



# 2016

## Smooth Sailing or Rough Seas?

### ISPFMRA Annual Conference and Business Meeting

February 18 - 19, 2016

President Abraham Lincoln Hotel  
701 E. Adams Street  
Springfield, IL

#### Schedule At A Glance

##### Thursday, February 18

- 7:30 a.m. Trade Talk Opens for all day  
8:00 a.m. Opening Sessions  
*Thomas Peters, AFM* -- Conference Chair  
*Sen. Samuel McCann, Ill 50th District*
- 8:30 a.m. *Dr. Barry Flinchbaugh, Professor Emeritus, Kansas State University*
- 10:00 a.m. Concurrent Sessions  
**The State of Illinois Appraiser Professionals** -- *Brian Weaver, Illinois Real Estate Appraisal Coordinator*  
**Nutrient Efficiency for Higher Yields with a Systems Approach** -- A Panel Discussion  
*Jeff Boeckler* -- Northwater Consulting  
*Dick Lyons* -- Illinois Council on Best Management Practices  
*Dan Towery* -- Ag Conservations Solutions  
*Andy Shireman* -- Morgan County Farmer
- Noon Member Recognition Luncheon
- 1:30 p.m. **The Rewards of Membership** -- *Laura Enger, ISPFMRA Membership Development Chair*  
2:15 p.m. **BioSecurity Issues in Illinois** -- *Paul Ayers, The Maschoff's*  
3:45 p.m. **ASFMRA Branding and Name Change Discussion** -- *Jaleen Edwards, ASFMRA*  
4:30 p.m. **Inside the Beltway** -- *Stephen Frerichs, AgVantage, LLC*  
4:45 p.m. **ASFMRA Update** -- *Merrill Swanson, ARA, ASFMRA President*  
5:00 p.m. 2016 ISPFMRA Business Meeting  
6:30 p.m. Memorial Scholarship Auction

##### Friday, February 19

- 7:00 a.m. Passing of the Gavel  
8:00 a.m. **The State of Illinois Agriculture**, *Raymond Poe, Illinois Director of Agriculture*  
9:00 a.m. **Buckle Your Seatbelts for a Wild Ride** -- *David Hightower, The Hightower Report*  
11:30 a.m. Adjourn

#### Spouse Program

Thursday, February 18 (Activities will be held in the hotel complex. Advance registration required)

- 9:30 a.m. **Tracing Your Family Ancestry** -- *Linda McCall, Chatham Library Friends of Genealogy*  
2:00 p.m. **Making Professional Chef Presentations AT HOME** -- *Randy Williams, Culinary Institute, Lincoln Land Community College*

# Are you ready to weather a squall or two during 2016?

Bring your chart case with you and we'll finish loading it at the 2016 ISPFMRA Annual Conference and Business Meeting. There will be a lot of information, some great networking, a few laughs and maybe even a moist eye or two, but when you leave you'll be ready to take on 2016, flatten out some of those rough seas for some smooth sailing and even handle a squall or two as they come up.

## Thursday, February 18

- 7:00 a.m. Registration  
Continental breakfast available  
Collection of Scholarship Auction Items.
- 7:30 a.m. **Trade Talk** with Commercial Sponsor Representatives
- 8:00 a.m. Opening Sessions  
*Thomas Peters, AFM* -- Conference Chair  
• Welcome from *Sen. Samuel McCann*, (R - Carlinville) Ill 50th District
- 8:30 a.m. **Discussions on the State of Everything** -- *Dr. Barry Flinchbaugh*, Professor Emeritus, Kansas State University  
Dr. Flinchbaugh certainly will make you laugh at today's world and he might even make you cry when he offers his insights about what's happening today. The Iowa Caucus and the New Hampshire primary will be just behind us and you know he will have opinions on the election. Be assured you will be informed and entertained. He's the perfect person to kick-start any meeting into high gear, so fasten your seat belt and hang on for the ride.
- 9:30 a.m. Break with Commercial Sponsors in **Trade Talk** area
- 10:00 a.m. Concurrent Sessions  
**The State of Illinois Appraiser Professionals** -- *Brian Weaver*, Illinois Real Estate Appraisal Coordinator  
**Nutrient Efficiency for Higher Yields with a Systems Approach** -- A Panel Discussion  
*Jeff Boeckler* -- Northwater Consulting  
*Dick Lyons* -- Illinois Council on Best Management Practices  
*Dan Towery* -- Ag Conservations Solutions  
*Andy Shireman* -- Morgan County Farmer
- Noon **Member Recognition Luncheon**  
Service to Agriculture Award  
ISPFMRA Hall of Fame Induction  
Honorary Membership Presentations
- 1:30 p.m. **Motivation for Membership**-- *Laura Enger*, ISPFMRA Membership Development Chair
- 2:15 p.m. **BioSecurity Issues and Opportunities in Illinois Agriculture** -- *Paul Ayers*, The Maschoff's, animal care coordinator  
Even if you are not actively involved with animal agriculture, there are LOTS of things you need to know about biosecurity issues. Paul Ayers will address current issues as well as provide some tips on 'little things' you may not be aware of regarding visiting farms.
- 3:15 p.m. Ice Cream Social Break with Commercial Sponsors in **Trade Talk** area
- 3:45 p.m. **ASFMRA Branding and Name Change Discussion** -- *Jaleen Edwards*, ASFMRA  
You've all stumbled over the long and sometimes difficult-to-explain name that goes with ASFMRA and ISPFMRA. Jaleen will lead discussion and ask candid questions regarding the future for the names and brands carried by the two organizations.
- 4:30 p.m. **Inside the Beltway** -- *Stephen Frerichs*, AgVantage, LLC  
A real insider's look at what's happening on 'The Hill' from the Society's congressional 'liaison' (lobbyist).
- 4:45 p.m. **ASFMRA Update** -- *Merrill Swanson*, ARA, ASFMRA President  
The Society's new president will provide an overview of activities and opportunities available to members in 2016.

- 5:00 p.m.      **2016 ISPFMRA Business Meeting**  
 All members will want to take part in this year's meeting as there will be a number of new proposals presented during the meeting which will require members discussion and participation.
- 6:30 p.m.      **Memorial Scholarship Auction and Reception**  
 Cash bar will be available and complimentary food will be served while you make your selections and purchases and get in on the annual auction action.

**Friday, February 19**

- 7:00 a.m.      Passing of the Gavel Ceremony, plated breakfast (please reserve a seat when you register for the meeting)
- 8:00 a.m.      **The State of Illinois Agriculture**, *Raymond Poe*, Illinois Director of Agriculture (Invited)
- 9:00 a.m.      **Talk of the Demise of the bull market in Commodities is Foolish** -- *David Hightower*, The Hightower Report. Don't listen to what China says but instead watch what China does, they are the key to commodities -- a marketing mini-seminar.
- 11:30 a.m.      Adjourn

**Spouse Program**

**Thursday, February 18** (Activities will be held in the hotel complex. Advance registration required)

- 9:30 a.m.      **Tracing Your Family Ancestry** -- *Linda McCall*, Chatham Library Friends of Genealogy  
 Gotten caught up in the branches of your family tree? Or just interested in what to do and where to go to get information? Bring with you the names and birth dates of your grandparents (and those of your husband as well), where they were born and approximate death dates. Also bring along information about your great grandparents if you have it.
- Noon              **Member Recognition Luncheon**  
 Service to Agriculture Award  
 ISPFMRA Hall of Fame Induction  
 Honorary Membership Presentations
- 2:00 p.m.      **Making Professional Chef Presentations AT HOME** -- *Randy Williams*, Culinary Institute, Lincoln Land Community College.  
 Hands-on demonstrations and tips on how you can make top-shelf presentations at home WITHOUT a lot of anguish.
- 6:30 p.m.      **Memorial Scholarship Auction and Reception**

**Friday, February 19**

- 7:00 a.m.      **Plated breakfast**

# Lodging

A block of rooms is reserved for February 16 - 18 at the President Abraham Lincoln Springfield.  
 Room rate is \$115 plus taxes under "Illinois Society of Farm Managers and Appraisers" block.

**Call 217-544-8800 to make reservations.**

***Room block expires on January 26.***

## Meet Some of Our Speakers

**Sam McCann** (R-Carlinville) was born November 4, 1969, in West Hamlin, West Virginia. He graduated from Harts High School in Harts, West Virginia, and attended Lewis & Clark Community College and Blackburn College. He is the owner and president of McCann Construction in Carlinville. Sam and his wife, Vicki, have a son, Trayton, and a daughter, Katherine.



**Dr. Barry Flinchbaugh** last addressed the ISPFMRA at the 2007 Annual Meeting in Champaign. He is an acknowledged expert on agricultural policy and an award-winning professor of agricultural economics at Kansas State University. Flinchbaugh holds a BS degree in Animal Science and a MS in Agricultural Economics from Pennsylvania State University and a Ph.D. in Agricultural economics from Purdue University.

**Jeff Boeckler** is a principal with Northwater Consulting, Springfield. He has been a Water Resource Scientist/Planner and GIS mapping specialist for over eight years with the State of Illinois. Jeff has extensive experience and advanced knowledge in GIS analysis, watershed sciences, watershed planning, water quality and natural area restoration.



**Andy Shireman** owns and operates farmland in Morgan, Scott, and Brown Counties in Central Illinois. He farms ground for several landlords/ladies and is now part owner in the newly formed cover crop seed dealer, Chapin Cover Crops LLC. Andy believes in cover crops. Last year he made the big switch on 2,400 acres and went 'all in.' And he couldn't be happier with the results.

**Dan Towery** is the owner of Ag Conservation Solutions, an ag consulting firm started in 2005 to provide services to Midwest growers and others interested in "Blending Ag Profitability While Enhancing the Environment." Soil quality, continuous no-till, cover crops, and drainage water management are some of his areas of specialization.



**Laura Enger** is a 2009 graduate of the University of Illinois with a degree in agribusiness markets and management. She joined the Chapter that same year and works at Farm Credit Illinois as an appraiser.

**Jaleen Edwards** joined ASFMRA as its Director of Membership, Marketing and Communications in January 2014. She is responsible for developing and managing efforts to grow the internal and external markets with the goal of retaining and growing membership, increasing meeting and class attendance and retaining and growing corporate partnerships.



**Merrill Swanson**, ARA, is ASFMRA president. Merrill is a senior managing director with Dugger, Canaday, Grafe, Inc., San Antonio, TX. Dugger, Canaday, Grafe, Inc. represents numerous corporations, trusts, families, financial institutions, governmental bodies, publicly held companies, developers, attorneys and individuals with a primary trade area of Central and South Texas as well as specialized services throughout Texas, the United States, Mexico and Central America.

As a founding principal of The Hightower Report, **David Hightower** analyzes the energy, metal, index, currency and bond markets daily. He has over 30 years of experience in the commodity and financial futures industry. Before starting The Hightower Report, Dave was the Director of Research for the (then) largest commodity brokerage firm in the United States, Stotler & Company.



# 2016 Annual Meeting Registration

Registration/Fees

Important Note regarding registration process -- You can use this form to register to attend the Annual Meeting or you can register online at

<http://www.ispfmra.org/2015/12/17/2016-annual-meeting-register-now/>

(Meeting registration deadline is February 5, to avoid \$45.00 Late Registration Surcharge.)

ASFMRA Members / "Friends" / Spouses	\$125.00	[ ]
Non-ASFMRA Members	\$140.00	[ ]
Sponsor	Complimentary	[ ]

Total \_\_\_\_\_

Number of Friday Breakfast Tickets Needed (No additional fee required) \_\_\_\_\_

Name \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ ZIP \_\_\_\_\_

Telephone \_\_\_\_\_ E-mail \_\_\_\_\_

Name for Spouse/Guest Badge \_\_\_\_\_

[ ] Payment enclosed (Checks should be payable to ISPFMRA)

Card No. \_\_\_\_\_  
(Sorry, AmEx not accepted)

Expiration Date \_\_\_\_\_ Security # from back of card \_\_\_\_\_

**CE Credit Note:** Attendance at the full program qualifies for 6 hours of ASFMRA CE for Thursday, February 18, 2016 and 3.5 hours of ASFMRA CE for Friday, February 19.

Mail or fax this registration form to:

ISPFMRA  
N78W14573 Appleton Ave, #287  
Menomonee Falls, WI 53051

Fax: 262-253-6903  
Telephone: 262-253-6902