

Getting All the Pieces to Fit



Thursday, March 17, 2016

8 a.m. - Noon

Doubletree by Hilton, 10 Brickyard Drive, Bloomington, IL

7:00 a.m. Registration opens

8:00 Welcome and introductions

8:10 ***Farmland Market Headwinds, Tailwinds and Developing Issues***
Dr. Bruce Sherrick, Professor and Director, TIAA-CREF Center for Farmland Research, University of Illinois.

9:00 ***Institutional Land Investment Perspectives***
Paul Pittman, CEO, Farmland Partners. Farmland Partners Inc. is an internally managed, publicly traded (NYSE: FPI) real estate company that owns and seeks to acquire high-quality farmland throughout North America.

9:50 Break

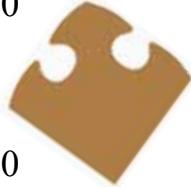
10:00 ***The Economic Outlook for Investor and Business Decision Makers***
Dr. Mark G. Dotzour, Real Estate Economist and former Chief Economist of the Real Estate Center at Texas A&M University, College Station, TX.

11:10 ***Ask the Experts*** -- Open discussion with speakers

11:30 ***2016 Illinois Land Values and Lease Trends Report***
Gary Schnitkey, Ph.D., University of Illinois College of ACES
David Klein, AFM, ALC-A, Soy Capital Ag Services
A copy of the 2016 Illinois Land Values and Lease Trends Report is included with each registration.

12:15 p.m. Adjournment

Walk-Ins Welcomed -- Reservations are NOT required.



Meet the Puzzle Masters

Dr. Bruce Sherrick

Dr. Bruce J. Sherrick, is the Marjorie and Jerry Fruin Professor of Land Economics, and Director of the TIAA-CREF Center for Farmland Research in the Department of Agricultural and Consumer Economics at the University of Illinois. Dr. Sherrick earned his Ph.D. from The Ohio State University with subject matter fields in finance and marketing. He is also managing partner of integrated Financial Analytics & Research (iFAR), a consulting firm in Champaign that specializes in crop insurance evaluation models, credit risk assessment, and modeling of agricultural finance institutions.



Paul Pittman

Paul grew up in a farm family and has been buying and operating farms on his own account since 1999. He is Farmland Partners' executive chairman, president and chief executive officer, a position he has held since the company's initial public offering in April 2014. Before devoting full attention to his farming business, Paul had a career in finance as a public company CFO (Jazz Technologies), investment banker (Merrill Lynch, Wasserstein Perella, ThinkEquity) and lawyer (Sullivan & Cromwell). Paul was also founder and CEO of HomeSphere, an enterprise software company. He has a B.S. in Agriculture from the University of Illinois, a MPP from Harvard University, and a J.D. with honors from the University of Chicago.



Dr. Mark Dotzour

Dr. Mark G. Dotzour is a real estate economist who served for 18 years as Chief Economist of the Real Estate Center at Texas A&M University in College Station. His clients include banks, private equity firms, real estate investments trusts, construction firms, engineering companies, wealth managers, private foundations, and commercial and residential brokerage firms. He makes complex economic issues easily understandable. Mark's goal is to provide his audience with a "tool kit" of useful information that will help them make good business decisions for their families, their clients and their company. In 2015, Dotzour stepped down from his position at the Real Estate Center to focus all of his time and effort on analyzing current economic conditions and communicating his analysis to others.

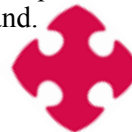


David Klein, AFM, ALC-A

David E. Klein is Vice President, Managing Broker, Auctioneer and Farm Manager for Soy Capital Ag Services, in Bloomington. He is a native of the area and graduated from the University of Illinois with Honors in 1993. David earned his Accredited Farm Manager (AFM) designation in 1999 from the American Society of Farm Managers and Rural Appraisers. In 2014 he was awarded the Accredited Land Consultant-Advanced (ALC-A) designation by the REALTORS Land Institute and named Land Broker of the Year by its Illinois Chapter.



Soy Capital Ag Services is an operating division of Soy Capital Bank and Trust Company, an Illinois corporation. The company specializes in Midwest farmland including property acquisition, management, farming, leasing and contracting of farm properties, selling, and valuing farmland.



Dr. Gary Schnitkey

Dr. Gary Schnitkey is a professor and farm management specialist in the Department of Agricultural and Consumer Economics, University of Illinois. His activities focus on farm management and risk management. Farm management work has focused on examination of issues impacting the profitability of grain farms including corn-soybean rotations, machinery economics, and factors separating profitable from unprofitable farms.

He received a B. S. degree from The Ohio State University and a Masters and Ph.D. from the University of Illinois. From 1987 through 1998, he was on faculty at The Ohio State University where he held a dairy farm management position. Since 1998, he has been employed at the University of Illinois.



2016 Illinois Land Values Conference

Presented by the Illinois Society of Professional Farm Managers and Rural Appraisers

General Registration

(Includes 1 copy of 2016 Land Values and Lease Trends Report)

[] \$70 ASFMRA/RLI Members

[] \$80 Non-Members

Total \$ _____

Name _____ ASFMRA Member # _____

Company _____

City _____ State _____

E-mail address _____

(Required for registration confirmation)

Telephone _____

Credit Card # _____ Exp. Date _____

Submit registration form to: **ISPFMRA**
N78W14573 Appleton Ave., #287
Menomonee Falls, WI 53051

or Fax to: **262-253-6903**

OR

Register online at www.ispfmra.org

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

Doubletree by Hilton

10 Brickyard Drive

Bloomington, IL

A block of sleeping rooms has been set aside at the Doubletree. Rates for the Land Values Conference is \$119 per night. Reservations can be made by calling the hotel directly at **309-664-6446**. The room block is in the name of Illinois Society of Farm Managers.

Lodging Reservations must be made by March 1, 2016