summer Tour which will be held June 17 - 19. All activities will be based out of the Four Points by Sheraton in Fairview Heights, IL, just a few minutes east of St. Louis.

“We realize a lot of the Chapter’s members never get down this way to spend any real time touring and getting to know the area,” says 2008 Summer Tour Chairman Dan Davis, AFM, ARA, based in nearby Columbia, IL. “We’ve gotten together a group of local members and they have organized a really great two days of activities that will give all the members an opportunity to see some things they might never otherwise see.” He notes that a ‘dry-run’ of the sites and some of the activities was done in December 2007.

Members of the Missouri ASMFRA chapter are being invited to participate in the entire program.

Education Offering

Plans are currently underway to host an all-day education program on Tuesday, June 17. “We are working at getting a program that will qualify for state continuing education credits,” reports Appraisal Education Chairman David Ragan, ARA. Registration for the education program will be separate from the Summer Tour. More detailed information is in this newsletter.

Baseball at Busch Stadium Courtesy of Monsanto

Tuesday evening activities will open with a trip to Busch Stadium where the 2006 World Series Champions St. Louis Cardinals will play the Kansas City Royals. Monsanto has arranged for the group to watch the game from the new and exclusive Champions Club. Because only 75 tickets are available in the group’s block, registration for this activity (\$60) is separate from the regular tour. This fee includes bus transportation to and from the game, an admission ticket and all-you-can-eat buffet and beverage service in Champions.

“The opening pitch is set for 7:15 p.m. so we will be leaving the Four Points around 6 p.m. and returning at the end of the game,” Davis says.

“We are asking that everyone leave from and return to the Four Points. We will distribute all tickets as we load the bus,” Davis stressed. “People will need to reserve a seat on the buses because we have to have an accurate count.”

A Full Wednesday

A full schedule is planned for Wednesday, June 18 with an early morning continental breakfast followed by bus departure set for 8 a.m.

“We’re going to start out the day by visiting the Italgrani USA River Terminal and flour mill on the west bank of

the Mississippi River in St. Louis,” says Mark Weber, ARA, a planning committee member.

The heart of the company’s industrial operations is located in St. Louis, with a 4 million-bushel grain elevator and one of the world’s largest single line durum wheat mills (daily capacity of 15,600 cwt of prime product per day). This mill was originally built in 1987 and has been expanded several times since the initial construction, as well as being continuously updated with new milling technology.

From Flour Directly to Pasta

As the flour is processed at Italgrani, it is moved by pneumatic tubes across the street to the facilities at New World Pasta, the leading dry pasta manufacturer in the United States. Brands which may be familiar to tour-goers include American Beauty, Creamette, Prince, Ronzoni and



San Giorgio. The company also supplies pasta products manufactured under private label agreements.

Now, On To Lunch

Once everyone’s appetite has been stimulated, it will be time to board the buses and make the short trip across town to visit Monsanto World Headquarters where the group will be served lunch. Top management executives from the company will be on hand to address and answer questions regarding current and future issues the company is exploring.

If You Visit St. Louis You’ve Gotta Visit.....

The afternoon will be capped by a walking tour through the brewery operations of Anheuser-Busch Brewing Company, parent of the self-proclaimed “King of Beers.”



Attendees will learn about the rich brewing heritage of Anheuser-Busch and how fresh beer is brewed and packaged today. The tour provides an opportunity to see state-of-the-art facilities, including brew houses, beechwood aging cellars and packaging facilities.

Guests will follow the making of Budweiser from all natural ingredients such as barley malt, rice, hops, yeast and water to the full-bodied, crisp-tasting, refreshing brew loved across the globe. Following the tours, guests 21 years of age or older are invited to enjoy complimentary

samples of Anheuser-Busch products including seasonal brews. Soft drinks and snacks are also served.

A Quick Stop, Then Off to Dinner

From there the buses will return to the Four Points for a short “freshen” time before loading up again to go to the World Shooting Complex at nearby Sparta, IL. Dinner will be served here by the locally-famous 17th Street Bar & Grill. Those so inclined will be able to try their hand at any number of shooting activities including sporting clays. Firearms will be available on-site for a nominal fee.



From Limestone to Locks and Dams

Thursday morning, June 19, will start off with an early-morning breakfast buffet before loading onto buses for a quick ride to Bussen Quarries, Inc., a huge limestone quarry, underground warehouse and river terminal.

The Bussen family has been mining crushed limestone to service the St. Louis area aggregate needs since 1882! With three production sites, they are one of the largest crushed stone producers in the Midwest area. They will try to time a blast while we are visiting the site.

The Bussen Underground Warehouse is a limestone mine that was engineered and mined for the specific purpose of creating a climate controlled warehouse.

The constant year-round temperature within finished space is between 65 and 72 degrees. It provides an ideal working temperature for employees. Several tenants have added cooling capacity to bring the temperature down to zero degrees for freezer space, or 35 degrees for cooler space.

They have enjoyed utility savings of up to seventy percent!

The warehouse has state-of-the-

art safety features for fire and smoke detection, carbon monoxide detection, and fresh air ventilation. Utilities are provided by Ameren UE, St. Louis county water, and the metropolitan sewer district.



Final Stop -- Melvin Price Locks and Dam

Melvin Price Locks and Dam is located on the Upper Mississippi River at river mile 200.78, two miles downstream from the original Lock and Dam No. 26, near

Alton, IL. Melvin Price Locks and Dam replaced Lock and Dam No. 26.

This is the first replacement structure on the Upper Mississippi River nine-foot navigation project. Construction of the Locks and dam began in 1978 and was completed in 1994, but the structure became partially operational in



1990. The structure consists of a dam – 1,160 feet long with 9 tainter gates, each 110 feet wide by 42 feet high. There are two lock chambers at Melvin Price. The main chamber is 1,200 feet long by 110 feet wide while the auxiliary chamber is 600 feet long by 110 feet wide. In 1990, the first year of operation, 80 million tons of cargo passed through the locks and dam.

The buses are scheduled to return to the Four Points by 1:30 p.m.

Summer Tour Schedule At a Glance

Tuesday, June 17

9 a.m. - 5 p.m. -- Education Programming*
Four Points Sheraton, Fairview Heights, IL

6 p.m. -- Depart for Busch Stadium*

Wednesday, June 18

7 a.m. -- Continental Breakfast/Registration

8 a.m. -- Depart for Italgrani USA River Terminal/
New World Pasta facilities

11 a.m. -- Monsanto Corporation Tour/Luncheon

2 p.m. -- Anheuser-Busch Tour

4:30 p.m. -- Return to Four Points Sheraton

5:30 p.m. -- Depart for World Shooting Complex

9 p.m. -- Return to Four Points Sheraton

Thursday, June 19

7 a.m. -- Breakfast Buffet

8 a.m. -- Depart for Bussen Quarries

11 a.m. -- Luncheon/Program at Melvin Price Locks and
Dam/National Great Rivers Museum

1:30 p.m. -- Return to Four Points Sheraton

Note: All time are approximate

*See separate Registration

2008 Summer Tour Registration Registration / Fees



	<u>Before June 1</u>	<u>After June 1</u>
June 17 St... Louis Cardinals Baseball Game	\$60 []	\$75 []
Bus ticket []		
Summer Tour Registration	\$140 []	\$165 []
Commercial Sponsors	n/c []	\$25 []
Total	_____	_____

Name _____

Company _____

Address _____

City _____ State _____ ZIP _____

Telephone _____ E-mail _____

Name for Spouse/Guest Badge _____

Payment enclosed (Checks should be payable to ISPFMRA)

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

Hotel Reservations

Contact the Four Points by Sheraton Fairview Heights directly at 618-622-9500
or by copying and pasting this link into a Web browser:

www.starwoodmeeting.com/StarGroupsWeb/res?id=0801217373&key=238F9

Room rate is \$92.00 Double or Single (Ask for Illinois Society of Farm Managers group Rate)

Cutoff date for Hotel reservations is Sunday, June 1, 2008

Welcome, New Members

Dorn, Peter

FRIEND
Berthel Fisher
12345 University Ave.
Clive, IA 50325
515-224-6699 - t
515-440-6699 - f
pete@1031buysell.com

Gossett, William C.

FRIEND
521 85th St.
Roseville, IL 61473
309-426-2792 - t
309-426-2792 - f
gossett@maplecitcity.com

Hooker, Jered

FRIEND
Hooker Dairy Farm
29 Cypress Drive
Clinton, IL 61727
217-935-2372 - t
217-935-2372 - f
jeredhooker@yahoo.com

Kaegi, Dale

AFFILIATE
BASF
225 Oak Tree Avenue
Salem, IL 62881
618-548-6020 - t
dale.kaegi@basf.com

McCarty, Charles J.

ASSOCIATE
1723 Windmill Drive
Avon, IN 46123
317-693-2723 - t
317-693-2721 - f
cmc@indy.rr.com

Million, Anita

FRIEND
University of Illinois
506 S. Wright St., Rm. 247
Urbana, IL 61801
217-333-7182 - p
217-239-6720 - f
amillion@uillinois.edu

Palmer, Jerry

Palmer Farms, LLC
3 Broadview Farm
St. Louis, MO 63141
314-469-7384
palmer.jerry@sbcglobal.net

Slock, Todd J.

ASSOCIATE
1st Farm Credit Services
3184 North State Route 23
Ottawa, IL 61350
815-433-1780 - t
815-433-2130 - f
tslock@1stfarmcredit.com

Membership Directory Address, Other Changes

(Revisions are highlighted in **bold** type)

Baker, Seth M., AFM

ACCREDITED
Services: 1, 2, **4**, 6

Alt, Charles R., AFM, ARA

RETIRED
304 N. Second St.
Cessna Park, IL 60924
815-432-2494 - t
815-457-2098 - f
calt@illicom.net

Kestner, Terry

319-277-2017, ext. 1345 - t
319-277-0138 - f
319-215-6564 - cell

Neville, Brian

(217) **477-5820 - t**
(217) **477-5892 - f**

Ray, Doug

rayfarm1@comcast.net

Short, Herbert

bshort8640@aol.com

Strunk, Duane

217-493-5274 - cell

Wetzel, Mark

Busey Ag Services

Worrell-Leka Land Services, LLC

2240 W. Morton
Jacksonville, IL 62650

Got A New E-Mail Address?

Did you think to tell us?

Your chapter uses e-mail extensively in its communications with its members. Not only is it a quick way of communicating, it is also extremely cost-effective.

For that reason, it is important to keep the Chapter up-to-date regarding your e-mail address. If you have had a recent change, make sure we know. Send a note with your new address to: **ispfmra@countryside-marketing.com**

Summer 2008 Education Classes

Appraisal Education

Legal Descriptions for the Layperson

Tuesday, June 17 -- 8 a.m - 5 p.m.

The seminar is designed to give the student a better understanding of the language of legal descriptions. It gives suggestions on handling “problems” or incomplete descriptions. DEED Plotter+ is used in the seminar for illustrative purposes.

You MUST bring your laptop computer and it is suggested that you go to the Deed Plotter page at **www.johnsonmapping.com** download and install the current NET Deed Plotter V. 5 **BEFORE** the seminar. At the Deed Plotter page you will find the 30-DAY Version of the software. After 30 DAYS it will quit working unless you arrange with Johnson Mapping to “unlock” it by purchasing it ahead of the seminar. OR bring your laptop to the seminar with a working CD drive and we’ll load the Deed Plotter software on it for the day. If your computer is typically linked to a network, you will need to have administrative rights to load this software at the site.

Management Education

Customer Service

Tuesday, June 17 -- 1 p.m.

Learning objective is to promote excellence in customer satisfaction.

Highlights

- Good customer service matters
- Your employees treat your clients as they are treated
- The person who answers the door or phone rules the company
- Hire service-orientated people

Effective Negotiating

Tuesday, June 17 -- 2:30 p.m.

Learning objective is to provide manager/consultants with the tools to optimize the negotiating process. Attendees will learn how to arrive at a fair deal without adversarial consequences.

Highlights

- Knowing what you want and have the facts
- Being prepared
- Taking your time
- Not being swayed by emotional games
- Taking as well as to giving
- Controlling your EGO

Document Control

Tuesday, June 17, 4 p.m.

Learning objective is to provide manager/consultants with the tools to understand the value of document control. Attendees will learn how to setup and maintain a document control system and be alert to data security issues.

Highlights

- Acknowledging risk to data breach is ever present
- Implementing appropriate controls to assure current documents are used
- Monitoring control’s effectiveness
- Identifying current documents

**NOTE: ALL classes will be held at the Four Points by Sheraton, Fairview Heights, IL.
Check the hotel upon arrival for room assignments.**

Register today!

Member Non-Member

Legal Descriptions for the Lay Person -- 8 a.m.

June 17, Fairview Heights, IL– Member \$215/Non-member \$295 _____

Effective Negotiating -- 1 p.m.

June 17, Fairview Heights, IL– Member \$35/Non-member \$50 _____

Customer Service -- 2:30 p.m.

June 17, Fairview Heights, IL– Member \$35/Non-member \$50 _____

Document Control -- 4 p.m.

June 17, Fairview Heights, IL– Member \$35/Non-member \$50 _____

Registration deadline for ALL Courses is Wednesday, June 4.

Name _____ ASFMRA# _____

Company _____ Ph _____

Address _____

City _____ St _____ Zip _____ e-mail _____

Make Checks Payable to ISPFMRA . . . or you may pay by credit card (MC or Visa only)

Card No. _____ Exp. date _____

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

Fax to: 262-253-6903

Phone inquiries: 262-253-6902

Visit our web site at www.ispfmra.org for more information.

Hotel Reservations

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www.starwoodmeeting.com/StarGroupsWeb/res?id=0801217373&key=238F9

Room rate is \$92.00 Double or Single (Ask for Illinois Society of Farm Managers group Rate)

Cutoff date for Hotel reservations is Sunday, June 1, 2008

Programs, Tours Coming Together for IFMA 17 Congress

(Continued from Page 1.)

mal host of the Congress. IFMA is based in Cambridge, England and sponsors the congresses every other year.

“Tony King, who serves as the Secretary of IFMA, will be visiting with the IFMA17 management group in June and will be spending 2-plus days reviewing the program, looking at the scheduled meeting locations, and taking a sampling of some of the tours which will be offered,” Boyd explained further.

An Americana Experience

The actual Congress will begin on the evening of Sunday, July 19, with a welcome picnic in Miller Park in Bloomington. “This will be a casual event with an Americana theme,” says Bob Swires, AFM, the official ISPFMRA director serving on the IFMA17 organization. “We’re anticipating barbershop quarter singing groups, cotton candy and hot dogs, and fireworks at dusk. We want every one of our international visitors to get a real feel for summertime in the Midwest.”

The actual meeting program will begin on Monday morning at Braden Auditorium on the ISU Campus. “On Monday, Wednesday, and Friday mornings, we will have guests speakers, panel discussions and other presentations on topics relevant to the theme of the Congress.”

Swires notes that the speakers being asked to participate in the three mornings of presentations are “world class. These will be individuals who are known and respected internationally for their knowledge and leadership in food, fiber and energy, the basic theme points of the Congress.”

“The speaker roster is shaping up like a ‘Who’s Who’ in international agriculture and agribusiness. There will be program elements for anyone involved in today’s agricultural industry. It will also likely be the only time most of us will ever have the opportunity to see and hear many of these guest speakers.”

Call for Papers

During the afternoons of those three days the scientific/academic part of the Congress will take over as the focus will move to Schroeder Hall on the ISU Campus. “The presentation of scientific papers will be held during those three afternoons,” Swires explains. “We anticipate having as many as eight classrooms devoted simultaneously to these presentations which will also focus on the theme of *Agriculture: food, fiber and energy.*”

The ‘call for papers’ will go out to the scientific and academic world on July 1, explains Fred Hepler, AFM, AAC, chapter president-elect and a participant at IFMA16 held in Cork, Ireland in 2007.

“This will also be extremely international as presenters

will be coming from all over the world to participate in the Congress and make their presentations. I listened to many presentation in Ireland and found it fascinating to learn of different agricultural practices from around the world.”

Hepler notes that it is anticipated that Congress registrants will come from upwards to 35 nations. He says English is the language of the Congress and there will be no need for interpreters for any of the programming. “We had some fun teasing the Irish about that,” he notes, jokingly.

Tuesday and Thursday Tours

The Tuesday and Thursday of the Congress will be taken over completely by agricultural tours, explains Ray Brownfield, AFM, ARA, the official ASFMRA director on IFMA17.

“This is the time when we will really have an opportunity to show off ‘our’ agriculture. Many of the tour sites have been selected and many more have yet to be determined,” he explains. “We are doing ‘dry-runs’ of all the possible tour sites to determine and know in advance what our guests will be seeing while they are with us.”

Sites under consideration include agribusiness companies, the river system, and lots of Illinois farms. “I learned at both the Brazil and Ireland Congresses that this is what so many of these people want to see.....fellow farmers. They are muddy-boots people who want to learn and share experiences regarding production agriculture.”

Brownfield attended the Congress held in Brazil in 2005 as well as the Congress in Ireland in 2007.

“This is where the Illinois Chapter members can step up and really take part in the Congress,” he explains. “Every motor coach, and there could be as many as 12 - 15 each tour day, will have an Illinois Chapter member on it as official host. Our guests will look to these members to explain what they are seeing as they travel down the road, to introduce the farms we visit, and to be there for any questions that may come up.

“It will be a wonderful opportunity to get to know some really great international fellow agriculturists.”

Brownfield notes that all the tours and visitation sites will be determined by mid-summer. “It is our intention to announce the tour routes to our members at that time and then ask for volunteers to step forward for the programs for which they want to be involved.”

In the meantime, members are encouraged to monitor the Web site for the Congress to catch up on the latest additions information. Visit www.ifma17.org on a regular basis for program updates.

We Thank Our Commercial Sponsors

We would like to acknowledge our commercial sponsors whose support has greatly enriched the educational programs of the Illinois Society. The following companies provide support and make possible many of the activities of the Illinois Chapter.

Platinum Level

AgriGold Hybrids
Bayer Crop Science
Dow Agro Sciences/Mycogen
Seeds
Monsanto
Syngenta Crop Protection

Gold Level

BASF
Country Insurance & Financial
Services
Pioneer Hi-Bred International

Silver Level

Agricultural Soil Management
(ASM)
Diener Seeds Inc.
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LG Seeds
Schroeder Seeds
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Bronze Level

AgriData, Inc.
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Glenn Brothers
Horizon Genetics
LandOwner Magazine
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Honor a Deceased Colleague with a Scholarship Memorial

Are you looking for a special way to remember a deceased colleague? Consider making a contribution to the ISPFMRA Memorial Scholarship Fund in his or her name.

This is a very unique way to offer tribute to those who have served in the management and appraisal of Illinois farmland. And it is a tribute that continues to give to the future of agriculture in the state. Year-end charitable gifts can be given to the scholarship fund.

For more information, contact Richard Hiatt at 815-842-2344.

Mac Says

(Continued from page 2.)

program lined up. There is a St. Louis Cardinal's ball game night out, sponsored by Monsanto, and a World Shooting & Recreational Complex at Sparta to tour. There are also three new Farm Management CE courses that are being offered for the first time as well as a course for appraisers. This is a part of a total new educational program being brought about by ASFMRA. Dan Davis, AFM, ARA, and his committee are doing an outstanding job and are ready to go.

Our annual meeting will be held in Decatur September 25 - 26. Put it on your calendars now and plan to join us. Bruce Huber, AFM, ARA, and his committee is planning a big program for us with a few surprises in the wings.

This issue of the newsletter has an article about the Leadership Institute which is also in September. We have scholarships available from the chapter to help defray your expenses. Most who attend feel that it is one of the best learning experiences that they have ever attended. You will get hands-on experience about the political processes and procedures that are part of the governmental processes in Washington D.C. The Institute is sponsored by DuPont and includes face-to-face meetings with lobbyists and our Congressmen. Give us a call if you need more information or have questions about how to take part in this event.

Planning for the International Farm Management Congress is in full swing. We will need assistance from many of you to make sure that farm managers from around the world are given a good reception here in Illinois and enjoy learning about and visiting our great state. This meeting will replace our Illinois Society summer meeting in 2009. Join us in Bloomington/Normal next year and help us make it a great event..

2008 is going along extremely well, thanks to efforts of you, the members. The committees are all doing outstanding jobs and I thank you, on behalf of your Board of Directors, for all that you do to make this chapter what it is. I was told about the tradition that we have in our society before I became your president. Now I have experienced what that tradition is all about. It is the professionalism and work ethic of you who step forward and do the job you volunteered to do. I thank each of you for your commitment and professionalism. It makes this job a real learning experience for me, just to watch you all do what you do. You really are the best. Keep up the good work.

Mac

Strunk Honored by U of I ACES Alumni Associations

Duane W. Strunk, AFM, ARA was presented an Award of Merit by the University of Illinois College of Agricultural, Consumer and Environmental Sciences (ACES) Alumni Association during the college's annual award banquet held April 21 in the Illini Union. The Award of Merit is given annually to College of ACES graduates who have made significant contributions to their chosen profession and to the human sciences and food and natural resources industries. Duane is a 1963 graduate of the University.



Strunk is senior executive of Strunk & Associates, a business specializing in farm management, farm appraisal and finance, and farm real estate. For more than 40 years, Strunk has reinforced a strong relationship between the University of Illinois and Champaign County concerning many agribusiness areas.

In the presentation to Duane it was noted that as an alumnus of the college, he has demonstrated exceptional loyalty and leadership, including service on the ACES Alumni Association board from 1982 to 1989. During that time he acted as treasurer, vice president, president, and past president, sharing his enthusiasm and professional expertise.

From 1994 to 1998 Strunk continued to forge valuable partnerships as a member of the University of Illinois Alumni Association. During his tenure he served for two years on the Urbana Campus Alumni Council, acted as chair of the Constituent Review Committee, and chaired the Constituent Committee. He was one of the originators of the Council on Food and Agricultural Research (C-FAR), and he chaired the constituent committee in 1997 and 1998. His farm management experience was the foundation of insightful counsel as he served on the advisory board for the relocation of the college's South Farms.

In his other volunteer work, Strunk is sought after for his skills and easy style. His accessibility, strategic sensibilities, and ability to empower others to think purposefully make him a natural and welcomed leader. Duane's professional activities have included leadership roles in the American Society of Farm Managers and Rural Appraisers, the Illinois Society of Professional Farm Managers and Rural Appraisers, the Realtor's Land Institute at both state and national levels, and the Illinois Agricultural Leadership Foundation. He served as president of ISPFMRA in 1985.

Nominations Sought for Awards

Nominations are being sought for deserving candidates for the Chapter's "Service to Agriculture" and "Hall of Fame" awards to be presented at the Annual Meeting.

The "Service to Agriculture" recognizes an individual in the agriculture community, member or not, who has contributed to agriculture in a manner deserving state-wide recognition. It is the highest award presented by the Chapter and has been given annually since 1940.

The "Hall of Fame" award is presented to an ISPFMRA member for individual accomplishments that have advanced farm management, rural appraisal, or agricultural consulting. This award has been given to worthy recipients since 1980.

Anyone wishing to nominate an individual for either of these awards should contact Andy Brorsen at 815-939-4930 or at brorsenappraisal@sbc.com. All nominations must be received by August 1, 2008.

Information, Surprises on Tap for September Annual Meeting

We're going to offer some surprises along with a lot of good, solid information during this year's annual meeting," says meeting committee chairman Bruce Huber. AFM, ARA. The meeting is set for Sept. 25 - 26 at the Decatur Convention Center and Hotel.

"The program will open with an overview of U.S. agriculture by Robert L. Thompson, Ph. D., Gardner Endowed Chair in Agricultural Policy with the University of Illinois. Dr. Thompson is as up-to-date as you can get regarding agricultural policy and its effects both here at home as well as abroad," Huber explains. "When we contacted him about starting off our program he replied by e-mail from Indonesia."

"For a panel discussion on land rights, we reached out to Tom Jennings, a Friends member who is also an attorney who has addressed our group on a number of occasions. Tom is pulling together a panel to discuss land right regarding minerals, pipelines, wind towers and carbon credits. That looks to be a very interesting program.

"We're also going to take a look at the current health of the country elevator system." Huber notes.

"The 'surprise' will come on Friday morning. We've asked Rick Rosentreter to talk to our group and tell us about some of his operating procedures and his business model for future growth. Many of us know of Rick and I would think all of our members will have an interest in what he has to tell us," Huber says. "Watch your mails for more programming detail and registration information."