

Winter 2007



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

irst of all I want to thank you for giving me the opportunity to guide this great organization during 2007. When I attended my first meeting way back in 1977, I was impressed with the professionalism, comradeship and activities of this chapter.

Over the last 30 years, I have reaped numerous benefits from being a member of the ISPFMRA. I wish I had kept track of the amount of referrals my company has received. However, business is not the only benefit. The friendships are immeasurable and of course the professional attitude of the membership is one of the greatest benefits.

One of the goals I have for this year is a growth in membership. If you know someone who is involved in a related agriculture business such as banking, consulting, marketing, or management, invite them to one of three upcoming events – Illinois Land Values Conference, the Summer Tour or the Annual Meeting. Let them see firsthand what we are about. Also, let us not forget students involved in agricultural curricultums. We have a relatively inexpensive membership for students that may attract them into this organization. Give it a try, it doesn't hurt to ask.

Another goal for this year is additional educational opportunities. We recently held a half-day seminar on new software that will benefit all our members. Although this was not a CE seminar, it was well attended by 40 of our members, which proves to me that we are interested in being professional in our business.

2007 is a recertification year for appraisers and Dave Ragan has planned a couple of seminars needed to meet those requirements. The "Yellowbook" seminar held late last year in Effingham was also well attended and we may try to hold this again during 2007. The Illinois Chapter has not offered a core course over the last few years and we would like to hear from you if you have someone that is interested in A-10, A-20 or A-30. The A-10 course has recently been revised to meet the new AQB curriculum. Also, the Ethics course has been revised and will be the same for appraisers, managers and consultants. We will try to have an offering of this course as soon as it is available.

The Annual Meeting held in Bloomington was an outstanding event and the Friday morning speakers attracted an unusually large crowd. I would like to again thank Steve Meyers and his committee for their hard work.

About the time you receive this newsletter, the ASFMRA Annual meeting will have just concluded and our own Ray Brownfield will be the new President. At the writing of this letter, at least 30 ISPFMRA members were registered to attend the Atlanta meetings. The next time you see Ray, congratulate him and offer your

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If you are interested in participating on the Board of Directors or an ISPFMRA Committee, please contact Bob Swires at bswires@swiresland.com



New ISPFMRA Leadership Team

Andy Brorsen, ARA, third from left, Illinois Chapter President, is flanked by his leadership team which includes, from left: Fred Hepler, AFM, AAC, Vice President; Mac Boyd, ARA, President-Elect; Brorsen; Bob Swires, AFM, Immediate Past-President; Gary Schnitkey, Ph. D. Secretary/Treasurer; and, Dale Lattz, Academic Vice President.

President's Message

(Continued from Page 1.)

support. The time and commitment of being the national president is unbelievable. We know he has been hard at work since he was nominated to be president and he needs our help. Please give him you support if he asks you to do something.

Our next major event is the Land Value Conference which will be held in Morris on March 14 and 15. This project is now receiving national attention and is recognized as a great tool that we can use to promote our organization and profession. It is another example of how this Chapter works together by providing vital information.

The summer tour to be held in Dubuque June 26 to 28 will be another outstanding event. Penny Lauritzen and her committee have planned a family oriented program that will be educational, entertaining and most of all, fun for all ages. Make sure you mark your calendars now for this tour.

The 80th Annual Meeting will be held in Champaign October 25 and 26. Brian Waibel and his committee are already hard at work planning this event.

In closing, it is an honor and privilege to serve as your President during 2007. There have been many outstanding past presidents. I hope when this year is over that the ISPFMRA will be as strong and active as it was when I was elected to serve you.

Andrew Brosser

CONGRATULATIONS!



Dale Vogl, AFM, **ARA**1st Farm Credit Services
dvogl@1stfarmcredit.com



Patrick Harrington, AFM, ARA First Mid-Illinois Bank & Trust pharrington@firstmid.com



Chris Clement, **AFM**Bank of Pontiac
cclement@bankofpontiac.com

These five Illinois Chapter members have received accreditation from the ASFMRA (new designations in bold). Their e-mails are listed so you can send them a note of congratulations.



Kevin Meiss, **AFM** Soy Capital Ag Services kmeiss@soybank.com



Chad Kies, **AFM** Hertz Farm Management, Inc. ckies@gen.hfmgt.com

Annual Meeting Version 2.2



Warfield Receives Service to Aq Award

The Illinois Chapter presented the Service to Agriculture Award, one of its highest honors, to Ron Warfield, during the annual meeting. The award has been given annually since 1940 to an individual who has distinguished themselves with service to agriculture in Illinois.

A native of Gibson City, Warfield served as president of the Ford-Iroquois Farm Bureau, was awarded the *Prairie Farmer* Master Farmer Award and, in 1993, was elected as president of the Illinois Farm Bureau.

In 1996 he was elected to the board of directors of the American Farm Bureau Federation and was appointed to the AFBF Executive Committee in 2000. As chairman of the AFBF Trade Advisory Committee, he participated in the WTO negotiations in Cancun in September 2003. Warfield served on Governor Edgar's Commission on Education Funding and on the Governor's Commission on Property Tax Reform.

Since retiring from Illinois Farm Bureau, Warfield is involved in a business arrangement that includes 3,100 acres of corn and soybeans and he working part time at the University of Illinois where he is teaching a seminar on Agriculture Leadership and Policy.

Aupperle Named to ISPFMRA Hall of Fame

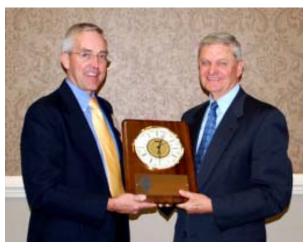
ale Aupperle, AFM, ARA, has been named to the Illinois Society of Professional Farm Managers and Rural Appraisers' "Hall of Fame" for his many years of service to the organization and to agriculture in Illinois. The award has been presented only 29 times in the group's 78-year history.

The presentation of the award was made by Jerry Hicks, AFM, past president and chairman of the group's Honorary Awards committee. Aupperle is a McLean County native and is a 1972 graduate of he University of Illinois with a bachelors degree in agricultural economics. From there he went on to a successful career in professional farm management with a large downstate banking group serving as senior vice president responsible for over 100,000 acres under management. In 1993 he founded Heartland Ag Group, Ltd. in Forsyth. He serves as the company's president.

The AFM designation was awarded to him by ASFMRA in 1977 and the ARA followed in 1978. He was the youngest person in the history of the organization to be dually designated.

In 1991 he served as president of the ASFMRA. He was president of the Illinois Chapter in 2003 and currently chairs the group's public relations committee.

He has been a past member of the Advisory Board to *AgriFinance* magazine, the American Cyanamid Agricultural Advisory Board and served on Governor Edgar's Land Use and Water Quality Task Force. In 2005 he was one of five recipients of the Award of Merit presented by the University of Illinois College of ACES.



Warfield Receives Service to Agriculture Award

Ron Warfield, (right) receives the Service to Agriculture Award from the Illinois Chapter during the Annual Meeting. Presenting the award is Jerry Hicks, AFM, chairman of the Society's Honorary Awards Committee. In making the presentation, Hicks noted Warfield's long commitment to agriculture along with his service to the Illinois Farm Bureau.



Aupperle Named to Hall of Fame Jerry Hicks, AFM, (left) presents a plaque to Dale Aupperle, AFM, ARA, marking his being named to the Hall of Fame of the Illinois Society of Professional Farm Managers and Rural Appraisers. In making the presentation, Hicks noted Aupperle's many years of contribution to the advancement of the Illinois Society, including his term a president in 2003.

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 costeffective.

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@countrysidemarketing.com

Mark Your Calendars

March 14-15, 2007 2006 Illinois Land Values

Conference

Jennifer's Garden, Morris, IL

June 26-28, 2007 2007 Summer Tour

Dubuque, IA (Joint tour

with Iowa/Wisconsin Chapters)

July 15-20, 2007 International Farm

Management Congress

Cork, Ireland

October 25-26, 2007 80th ISPFMRA Annual

Meeting

Champaign/Urbana, IL

February 20-23, 2008 2008 ASFMRA Annual

Meeting Seattle, WA

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 Brian Waibel at 217-351-2757

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.

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2007 Appraisal Education Schedule

Cost Approach

Description: Sets forth up-to-date techniques for establishing market value by estimating the current cost to reproduce or replace the existing structure. The seminar teaches how to measure depreciation from market data. Covers when use of cost approach is most and least applicable and how to establish value when using this approach. Covers physical curable, physical incurable short-lived, physical incurable long-lived, functional curable, functional incurable, and accrued depreciation.

Date/Time: May 14, 2007 8 am-5 pm Location: Farm Credit Services Building, Normal, IL Instructor: Jim Cannon, ARA Fee: \$200 member / \$275 non-member

Approved for 8 hours CE

Discounting and Leases

Description: Presents advanced techniques and Discounted Cash Flow (DCF) analysis. It will include a discussion of Net Present Value and Internal Rate of Return.

This seminar will introduce the appraiser to the concepts and procedures of lease valuation and refresh the experienced practitioner with an in-depth review. Most of the seminar will be devoted to discussing the rationale behind the various valuation methods and procedures.

Students will review basic definitions, will analyze the lease document to determine which rights have been leased, and will study the various lease types. Terms of the lease will be discussed, as will the distinctions in evaluating the leased fee interests and the leasehold estate interests.

Date/Time: May 15, 2007 8 am-5 pm Location: Farm Credit Services Building, Normal, IL Instructor: Jim Cannon, ARA Fee: \$200 member / \$275 nonmember Approved for 8 hours CE

Advanced Sales Confirmation & Analysis

Description: The development of a reliable market database includes the discovery, confirmation, analysis, and archiving of real estate sales. The objective of this seminar is to focus primarily on the confirmation process. Analysis of the market data collected, for use in yield capitalization, and estimating accrued depreciation is a secondary focus. The class participants' past experience in the two resulting steps are likely varied, but complete sales analysis is not possible without in-depth sales confirmation.

The areas that will be reviewed in this one-day seminar are the following:

- Standardization of terminology used in the confirmation process;
- Attributes/limitations of confirmation with traditional parties to a transaction;
- Components and merit of a well-designed sales sheet;
- Alternatives to traditional verbal sales sheet:
- Logical sequence of questions to overcome confirmee's sensitivity;
- Special questions asked to extract yield capitalization and overall depreciation rates; and,
- Confirmation styles/methods demonstrated from role play sessions.

We will only briefly cover archiving (creating a record or sale sheet of transaction details).

7-Hour National USPAP Update Course (A-12 Part III)

Description: This constantly evolving seminar keeps appraisers up-to-date with the latest revisions and changes to the Uniformed Standard of Professional Appraisal Practice (USPAP) as adopted by the Appraisal Standards Board (ASB).

Topics: In the morning session, USPAP changes recently adopted by the ASB will be discussed. In the afternoon session you will be afforded the opportunity to apply this information by case study, critique, and discussion of an agricultural appraisal report.

Complete registration information is available at www.ispfmra.org

Instructor: LeeAnn Moss, ARA Fee: \$200 member / \$275 nonmember Approved for 8 hours CE

Date/Time: June 26, 2007 8 am-5 pm Location: Summer Tour, Dubuque, IA

Date/Time: **July 20, 2007 8 am-5 pm** Location: Noel Ag Building, Parkland College, Champaign, IL

Instructor: LeeAnn Moss, ARA Fee: \$150 member / \$175 nonmember Approved for 7 hours CE

Note: Seminar fee includes a current copy of USPAP.











Tri-State Society Summer Tour!!

June 26-28

Bring the Kids and the Grandkids!!

Join members and their families from the Illinois, Wisconsin and Iowa ASFMRA Chapters for 2-PLUS Days of Education,
Entertainment, Touring and Networking

Home Base: Grand Harbor Resort and Waterpark in Dubuque, IA

Agenda

Tuesday, June 26

- Iowa Real Estate Continuing Education Program (See separate program)
- Advanced Sales Confirmation and Analysis (See separate program)
- Indoor Waterpark Open
- Riverfront Social Hour
- Evening Cookout with Food and Fun for the Family

Wednesday, June 27

Tours east of the Mississippi

- Civil Construction -- Farming the Rocks
- Pearl Valley Egg Farm
- Heartbuild Log Home Manufacturers
- Kolb-Lena Cheese Plant
- Galena Winery
- Dinner and Tour at National Mississippi River Museum & Aquarium
- Indoor Waterpark Open

Thursday, June 28 -- Family Fun Day!!

Tours west of the Mississippi

- Biodiesel Plant at Farley, IA
- National Farm Toy Museum
- "Play Ball!" at the Field of Dreams -- an at-bat opportunity for all at the famous movie site. Lunch served at the ballpark!!
- Indoor Waterpark Open

Spouse's Program for Wednesday, June 27

Historic Mansions, Museum and Garden Tours in Historic Galena

- U. S. Grant Home
- Belvidere Mansion
- Linmar Gardens
- Galena/Jo Davies County Historical Museum and the Dowling House
- Galena Winery
- Dinner and Tour at National Mississippi River Museum & Aquarium

Registration Information

Lodging

Come Early and Enjoy Yourself

Grand River Center is offering a special rate of \$89 Double/Single, \$99 Triple/Quad WHICH INCLUDES up to 4 Waterpark Passes per day (limit 1 pass per person/day). *IN ADDITION*, you can get this rate for Sunday and Monday, June 24, and 25. The rate is not valid post-tour. Contact the Grand Harbor Resort directly at 563-690-4000 or at www.grandharborresort.com. Be sure to specify you are with the Society of Professional Farm Managers and Rural Appraisers. The deadline for booking rooms at these rates is May 26!!

Summer Tour Rates

	Complete Program (Tuesda	ay cookout, all We Member or spo		y and Thursday t	cours and meals) \$130.00	Member	Spouse []
	Wednesday Only (includes	Tuesday cookout Member or spo		esday tours and r	neals) \$110.00	[]	[]
	Thursday only (Tours and r	neals) Member/spouse	e/kids		\$45.00	[]	[]
	Sponsor	Complimentary				[]	
					Total		
	(Meeting registrations dead	dline is June 15, t	to avoid	\$15.00 Late Reg	istration Surcharge.)		
	Name						
	Company						
	Address						
	City	State _		ZIP			
	Telephone		E-mail				
	Names for Spouse/Guest B	adne					
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Payment (check or credit card information)
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Fax: 262-253-6903

Telephone: 262-253-6902

Mail or fax this registration form to:

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