

2013 Illinois Farmland Values and Lease Trends



**2013
Illinois
Land Values Conference**

March 13 - 14, 2013

**Parke Hotel
and
Conference Center
Bloomington, IL**

2013 Illinois Land Values Conference

Wednesday, March 13

8:00 a.m. - 5:00 p.m. **Cost Approach Applications**

This 1-day seminar sets forth up-to-date techniques for establishing market value by estimating the current cost to reproduce or replace the existing structure. Students will learn how to measure depreciation from market data, when use of cost approach is most and least applicable and how to establish value when using this approach. Discussion will cover physical curable, physical incurable short-lived, physical incurable long lived, functional curable, functional incurable and accrued depreciation.

- 8 hours
- Required Equipment: HP-12c, HP-17bII or HP-19bII calculator
- Instructor: LeeAnn Moss, Ph.D., ALC, ARA

9:00 a.m. - Noon

COR 1650– CORE A: AGENCY & ESCROW: Will the Defendant Please Rise?

Join us as we explore agency's fine points – duties to clients – responsibilities to customers - when to do dual agency (when not to!) as well as look at escrow case studies - all with an emphasis on risk reduction.

- 3 hours, Number 564001717
- Instructor: Norm Willoughby
- License # 563-000113

Noon

Luncheon for all registrants

1:00 - 4:00 p.m.

COR 1649 -- CORE B: Legal Issues: Anti-trust & Fair Housing – Whatcha Gonna Do When They Come for You?

It's not always what you say that causes you problems – it's how you say it. Through video examples of what to do – and what not to do – we'll look at two of the areas of real estate that can cause them to come for you – when you thought you were one of the good guys!

- 3 hours, Number 564001715
- Instructor: Norm Willoughby
- License # 563-000113

Note: Core A and Core B courses are sponsored by the Illinois Association of REALTORS® in conjunction with the Decatur Association of REALTORS® and RLI.

4:30 p.m. - 6:30 p.m. **Wine/Cheese Reception** (included with all registrations)

Thursday, March 14

7:00 a.m.

Registration / Continental Breakfast

8:00 a.m.

Welcome -- Tim Harris, AFM, Capital Agricultural Property Services
Winnie Stortzum, ARA, Farmers National Company

8:15 a.m.

The Farm Bill -- In Limbo? — Nicholas D. Paulson, Assistant Professor
University of Illinois College of ACES

9:00 a.m.

A Look at the World's Ag Economy — Steve Elmore, Global Economics Director,
DuPont Pioneer

10:00 a.m.

Break

10:20 a.m.

There's Money Out There in Rural America (and a peek inside Washington, D.C.)
John M. Blanchfield, Senior Vice President, ABA Center for Agricultural and Rural Banking

11:15 a.m.

2013 Illinois Land Values and Lease Trends Report -- Dale Aupperle, AFM, ARA,
Heartland Ag Group, Ltd.; Gary Schnitkey, Ph.D., University of Illinois

Noon

Adjournment

Registration

(Register before March 1 to avoid a \$35 late registration fee)

Wednesday, March 13

Cost Approach Applications [] \$ 210
(includes materials, noon luncheon, reception)

Core A and B Courses with lunch [] \$ 85 ASFMRA/RLI Members
[] \$95 Non-members

Thursday, March 14

General Registration [] \$50 ASFMRA/RLI Members
(includes Wednesday evening reception) [] \$65 Non-Members

Total \$ _____

Name _____ ASFMRA Member # _____

Company _____

City _____ State _____

e-mail address _____

(Required for registration confirmation)

Telephone _____

Credit Card # _____ Exp. Date _____



(Sorry. No American Express)

Submit registration form to: **ISPFMRA**
N78W14573 Appleton Ave., #287
Menomonee Falls, WI 53051 or Fax to: **262-253-6903**

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

Parke Hotel and Conference Center

1413 Leslie Drive
Bloomington, IL

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

Lodging Reservations must be made by February 20, 2012

Sponsored by

Illinois Society of Professional Farm Managers and Rural Appraisers

Illinois Association of REALTORS®

in conjunction with

Illinois Farm and Land Chapter of the REALTORS® Land Institute

University of Illinois College of ACES

