



Summer 2008

[Sept. 25-26 in Decatur](#)

## Annual Meeting to Offer Diversity as Well as Some Controversy

The Annual Meeting that is set up for September 25 and 26 at the Decatur Conference Center will offer a wide diversity of programming topics as well as a little controversy, says Bruce Huber, AFM, ARA, Hickory Point Bank Ag Services and chairman of the meeting planning committee

“We’re going to open the program with Bob Thompson from the U of I and we’ve asked him to give us a look at agriculture from a global perspective,” Huber notes. “That should set the stage for a lot of the other meeting content.”

That presentation will be followed by one from Dan Froehlich, director of Agronomic Marketing for Mosaic Company. “This is one of the world’s leading producers and marketers of concentrated phosphate and potash crop nutrients. For the global agriculture industry, Mosaic is a single source for phosphates, potash, nitrogen fertilizers and feed ingredients,” Huber explains. “We’ve asked Dan to give us an update on the fertilizer industry today and

what we may have to look forward as we plan for and go into 2009.”

“Then we’re going to shift gears and bring the subject matter closer to home with a presentation on the state of country elevators,” he notes. “We’ve asked Scott Docherty to visit with the group. He is general manager and CEO of Topflight Grain Cooperative, with which many of us do business.

“The morning will end with a presentation on Reverse Starkers, which will be presented by William Moore, who also happens to be a ‘Friends’ member of the Chapter,” Huber says.

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### Members Urged to Sign Up for Leadership Institute

Take advantage of this unique opportunity to enhance your leadership skills and gain useful tools you can apply to your professional life. Get a birds-eye view of your government in action by attending the Leadership Institute in Washington, D.C. in September. Remember, 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 expenses to and from Washington, D.C. are at the individual’s expense, plus any incidental expenses and meals not covered by the Institute.

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*If you are interested in participating on the Board of Directors or an ISPFMRA Committee, please contact Mac Boyd at mboyd@farmersnational.com*

# Mac Says

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



Dear Colleague:

We are having a great year in the Illinois Society, but we are not finished with the last couple of months of this 2007-2008 ISPFMRA year. We just completed a very enjoyable and informative Summer Tour in Fairview Heights. Dan Davis, Bret Cude, and their committee did an outstanding job of putting it all together. And it truly was unique from the baseball game to the tours of the brewery to Monsanto to the quarry and then the lock and dam.

And, yes, I tried my hand at a shotgun.

So let's move on now. Enough said.

The Legal Descriptions continuing education class, put together by Dave Ragan and his crew, got great feedback and was well attended. Our Board of Directors met at Fairview Heights, looked over the budgets and performance sheets, and came to the conclusion that we are still operating on a sound budget and operational basis. It will be a strong year for our Society, and I want to thank each of you for your part in making this happen.

Our membership, while not growing much this year, is holding its own at about 300 members. There are items that still need our attention to assure ourselves of a real top year. Let's look over some of these items and see how you can help us finish out this year on strong note.

- Gary Schnitkey, our Secretary/Treasurer as well as one of our land values 'gurus', will be sending out the Mid-Year Land Values surveys in the near future. Be sure to fill out those surveys when you get them to give us an accurate set of Illinois land values data. Gary, Bob Swires, and I will be at the New Holland Media Tent at 10 a.m. on Wednesday, August 27 at the Farm Progress show to officially announce the results of the survey. If you are going to be at the show in Iowa on that date, I invite you to stop by and be part of the action.

- We still have land value booklets available. Have you acquired a supply to hand out in your area? We printed 6,000 booklets again this year and that information will only promote our Society and help the public if the books get in the hands of people around the state. We don't get any value from them sitting in the boxes in Carroll's office. Let us know if you know some people or groups who would benefit from the land values and cash rent information. Let's get the information working for us. As of July 1 there is no costs for the books. We just ask that you pick up the cost of shipping, for which we will bill you later.

- It is time once again to step forward to support our University of Illinois Land Economics Chair. Because of the "matching funds" donation of our Society, we need 20 of our members to step forward each with a \$500 donation, so that we can maximize

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# Meeting to Offer Diversity, Controversy

(Continued from Page 1)

“Back to business at hand, Kim Heisler, who is the ASFMRA District III vice president, will give us an overview of what’s happening with the American Society during the luncheon on Thursday.

“Then we will call upon one of our ‘Friends’ members, attorney Tom Jennings, who will moderate a panel on ‘What you need to know about land rights.’ He is arranging for presentations on pipeline easements and windpower from the property owner perspective.”

“The afternoon programming will wrap up with an overview on IFMA17, the international farm management Congress that we will be involved with next year,” says Mac Boyd, ARA, Farmers National Company and current Chapter president. “Carroll Merry, our executive director, and Fred Hepler, who is the incoming Chapter President, will give us a complete briefing on the Congress and how we can participate.

“I know many of us have already become involved with the selection of tour sites and volunteering to be on committees,” Boyd continues. “Carroll and Fred will outline where they will need specific assistance during the Congress.”

The rest of the first day will be given over to the Annual Business Meeting, the Memorial Scholarship Auction and the Awards Banquet. “We’ve arranged for some very nice entertainment during dinner,” Boyd notes. “So it should be an enjoyable evening.”

## Back to the World Stage

Huber says the Friday program will open with the pass-

ing of the gavel during the breakfast meal. “Then we’ll go back to the international arena with a presentation by Greg Webb of ADM. Greg is vice president, State Government Relations, and I know many of our members have heard him speak before. We’ve asked him to address worldwide food issues.

“Then, for a little controversy, we’ve invited Rick Rosentreter to address the group regarding his thoughts about farm management today and tomorrow. Rick and his family started Illinois Family Farms and have been shaking things up a bit with their style of business and how successful they’ve become in such a short time.

“Part of their mission statement reads: *To be the leading competitor and operation of choice for Central Illinois. This will be achieved through innovative and bold new management concepts and processes.* We’ve asked him to address these points.”

“In all, it’s going to be an absolutely great meeting with something for everyone,” Boyd concludes.

He notes that continuing education credits have been applied for both with the State of Illinois as well as the ASFMRA and that information will be shared with members as soon as the planning committee receives responses to their inquiries.

The complete agenda as well as registration information is contained elsewhere in this newsletter. A program for spouses is currently in development and will be sent to all members when it is completed.

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## Speakers to bring diversity, controversy to Annual Meeting program



Some of the speakers who will address the 2008 Annual Meeting are, from left: Robert L. Thompson, Ph. D., Gardner Chair of Agricultural Policy, University of Illinois; Dan Froehlich, Director of Agronomic Marketing, Mosaic Company, Thomas Jennings, Livingston•Barger•Brandt•Schroeder; Gregory Webb, vice president -- State Government Relations, Archer Daniels Midland; and, Rick Rosentreter, general partner with Illinois Family Farms. (Rosentreter photo courtesy of *Top Producer*)



# 2008 Annual Meeting Program Agenda

## Thursday, Sept. 25

7:00 a.m. -- Registration/Continental Breakfast

8:00 a.m. -- *Introductions/Welcome* -- **Bruce Huber**, AFM, ARA,  
Hickory Point Bank Ag Services, Annual Meeting Committee Chair

8:15 a.m. -- *Agriculture Today - A World-Wide Perspective* -- Robert L. Thompson, Ph. D.  
Gardner Chair of Agricultural Policy, University of Illinois

9:00 a.m. -- *The Fertilizer Industry Today* -- Dan Froehlich, Director of Agronomic Marketing,  
Mosaic Company

9:45 a.m. -- Break

10:00 a.m. -- *The State of Country Elevators* -- Scott Docherty, General Manager, CEO  
Topflight Grain Cooperative

11:00 a.m. -- *Reverse Starkers* -- Wm. B Moore, CEO, W.B. Moore, Inc.

11:45 a.m. -- Lunch -- *Regional Director Report* -- Kim Heisler, ARA,  
ASFMRA District III Vice President

1:00 p.m. -- *What You Need to Know about Land Rights* -- Moderated by Thomas Jennings,  
Livingston•Barger•Brandt•Schroeder  
-- *Pipeline Easements*  
-- *Windpower from the Property Owner Perspective*

2:15 p.m. Break

2:30 p.m. -- *IFMA17 -- An Update on the Congress*

3:00 p.m. -- Annual Business Meeting

5:30 p.m. -- Scholarship Auction

6:30 p.m. -- Awards, Recognition Banquet

## Friday, Sept. 26

7:30 a.m. -- Breakfast, Passing of the Gavel

8:30 a.m. -- *Worldwide Food Issues* -- Gregory Webb, Vice President - State Government Relations,  
Archer Daniels Midland Company

9:15 a.m. -- Break

9:30 a.m. -- *New Trends in Farm Management* -- Rick Rosentreter, Illinois Family Farms

11:00 a.m. -- Adjournment

# 2008 Annual Meeting Registration

## Registration/Fees



Meeting registration deadline is Sept. 12, to avoid \$15.00 Late Registration Surcharge.)

ASFMRA Members / "Friends"	\$125.00	[ ]
Non-ASFMRA Members	\$150.00	[ ]
Spouses (includes spouse program)	\$65.00	[ ]
Banquet Only	\$35.00	[ ]
Sponsor	Complimentary	[ ]

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 Decatur Conference Center and Hotel directly at 217-422-8800. Room rate is \$82.00 Double or Single (Ask for Illinois Farm Managers Group Rate)

**Cutoff date for Hotel reservations is August 25, 2008**



# Members Enjoy Summer Tour Activities







## **Chapter Scholarships Available**

# ***Members Urged to Attend Leadership Institute***

(Continued from Page 1)

Alumni of this event all agree that it is a very worthwhile ASFMRA event!

### **Scholarships Available for Illinois Chapter Members**

Scholarships of \$600 each are available for up to five Illinois Chapter members who attend the Leadership Institute. These scholarships are available on a first-come, first-served basis. These will be reimbursed after the Institute and once supporting documentation of attendance is provided. There are no limits on how the scholarship can be used by the individual.

## **Nominations Sought for Awards**

**N**ominations 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](mailto:brorsenappraisal@sbc.com). All nominations must be received by August 1, 2008.

## **Honor a Deceased Colleague with a Scholarship Memorial**

**A**re 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.

**Dates of Event:** September 13-17, 2008 - Hyatt Regency Washington on Capitol Hill, 400 New Jersey Avenue NW; Washington, DC 20001; Phone: 202-737-1234 - Fax: 202-719-8419

If you are interested in attending or need additional information, check out the details at [www.asfmra.org/meetings/?fa+liMeetings](http://www.asfmra.org/meetings/?fa+liMeetings)

## **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  
Pioneer Hi-Bred International  
Syngenta Crop Protection

### **Gold Level**

BASF  
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Services

### **Silver Level**

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### **Bronze Level**

AgriData, Inc.  
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Beck's Hybrids  
Glenn Brothers  
Horizon Genetics  
*LandOwner* Magazine  
Rabo AgriFinance



# Welcome, New Members

**Evers, Jeffrey Allan**  
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217-762-7924 - f  
ewilkinson@mont.hfmgt.com

## Mark Your Calendars

**September 17-19**

**RLI State Convention**  
Lombard, IL

**September 25-26**

**ISPFMRA Annual Meeting**  
Decatur, IL

**November 5-9**

**RLI Annual Convention**  
Orlando, FL

**November 10-16**

**ASFMRA Annual Meeting**  
San Antonio, TX

**July 19 - 24, 2009**

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

## Go Figure!!

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# 2008 Appraisal Education Schedule

## Uniform Agricultural Appraisal Report (UAAR)

### Entering Sales

- Sales Comparison Analysis Units
- Land Ratio Analysis
- Improvement Residual
- Income and Expenses
- Improvement Depreciation
- Sale Identification

Date/Time: **August 13, 2008**  
**8 a.m. - 5 p.m.**

Location: Noel Ag Building  
Parkland College  
Champaign, IL

Instructor: Mark Elder

Fee: \$205 member / \$285 non-member

Approved for 8 hours CE

### Transferring UAAR Sale Data

- UAAR Reports
- Microsoft Word and Excel
- Sharing Sales

### Analyzing Sale Data

- Searching and Filtering Sales
- Analyze Land – Range of Value
- Analyze Improvements – Range of Value
- Time Trend Rates

### UAAR Approach Forms

- Sales Comparison Approach
- Cost Approach
- Income Approach

## Advanced UAAR

### Using the Sales Grid

- Organizing Grid Columns
- Using the Group By Box
- Filtering and Sorting Sales
- Using Footers and Summaries
- Searching for Sales

Date/Time: **August 14**

**8 a.m. - 5 p.m.**

Location: Noel Ag Building  
Parkland College  
Champaign, IL

Instructor: Mark Elder

Fee: \$205 member / \$285 non-member

Approved for 8 hours CE

### Reports

- Selecting Data and Running the Report
- Removing Outliers from Summaries
- Extended Options

### Excel

- Export Data from the Sales Grid and Report
- Example Use: Improvement Depreciation by Year
- Export raw improvement numbers to Excel Add-in
- Turning on the Excel Add-in
- Review of Excel Formulas
- The “DataLogLookup” function
- Example Use: Productivity Based Sales Grid

### Misc. DataLog Items

- Expanded Improvements
- Setting up Templates
- Database Id versus Sale Index

### ClickFORMS

- Using Word and Excel Documents in Reports
- Using Alternate Styles of Forms
- Saving Comments
- Bookmarks, Freeform Text, Subject maps
- Using the image editor
- Digital Signatures

# Register today!

Member      Non-Member

**UAAR**

August 13, Champaign – Member \$205/Non-member \$285      \_\_\_\_\_

**UAAR - Advanced**

August 14, Champaign – Member \$205/Non-member \$285      \_\_\_\_\_

Registration cut-off will be at end of the day on Friday, August 1, 2008.

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)

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

Fax to:                    262-253-6903

Phone inquiries: 262-253-6902

Visit our website at [www.ispfmra.org](http://www.ispfmra.org) for more information.



# Mac Says

(Continued from Page 2)

our gift to this Chair. Our Society made a pledge two years ago to donate up to \$10,000 in matching funds to whatever our members gifted to this cause. Please contact me personally with your support and pledge and help us get the most out of our members' and Society's gifts to this Economics Chair goal.

- We have until Friday, August 1st, to register for the UAAR continuing education class. Dave Ragan and our appraisal education committee have done a great job of putting this together and creating continuing education opportunities for us this year. It helps support our 2007-2008 budget and gives the very best quality UAAR education and training. Get your applications in as soon as possible. Encourage those who can use this training to attend. With rising gas prices, this one is close to home and provides those appraisal CE credits that we all need. A copy of the course description as well as registration information is included in this newsletter. Copy off the registration page, fill it out, and send it to the ISPFMRA office.

- Join the Leadership Conference group in Washington D.C. in September. It is a one-of-a-kind experience in your professional development. See how our federal government works and how we can get involved to help to develop the laws that govern our industry. It is a wonderful program put together by DuPont and Pioneer and you will be grateful that you attended.

We just e-mailed to you information about the program as well as the deadlines. Don't let this one get past you!!

We have expense money available to assist you with this learning experience. Call us for details.

- It is time to think about donating items to be sold at our annual ISPFMRA scholarship auction that will be held at the annual meeting on September 25th in Decatur. With the move of this meeting to the fall, our annual meeting and induction of new officers will coincide with our fiscal year.

This move was necessary because of the ASFMRA Annual Convention being moved back to November 11-15 this year. It will be held in San Antonio. A great program will be in place for both of these annual meetings. Check out the agenda for our own September meeting and BE THERE !!!!!

- Some of you have asked about the Congress coming up next year. You may have seen some of the publicity the Congress received from a press briefing that was held in Bloomington/Normal in June. Trust me, fellow members, this Congress will be an experience of a career in terms of the speakers that are being set up for the program as well as the tours that are coming together. Be at the September

Annual Meeting to get a complete briefing on the Congress and how YOU can be a part.

I have enjoyed the opportunity to be of service to our members this year. Over the years, as a member of this Society, I have always told everyone that this is the greatest group of agricultural professionals that you could find anywhere. From the top to the bottom, you have done what you have been asked to do, with expertise and a willingness to step forward. I salute you for once again living up to my expectations of the members of this Chapter. It has been a pleasure serving all of you during this year. What an exciting year to be in agriculture and to be the President of the Illinois Chapter — the best there is—it has been a wonderful year! I enjoyed working with an excellent Board of Directors and with each of you personally. Thanks for being there so admirably for your Chapter and Society.

## Mac

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## Chapter Members Sought for C-FAR Groups

**T**he Illinois Chapter is one of the founding members of the Council for Agricultural Research (C-FAR). That group is responsible for allocating several million dollars of state research funding to the various state universities. It has an opportunity to set the priority for state-funded research here in Illinois.

There are five working groups that encompass the major portions of agriculture which review research projects and provide guidance to C-FAR as to the priority of research projects. Of the five working groups, the Chapter has representation in rural economic development and human nutrition and food safety.

We need your help in three other working groups:

- Expanding Agriculture Markets
- Agriculture Production Systems
- Natural Resource and Environment

If you would like to become involved in one of these areas, please contact Bob Swires at 217-443-8980. Time requirements are usually about a day and a half per year at a minimum or it can get up to four or five days a year, depending on how involved you want to become. Currently the Illinois chapter is represented on the board of directors by our past-president, Jerry Hicks, who serves as C-FAR Vice Chair and vice chairman of the Research group. Additional information is available on their website at [www.ilcfar.org](http://www.ilcfar.org).