

Upward Trend in Farmland Values Continues

While the rise in farmland values continues, it is doing so at a slower pace and locals buyers are replacing 1031 “Exchange” buyers according to the annual Mid-Year Land Values Survey sponsored by the Illinois Society of Professional Farm Managers and Rural Appraisers. The survey was done in conjunction with the University of Illinois and was released at the 2007 Farm Progress Show.

According to Andy Brorsen, ARA, president of the Illinois Society, the survey results are a compilation of information gleaned from the organization’s members in August. “Our Mid-Year Survey is an insight into farmland value and lease trends during the first six months of 2007. We survey our members to gain their expert insight into the farmland market.” Brorsen said this is the third year the mid-year survey has been conducted.

The key points raised by the survey include:

1. Illinois farmland values increased by 5.9 percent during the first half of 2007. Society members indicated that

farmland values in July 2007 were 5.9 percent higher than January 2007. All land classes and all regions of Illinois saw roughly the same increases. In northern Illinois, land prices averaged \$9,900 for excellent quality farmland. In central Illinois, land prices averaged over \$5,000 for excellent quality farmland, with some Society members reporting averages over \$6,000 per acre.

2. Society members expect large land price increases in 2007. Farmland price increases are expected to be over 10 percent by a third of members, between 5 percent and 9 percent by 42 percent of members reporting, and between 0 and 4 percent by 20 percent of the members. This will be the fourth straight year in which land price increases are large. Since 2004, average land prices in Illinois have increased by over 50 percent.

3. Of the parcels sold, Society members indicated that 36 percent involved 1031 exchange funds. This is down
(Continued on Page 9)

Inside This Issue

- **President’s Message** 2
- **A Look at Irish Agriculture** 3
 - Community Development Programs
 - Keep Farmers “Farming” 4
 - Post-International Congress Tour
 - Provided Unique View of Irish Culture, Ag Research 6
 - Climate and Gov’t Programs Make for
 - Green Ag Economy in Ireland..... 7
- **Annual Meeting Committee Reports Are Due** 9
- **Baseball, Hotdogs, Apple Pie and Field of Dreams** 10
- **Mark Your Calendars** 13
- **We Appreciate our Commercial Sponsors** 13
- **Got a New E-mail Address?** 13
- **Annual Meeting Agenda/Registration Information** 14
- **Chapter Membership Program Yields 2 Winners!** 16
- **Welcome New Members** 16



Bob Swires, AFM, Swires Land & Management Co., briefs media and other guests on the results of the Mid-Year Land Values Survey during the 2007 Farm Progress Show in Decatur.

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Andy Says

*by Andy Brorsen, ARA
President
Illinois Society of Professional
Farm Managers and Rural Appraisers*



The Summer Tour in Dubuque, IA was a tremendous program. The entire Illinois Chapter gives a big thanks to Penny Lauritzen and her committee for a huge job that was very well done. This year the Iowa and Wisconsin Chapters joined us and the location and some of the program provided an opportunity for our families to join us. Although many of us now have grandchildren, there were several younger members who brought their children along. We hope this kind of program will continue in the future. The “Field of Dreams” visit and lunch program was outstanding, which gave us a whole new viewpoint of how the movie was made. Next year we are going to visit the St. Louis area, with another family-oriented location.

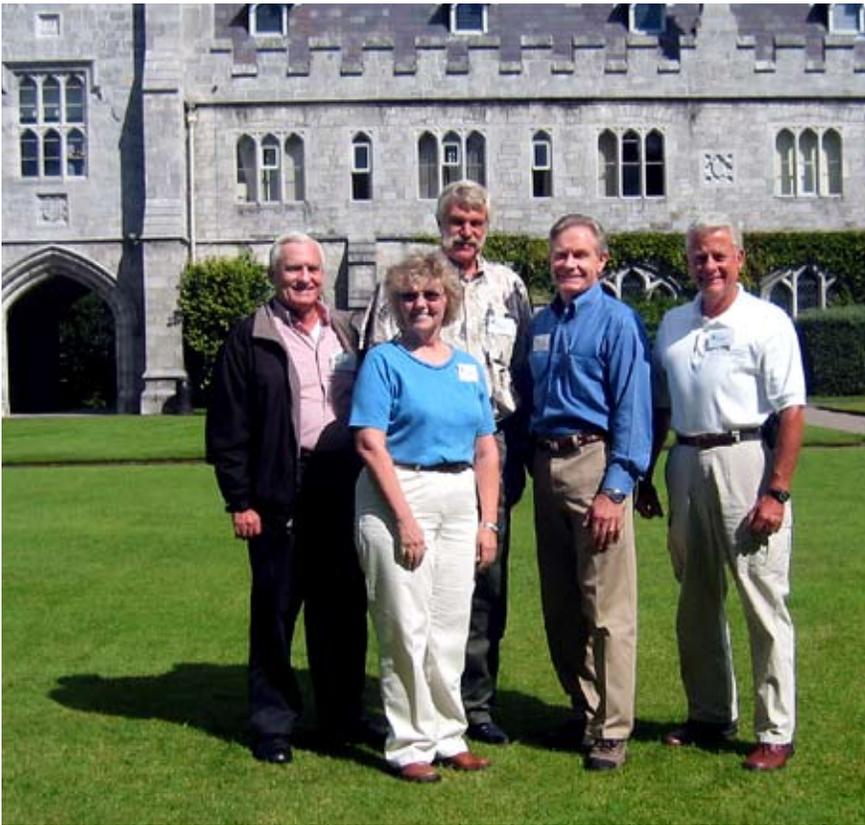
As we were preparing this newsletter, Gary Schnitkey and others were working on what has become our traditional mid-year snapshot survey concerning land values and lease trends. This program is getting not only statewide recognition, but also national attention. The results were reported at the Farm Progress Show in Decatur on Aug. 29 and is the basis of our cover story.

The next annual meeting will be the 80th in Champaign October 24-26, with the new 4-hour Ethics Course be offered on the 24th. Brian Waibel and his committee are putting together another great program that will feature some outstanding speakers. More details are inside.

As a reminder, all members are required to take the ethics course once every nine years. The ASFMRA is now updating their records to see if you are in compliance with this membership requirement.

The last item I want to mention is the 2009 International Farm Management Congress to be held in Bloomington, IL. Carroll and Fred recently returned from a trip to Cork Ireland where the 2007 Congress was held. (See related stories) This event will be a huge endeavor for our Chapter and we will be calling on you for help in planning and carrying it. Carroll is arranging a special meeting in Bloomington in late September which will be a basic organizational gathering. I encourage you to sign up for this meeting when the details come together. It will be very exciting to be in on the ground floor of the Congress!

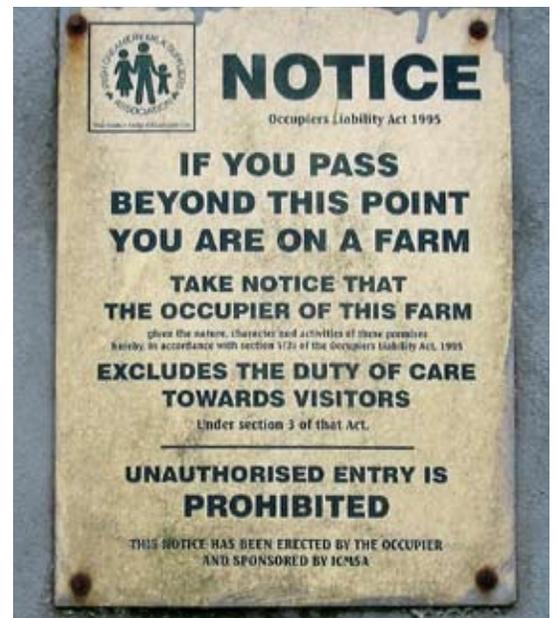
I hope all of you will remember to bring a potential new member to one of these events. This Chapter will only survive if we bring in new members to carry on our programs and traditions. And there is an added incentive to get new people to join the Chapter. Look for more details inside this issue.



A Look at Irish Agriculture

(Clockwise from above) Penny and Kris Lauritzen, Fred Hepler, and Ray Brownfield were joined by Indiana's Dan Smith as part of the U.S. contingency at the 17th International Farm Management Congress in Cork, Ireland -- Protective footwear was part of the routine on any visits on Irish Farms. The country is serious about the way it will protect its agriculture -- Executive Director Carroll Merry invites those in the gathering to attend the 2009 Congress which will be held in Bloomington/Normal -- Another sign of the country's attitude about protecting agriculture. Unlike the U.S. where even trespassers have some legal rights, the protection of the farm community is paramount in the small island nation -- Hedgerows mark the boundaries of Irish farms. Constructed primarily of stone gleaned from the fields, many have stood for centuries, and will continue to stand for centuries more. The primary agriculture of the country is grass-based. Very little corn is raised and the grass is supplemented with cereal grains such as barley for livestock feed.

The next few pages touch on some of the experiences had by those from the Illinois Chapter who attended the Congress. Hepler joined in the Pre-Congress tours while the Lauritzen went on the Post-Congress tours which ended up in Northern Ireland. Their stories follow.



Community Development Programs Keep Farmers 'Farming'

by Fred Hepler, AFM, AAC

I participated in the rural development tour on Tuesday, July 17. Approximately 55 people attended this particular tour was given by the East Cork Area Development (ECAD). This is a local action group based in Midleton County Cork, approximately twenty minutes east of the city of Cork which has the goal of promoting sustainable rural and community development in the eastern and southern areas of County Cork. The group was founded 12 years ago by a local community activist who wanted to improve the economic and community profile of the area.

ECAD now works with a population base of approximately 120,000 people and uses a bottom-up approach to community development. In effect, this means the company is managed by a voluntary board of directors drawn from various sectors of the local community including chambers of commerce, local governments, councils, community associations, education bodies and sectorial representatives from agriculture.

The focus of the group is to provide funds through a combination of EU, national government and development programs for corporate sponsorship and self-financing projects. The first major funding vehicle was the EU LEADER2 program which ran from 1993 to 1999. Since that time the company has successfully brought many funding programs to Cork County including the National Rural Development Program, the Local Development Social Inclusion Program, the Leader Measure C Program, and the Rural Social Scheme.

The company employs a professional staff of seven people to administrate the board's instructions. Their work primarily involves animating communities and individuals to best optimize their uptake of the full range of supports offered through ECAD.

We viewed three case studies where support was being given for further development of farm businesses by ECAD. The first was the Leahy Farm near Dungourmey which is located approximately twenty miles north of Midleton. Prior to 1995 Eddie and Ilene Leahy operated a conventional dairy and pig farm. In addition, they had 42 cows, a 42-cow/calf herd, and they operated a 2,500-head hog operation. However, the couple recognized the profitability was continuing to decline with the hogs and the quarter restrictions in milk production would begin to limit the long-term viability of their 120-acre farm. The Leahys were anxious



to be able to support their seven children should they wish to become participants in the farming operation.

Recognizing that innovation was required, the Leahys decided to open their farm to the visiting public and display a collection of rural folk artifacts and various farm animals. The initial success of the project in its first two years encouraged them to expand the open farm. They invited tourists to look at various types of animals (note the small donkey), various breeds of animals, antique machinery, a blacksmith's forge, carpentry shop, and a 1940's period farm cottage. Outside there was a children's maze, go-karting, a Crannog (please note the picture of me in front of the Crannog below) with an underground tunnel leading to a 12 foot by 12 foot chamber (better



known as the leprechaun's cave). It was also decided at the early stage to open a coffee shop, providing home-baked scones by Ilene Leahy.

A tour of the farm takes two hours. They host summer-time activities for approximately 20,000. At Christmas time they open again for another 12,000 visitors. The charge is from five to ten euro per head to view the farm, spend the day at the children's activities, etc. The farm is open alongside the family's working dairy farm. The dairy farm and open farm are operated jointly in partnership with Eddie and Ilene Leahy and their two married sons, Donald and James. Other members of the family, Tina and Laura, are also involved in the business. Funds were provided for this operation giving them training in marketing and providing additional equipment needed for the business through the LEADER2 Program.

The second case study was the Ahern Organic Farm located immediately north of Midleton. The farm is worked full-time by husband and wife Dan and Ann Ahern who

live on the farm with their four young children. Dan took over the farm from his parents who are still alive and live in a separate house on the property. Due to the growing dissatisfaction with the economic farming climate in Ireland, the Aherns made the radical decision to transform their 135-acre farm to organic status in 1999 believing this change would be the most long-term financial, sustainable option for them to succeed in the long-term future. They contacted ECAD for support, guidance, and funding.

The farm now has a beef herd of approximately 50 head. Last year they started a separate 30-suckler cow herd and intend to rear calves into the finishing stages. They have a 400-hen layer operation supplying fresh eggs (Note the new confinement chicken houses below).



They also raise 1,000 turkeys annually which supplies the local Christmas market. All stock produced on the farm is certified organic. They receive a 5 percent to 8 percent premium above average normal prices at the retail level. Due to the Irish food hygiene regulations, none of the animals are allowed to be slaughtered on-site.

They primarily sell their farm produce fresh and frozen beef cuts and fresh eggs at the farmer's market in nearby Midleton and Cork City. Each December they sell their turkeys directly from the farm yard to the consumer.

They are continuing to assess their organic status as to how to market their projects at the highest price and in the best market. ECAD continues to provide 50 percent financing on any of the capital investments that are required for their operation to continue to be successful. They receive grant aid for the mobile refrigerator they use for protecting the meat at the proper temperature levels while transporting it to the farmer's market along with other types of equipment needed for the proper sale of the property.

It is interesting to note that only 1 percent of the farmers in Ireland are involved in organic farming.

The third case study was an unusual type and a bit different in that we were taken to the Carrigtwohill Community Council. The Carrigtwohill Community was founded in 1947 through a nationwide voluntary community move-

ment. Since then the council has worked continuously to create a remarkably strong, vibrant, and united community in a rural village located 11 kilometers east of Cork City.

By 1990, this hardworking community group had built its own community office and sports hall. In 1996 the village had a population of 850 – today it is estimated at 3,500 and is projected to be at 15,000 by 2015. With support from ECAD, the community council undertook a wide range of activities and attempted to embrace all the population of the village.

In total 42 different community groups used the community hall which was built from funds received from ECAD. It is used for more than 20 different types of community activities ranging from meals-on-wheels to Irish dancers to weight loss programs to sports activities and baby sitting for children who have both parents working.

The entirely voluntary council is comprised of nine officers and has thirteen working sub-groups from various locations and groups from around the village. ECAD has strongly supported the activities of the community and provided significant financing for this community to continue to be quite successful. It is interesting to note that there are 22 different nationalities that live inside this particular new community and most cannot speak English.

It was a very vibrant and invigorating tour to see these types of activities with people who are being funded by local community development money to change the focus of the business from one that is perceived not to be profitable to one that is going to be totally new for the area, of high demand in the community, and provide a long-term successful future for farming families. The new community being created was quite remarkable in today's world -- we think all we can do is expand the existing cities and suburbs that we have.

The trip was quite refreshing and one of many good activities that was attended at this year's Congress in Cork, Ireland. As you can see from the picture the fresh cookies and glasses of Irish cr me made the afternoon even more enjoyable.



Post-International Congress Tour Afforded Unique View of Irish Culture, Ag Research

by Penny Lauritzen, AFM, CFP®

From the Blarney Stone to the Ring of Kerry of southwestern Ireland to the Giants Causeway to the streets of Belfast of Northern Ireland, the 40 shades of green meet the eye.

The 38 participants representing six of the 26 countries that had delegates at the 16th International Farm Management Association Congress in Cork, Ireland, shared the beauty of the region as they spoke of their homes, their involvement in agriculture, the issues that seem to be common to all, and the vast differences that occur among their homelands. They became friends in a strange land that had opened its arms in welcome and shared the details of their agricultural industry and their hopes and dreams of a better day for their producers.

The dairy farmers of Ireland, who opened their fields, barns and homes to us, explained that their herd was grass-fed as they are only allowed to produce enough milk to fill their historical quota. There is no incentive to increase production and they are not certain what their farm transition plan will be for them to expand or include family members. They think that quotas will end but are concerned how the change will occur and how it will effect their individual operations.

The beef producers of the area have implemented an origin and lineage identification system but do not feel compensated for the extra cost. They feel there is too much cheap and unidentified imported beef on the store shelf that is selected by the consumer. They feel there is still a cheap food policy goal and are concerned that a recent upturn in prices will trigger a policy change that does not encourage food safety and food security. Here again, the cattle are grass-fed and do not reach market until 24 to 28 months of age.

All producers find it hard to expand as land is at such a premium. Farmland runs as high as \$20,000 per acre and is rarely available. For a few years farmers had the opportunity to sell their farms for housing development. In fact, more homes dot the countryside than ever before, but selling to strangers is now prohibited. A farmer can now seek permission for a family member to build on his farm, but there had best be a very good reason for them to build at this location.

One of the most popular stops on our northbound tour was the Enniskillen Campus which is part of the College of Agriculture, Food and Rural Enterprise founded in 1967. The equine education and training programs initiated in 1992 provide hands-on experience in all phases of

equine production to 300 students per year from age 16 and up. This is a unique opportunity in a country that supports a strong horse racing industry.

As we made our way to Greenmount Campus and the research farms, we learned that areas of Northern Ireland are designated Environmentally Sensitive Areas (ESA) and cannot be grazed until mid-July to allow wild flowers to bloom. Students at the Hill Farm have the unique opportunity for hands-on training with 100 suckler cows and 1000 breeding sheep.

As the country looks to the future energy needs that are outpacing available resources, the research underway includes willow trees that can be used in a biomass converter. The initial thinking was that they needed a three-year growing period which was not economical. But they are finding that the trees will actually reach adequate size (approximately 12 feet in height and 1 – 2 inches in diameter) for harvest in two years. The investment returns double the income of other crop returns on the first harvest in two years, so is proving more practical.

During our final evening Michelle Gildernew, the Minister of Agriculture of Northern Ireland joined us at the Greenmount Farm Development Centre for a BBQ and some of the best wine from South Africa, Australia and New Zealand that I have ever had.....maybe it was the company!!!!!! What a great time and great way to see a country.....from the inside out!!!!!!



Michelle Gildernew, Minister of Agriculture and Rural Development for Northern Ireland, borrowed a Stetson to wave during the final evening gathering of Americans taking part in the Post-Congress Tour as part of the 16th International Farm Management Congress.

Climate and Gov't Programs Make for Green Ag Economy in Ireland

by Carroll Merry

There is a saying that in Ireland there are 40 shades of green. The year-round moderate climate (some areas rarely have frost) has a lot to do with it.

For agricultural producers, a lot more 'green' comes in the form of support payments for their participation in environmental and other conservation programs. In many cases, farmers would be facing other occupations if it were not for the commitment of the Irish government as well as the European Union (EU) to make sure there is a viable and constant flow of food from the small island nation.

But with the subsidies come some of the most strict agricultural practices in the world as producers, processors and government all work together to make sure there is a bountiful supply of safe food.

The Traceability Factor

Ireland takes pride in the fact that it has one of the most strictly enforced livestock traceability programs in the world. Buying ground beef at the supermarket? In Ireland, and in countries that are buying Irish beef, consumers can trace the source of that beef back to the day the animal was born, who its dam was, every owner who ever had title to it, and every veterinary visit and any and all medications that were ever given to the animal.

According to John Neville, procurement manager for food giant Dawns Meats in Midleton, Co. Cork, all calves born in the country must be tagged twice, one in each ear, within 20 days of birth using tamper-proof ear tags. Within 7 days after that the farmer must complete a National Calf Birth Registration Form. All the information including sex, breed, herd of origin, and even the ear tag number of the mother, is then entered into a central database. With that, the animal's 'passport' is created. In a nation that has over 6.6 million cattle and 2.15 million calf births a year, this record keeping system is no small task.

Just like the title to an automobile in the U.S. follows the vehicle, so does the pre-printed, bar-coded passport. All records of the animal's owners, movements from one farm to another, all disease testing, EU premia entitlements and sales are part of this document. The passport must be presented at time of slaughter and, in the eyes of the government, any animal that does not have a passport does not exist.

Grass-Based Agriculture

Corn, or maize as it is referred to throughout Europe, is not the crop that it is in the United States. Because the climate is extremely moderate with good rainfall throughout the year and temperatures that do not have extremes, grass is the primary feed source for both beef and dairy production.

Whereas in the Midwest farmland values may be based on corn and soybean production levels, quality grass dictates price in Ireland. Beef and dairy cattle are grazed on rotating grass pasture land, the rents for which can go as high as €400 – €500 per hectare (approximately 2.4 acres). This translates to roughly \$216/acre for the season.



Want to sell some land? Well, first of all, if it can be sold, based upon enrollment in government programs, the price will be high...look to upwards to \$20,000 per acre --- for pasture!!!

Knowing the Rules

Consumers in the EU have long been known for their desire for and support of strict environmental and animal welfare practices. Because Irish beef and dairy herds are pastured, they are technically 'free-ranged', meeting the desires of that sector of animal welfarists. However, the free-range aspect makes it difficult to contain nitrate and phosphorus run-off and potential environmental damage. So the governments have established standards rating what an adult animal would leave as nitrates in the form of manure. An adult milking animal is ranked at a certain level of nitrates, while a yearling heifer would receive another ranking. And a calf would receive another.

With those standards in place, the producers are then restricted as to how many of what size cattle they can have on their pastures, typically two animals per hectare. If their herd numbers go too high, they have to do some culling or get more land. If they drop below the 2/ha scale, they can add to the herd.

In addition to these restrictions, they must build slurry storage facilities that have a 4-month minimum storage capacity. And there are no options. Producers either follow the law or get out of farming.

Enter Government Programs

In 1994 the Rural Environment Protection Scheme (REPS) was introduced as an incentive program to reward farmers for carrying out their farming practices in an environmentally friendly manner.

In some ways the REPS program is similar to conservation cost-share programs underwritten by the USDA. Farmers must sign up for particular programs and enroll for a minimum of 5 years at a time.

The returns to the farmer are large. For example, one farm toured during a recent visit to Ireland was required to construct a 50' x 36' x 6' ramped manure pit. Total cost was €15,920 (\$21,970) but the REPS program underwrote 39.4 percent, or \$8,656. Similarly a walled silage pit had an actual cost of €40,800 (\$56,304) but had over 54 percent subsidized.

When REPS was first introduced, the number of farmers subscribing was a little over 45,000. That number had grown to in excess of 50,000 by the end of 2005. Funding for the program is co-financed 75 percent by the European Union and 25 percent by the Irish government.



Single Payment Scheme

Ray Brownfield, AFM, ARA, with John Greene Land Company, Oswego, was one of the participants in the recent International Farm Management Congress held in Cork, Ireland. He noted the dramatic differences between agriculture there and in the United States. "The European Union is extremely protective, particularly when it comes to food supplies. They are very intent on being as self-supporting as they can and resist importing any products that can be produced there.

"For that reason, they have long been very sensitive to the needs of farmers, and this is not just in Ireland. And you have to keep in mind that our agriculture looks terribly huge and intimidating. Our smaller farms are still larger than the typical Irish farm, in terms of size. And their markets tend to be very niched," he explains.

He noted that the Common Agricultural Policy (CAP), originally introduced in 1962, was driven by a strategic need for food security in Europe, which led to a deliberate

increase in domestic food production and reduced dependence on imports. Its main mechanisms were market management to remove surpluses and protection for the domestic market through import taxes and export subsidies.

What has evolved is a program used throughout Europe called the Single Payment Scheme which is designed to keep farmers in the business of farming. This is usually with one SPS payment per year, replacing most existing direct aids. Member States, such as Ireland, have flexibility in applying the SPS. They may also maintain some production-linked payments where necessary to avoid production abandonment.

The more generous program is the Single Farm Payment program, which is basically an annual grant from the Irish government to keep farmers on the farm. This program is simply based on the number of hectare that are dedicated solely to agricultural production and can amount to hundreds of dollars per hectare annually. This income goes directly to the bottom line in terms of operation profitability.

The introduction of the SPS removes links between production and subsidies. The main aims are to:

- allow farmers freedom to produce to market demand;
- promote environmentally and economically sustainable farming;
- simplify CAP application for farmers and administrators;
- strengthen the EU's position in WTO agricultural trade negotiations.

In general, the Single Payment Scheme is applicable to farmers who actively farmed during all or any of the three reference years 2000, 2001, and 2002, who were paid Livestock Premia and/or Arable Aid payments in one or more of those years, and who will continue to farm in 2008.

The gross Single Payment is based on the average number of animals, and/or the average number of hectares in the case of Arable Aid, on which payments were made in the three reference years 2000, 2001 and 2002. That average is multiplied by the 2002 payment rate for those schemes, (€383.04 in the case of Arable Aid Schemes), and when totalled for each scheme, will give a gross Single Payment.

When pressed, the priorities of the farmers become clear. One farm I visited laid out its top five future objectives for the farm:

1. Safeguard Single Farm payment
2. Farm for profit
3. Observe good farming practices
4. Produce quality stock to reach high price markets
5. Maximize performance from grazed grass.

Clearly their priorities are in place.

Land Values Continue Rise

(Continued from Page 1.)

dramatically from the 2005 mid-year survey when Society members indicated that 56 percent of transactions involved 1031 exchange funds. Thirty-nine percent of Society members indicated that use of 1031 exchanges has decreased in 2007.

4. Interest among farmers has increased. Seventy-seven percent of Society members indicated that farmers and local investors have become more interested in purchasing farmland. In 2006, results from the mid-year survey indicated that farmland prices had reached a plateau. Development around Chicago and other urban areas had slowed, causing some concerns that Illinois farmland values could have reached their peak. However, higher commodity prices caused by new bio-fuel demands have led to renewed interest in farmland among farmers in the last half of 2006. This has led to renewed growth in farmland prices.

5. Volume of farmland sold decreased during the first half of 2007. Twenty-two percent of Society members indicated that the amount of farmland being sold decreased during the first half of 2007, while 19 percent indicated that it stayed the same and 14 percent stated that volume increases. Society members expect the volume of farmland sold to stay the same during the second half of this year.

6. Society members expect cash rents to increase by an average of \$21 per acre for the 2008 cropping year on professionally managed farmland. Society members indicated that cash rents averaged \$191 per acre in 2007. The expected 2008 cash rent is \$212, an increase of \$21 per acre over 2007 levels. In 2006, cash rents were \$169 per acre. Expected 2008 cash rents are expected to be \$43 over 2006 levels.

7. Society members expected use of cash rents and flexible cash rents to increase. A full 80 percent of Society

members expect use of share rent leases to decrease in 2008. The majority (69 percent) are expecting an increase in cash rent leases and flexible cash rent leases (62% of Society members). These results may signal a new trend towards more use of flexible cash rent leases.

Annual Meeting Committee Reports are Due October 5

Committee Reports for inclusion at the upcoming annual meeting are due by Friday, October 5.

Reports should be submitted even if there has been no activity during the year by that particular committee.

All reports should be sent as a standard Word document and should not have graphs or charts embedded into the text. Those should be sent as separate files. All reports will then be compiled and printed for distribution as part of the registration packets that will be available as members arrive at the meeting.

Committees that should be submitting reports are:

- Appraisal Divergency
- Appraisal Education
- Bylaws
- C-FAR
- Commercial Sponsors
- Ethics
- Government & Policy
- Honorary Awards
- Land Values Conference
- Land Values Survey
- Management Education
- Membership
- Memorial Scholarship
- Nominating
- 2007 Annual Meeting
- 2007 Summer Tour

The Audit Committee report will be due on Friday, October 19 and may be printed separately.

All reports should be send directly to Carroll Merry at ispfmra@countyside-marketing.com. If there are any particular questions they should be directed to him.





BASEBALL, HOTDOGS, APPLE PIE AND FIELD OF DREAMS







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

MARK YOUR CALENDARS

September 11, 2007

ASFMRA Ethics Course
Bettendorf, IA

October 24, 2007

ASFMRA Ethics Course
Urbana, IL

October 25-26, 2007

80th ISPFMRA Annual Meeting
Urbana, IL

February 17-20, 2008

2008 ASFMRA Annual Meeting
San Diego, CA

July 19 - 24, 2009

International Farm Management Congress
Bloomington/Normal, IL

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, as evidenced by the ongoing scholarship program, 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.

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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.

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Monsanto
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and NK Seeds
Dow Agro Sciences/Mycogen
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BASF
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LG Seeds
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Gold Level

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Wyffels Hybrids
1st Farm Credit Service
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Garst

Bronze Level

Agrotain International
Beck's Hybrids
Glenn Brothers
Horizon Genetics
Stine Seed Co.

2007 Annual Meeting

Oct. 25-26

Holiday Inn Hotel & Conference Center
Champaign - Urbana

Thursday, October 25

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

8:20 a.m. -- Welcome, Recognition of Sponsors and Guests

8:30 a.m. -- "U of I Updates" South Farms and Outlying Research Stations -- Dean Robert Easter

8:45 a.m. -- "The Farm Bill" -- Robert Thompson, Garden Endowed Chair in Agricultural Policy, University of Illinois

9:45 a.m. -- Break

10:00 a.m. -- Joint Session* -- "Mapping Technologies" --

- AgriData, Inc.
- Rockford Map Publishers, Inc.

11:00 a.m. -- Concurrent Sessions

- "Changes in the Fertilizer Industry" -- Kim Polizotto, Potash Corporation of Saskatchewan

- "Appraisal Updates"* -- Updates from Appraisal Director Brian Weaver

Noon -- Lunch -- "Inside the Beltway --The Pending Elections" with Macon Edwards

"What's Happening with Your Society" -- Ray L. Brownfield, AFM, ARA,
ASFMR President

1:30 p.m. -- Joint Session* -- "BTUs Beneath Our Feet" Coal Availability, Mining and Methane - It's impact on farmland owners -- David Morse, Illinois Geological Survey

2:30 p.m. -- Break

2:45 p.m. -- Joint Session* -- "Earth, Wind and Fire" - Renewable Energy/Recent Developments

Wind -- Randy Winter, Illinois State University

Coal to Bio-Diesel -- Stephen Johnson, President/CEO, American Clean Coal Fuels

Cellulosic Ethanol -- Hans Blaschek, Ph. D., Director, Center for Advanced Bioenergy Research

4:00 p.m. -- Business Meeting

5:30 p.m. -- Memorial Scholarship Reception/Auction

7:00 p.m. -- Banquet with guest speaker Andrew Bowman, 2006 FFA American Star Farmer

By Invitation Only Program **

Friday, October 26

7:00 a.m. -- Breakfast, Passing of the Gavel

8:15 a.m. -- "Cashing it in." Commodities Update and Their Impact on Land Values -- Dan Basse, AgResource

9:45 a.m. -- Break

10:00 a.m. -- "Crystal Balling Government Influence on the Future of Agriculture --Barry Flinchbaugh, Ph. D., Kansas State University

11:45 a.m. -- Adjournment

* The Illinois Chapter has applied for 6 combined hours of Appraisal Education Credits for these sessions.

** Admission to the **By Invitation Only Program** is restricted to Registered Meeting Attendees and their spouses, working media, and special guests with specific Invitations.
No Walk-Ins will be allowed.

2007 Annual Meeting Registration

Registration / Fees

(Meeting registration deadline is October 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	[]
"By Invitation Only" Program	\$40.00	[]
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 Holiday Inn Hotel & Conference Center Directly at 217-328-7900
Room rate is \$95.00 Double or Single (Ask for Illinois Farm Managers Group Rate)

Cutoff date for Hotel reservations is September 25, 2007

Chapter Membership Program Yields 2 Winners!!

Congratulations to Chuck Knudson, ARA, RPRA, and Herb Meyer, ARA, for referring two new members who have joined the Illinois Chapter. Under the new ISPFMRA Membership Recruitment Program, both will receive a discount of 50 percent off their registration fee for the upcoming Annual Meeting.

Knudson was listed by ASFMRA as the official reference for Jacob Chapman and Meyer was listed for new member Justin Martin.

“I am particularly pleased to see we have had quite a few new members coming on board,” says Chapter Membership Chairman Scott Johnson, AFM, CCA. “It seems we’ve had a steady decline in membership over the past number of years and it is good to see new people joining our group.”

The membership program was announced at the 2006 Annual Meeting and provides for a 50 percent discount for registration at the next major Chapter event, in this case the upcoming Annual Meeting.

“As members join through ASFMRA, we receive an official notification and there is a ‘Referred by’ section on that form. That is what we are using as the official reference,” Johnson explained.

He noted that in the case of a Friends membership, the new member needs to indicate who referred them to the Chapter for membership.

“We’re really hoping our members will get behind this program and promote membership in the Illinois Chapter. We all know it’s a great organization, so let’s share that enthusiasm,” he notes.

Welcome New Members

Chapman, Jacob W.

Associate
1st Farm Credit Services
PO Box 532
Hudson, IL 61748
815-671-2052 - t
309-268-0139 - f
jchampma@1stfarmcredit.com

Deal, Matthew

Affiliate
NC+ Hybrids
1709 NE Keystone Drive
Ankeny, IA 50021
515-964-4016 - t
515-964-4019 - f
mdeal@nc-plus.com

Knudsen, Denise

Affiliate
Monsanto
865 Orchid Ct.
Verona, WI 53593
608-848-2440 - t
608-848-2452 - f
608-347-9872 - c
denise.knudsen@monsanto.com

Martin, Justin Levi

Associate
1st Farm Credit Services
PO Box 70
Edwards, IL 61528
309-676-0069 - t
309-676-1398 - f
jmartin@1stfarmcredit.com

McCord, Scott A.

Friend
Morgan Stanley
6605 N. Parkview Terrace
Peoria, IL 61614
309-589-3136 - t
309-689-5600 - f
scott.mccord@morganstanley

Princes, Christopher J.

Friend
Bayview 1031 Exchange
3058 N. Hoyne Ave., Suite 2
Chicago, IL 60618
312-404-0779 - t
305-646-2648 - f
cprinces@bayview1031.com

Probst, Jeff R.

Associate
First Mid Illinois Bank & Trust
1515 Charleston Avenue
Mattoon, IL 61938
217-258-0498 - t
217-234-7331 - f
jprobst@firstmid.com

Russow, Eric

Affiliate
Mycogen Seeds
704 Arrowhead
Heyworth, IL 61745
309-473-3979 - t
309-473-3974 - f
esrussow@dow.com

Trainor, Patrick

Associate
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Champaign, IL 61826-3009
217-352-6000 - t
217-352-9048 - f
patrick@westchester-group.com