

Spouse Program Returns

Annual Meeting Program will Offer "Something for Everyone !"

“**T**his year’s Annual Meeting agenda absolutely has something for all the members and we’ve brought back a program for the spouses who attend as well,” says Annual Meeting Committee Chair Tom Peters, AFM, Farmers National Co.

“We adopted a theme of *Smooth Sailing or Rough Seas* as this pretty much explains what most of us are looking at for the year. How an individual’s year will turn out is an unknown at this point, but we’ve tried to put content into the meeting so everyone will be a little better prepared no matter shape their year takes.”

With that in mind, Peters urges all members to mark their calendars now -- February 18 and 19 at the President Abraham Lincoln Springfield. “The Committee (Larry Ellinger, Farm Credit Services, Daniel

Sheehan, Heartland Ag Group Springfield, Paul Rice, Myers Rice Land Co., Tom Toohill, AFM Soy Capital Ag Services, Larry Weitekamp, AFM, Agrivest, Inc.) looked very carefully at the critiques and suggestions from previous meetings and started very early in pulling together a program for the members,” he says.

Flinchbaugh Returns

Dr. 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.



“This is a presidential election year,” Peters notes, “and you can be sure Dr. Flinchbaugh will be more than anxious to give us to his reactions to the outcomes of both the New Hampshire primary as well as the Iowa Caucus. Be ready to be informed and entertained.”

From the opening sessions on February 18th the group will split into concurrent sessions. One will focus on information needed by appraisers with a presentation by Brian Weaver, Illinois Real Estate Appraisal Coordinator. The other segment will focus on nutrient management systems with a panel discussion between four recognized industry leaders.

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Rick Says

by Richard Hiatt, AFM, ARA
President
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New Year greetings to everyone!

May your year be filled with much success and profitable challenges. We will meet these challenges to keep Agriculture the Number 1 industry in America and Illinois. I am looking forward to the challenges which lay ahead for our Society and all the good that will come from them to make us better at what we do for clients and agriculture. So if you will please mark your ballots that were recently mailed to you and return them before January 18 I will no longer be your President-elect.

I extend a huge 'Thank You' to Randy Fransen for his excellent leadership in guiding the Illinois Society this past year. Thanks, Randy! On behalf of the Board of Directors a really big 'Thank You' also to the committee chairs and their members for giving us their time and talents making 2015 a great year for ISPFMRA.

You will find the lineup of leaders for 2016 in this newsletter and I want to thank them for their continued or new service. Many faces will return to positions as committee chairs which can only mean one thing -- there is still unfinished business to attend to! Thank you. If you are not currently serving on a committee, someone may be calling soon as we need to keep the fresh ideas coming forward.

I also want to compliment and extend a big Thank You to Carroll Merry, our executive director. Carroll keeps the ball rolling with great timeliness and preparation for our membership events. There is no grass growing under Carroll's feet, yet he still finds time to provide us that great Merrys Irish Cream!

The batteries are recharged, the curtain is up and a five-act play is ready to start! The big ticket items start with the ISPFMRA Annual Meeting February 18 and 19 in Springfield, Second Act is the annual Illinois Land Values Conference March 17 in Bloomington. The third Act is Summer Education Week (SEW) June 26 - July 1 in Des Moines. The fourth big ticket act will be the ISPFMRA Summer Tour July 21 and 22 in the DeKalb area. The fifth and final act will be the ASFMRA Agronomics Meeting November 7 - 11 in Indian Wells, CA.

These are the big ticket items where you meet/greet and network to think outside the box and develop new tools to put into your practice. On top of these are the various education programs which are being offered throughout the year. These are designed to help us hone our professional edges and stay on top of our disciplines. These are all pretty much tied to the larger events so you can take advantage of the travel time and time away from your office. Watch closely as we are developing a three-year calendar of education courses for you.

Before the ink runs out, I want to highlight the Annual Meeting in Springfield. Tom Peters and his committee have put together a great program that needs your support and participation. The speakers and education program segments are



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Rick Says

(Continued from Page 2)

really top shelf. On Thursday afternoon (February 18) we will be devoting some time to membership awareness. Laura Enger, our Membership Development chair, will start with a session on "Rewards of Membership." Jaleen Edwards, ASFMRA's director of Membership, Marketing and Communications, will also be at the podium looking for your thoughts and feedback on some new branding the American Society is looking into. There is more about that in this newsletter.

The concept of an Education Foundation will be discussed that afternoon and Stephen Frerichs will give us a look "Inside the Beltway," which will be most important during this presidential election year.

All of this discussion will be conducted with a positive, open mind to make sure we stay and continue to be the BEST we can BE.

Just a side note for you to think about as we look to programs for the future: we will probably retire 50 percent of our members in the next 4 years!!

I am truly humbled and honored to be your incoming President. Feel free to contact me at any time with your thoughts and observations regarding the affairs of ISPFMRA ---- rhiatt@mchsi.com or 815-842-2344.



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Something for Everyone at Annual Meeting in Springfield

(Continued from Page 1)

The noon luncheon will be given to recognition of the recipients of the Hall of Fame and Service to Agriculture awards recipients. Lifetime Honorary Membership status will also be granted to two members.

Membership and Branding Sessions

Everyone will come together again for the afternoon sessions which will focus on ISPFMRA membership development programs. There will also be open discussion on ASFMRA's Branding initiative which is discussed elsewhere in this newsletter. "Both of these will be important parts of the program and relate directly to the future of the Chapter," says Rick Hiatt, AFM, ARA, 2016 ISPFMRA president. "We hope our members will respond with enthusiasm as well as raise questions on some of the issues that will be discussed."

Scholarship Auction

That day's activities will end with the annual Memorial Scholarship Auction event. "We hope everyone attending is generous as they bid for the various items that will be available. And we hope they will be just as generous in providing items to auction off for the scholarship program.

Anyone interested in providing items for the auction can bring them the morning of the 18th. A table will be set up near registration where these items can be delivered and registered.

Marketing Mini-Seminar

Just as you may be rocking in your chair with laughter listening to Dr. Flinchbaugh, you will likely want to fasten your seat belt and do a lot of serious note-taking when David Hightower presents a mini-seminar on commodity and financial futures trading for 2+ hours on Friday morning, Feb. 19.

As a founding principal of *The Hightower Report*, Dave Hightower analyzes the energy, metal, index, currency and bond markets daily.

The title of Hightower's presentation will be *Talk of the Demise of the Bull Market in Commodities is Foolish*.

"You could spend several hundred dollars going to other conferences to hear these two individually, but

here you get them both at the same meeting for a very low fee," Peters stresses.

Program for Spouses Returns

"We've added a program for spouses to this year's event," Peters says, "and there are two elements to this and both will take part in the hotel on the 18th."

The first program will involve genealogy tracing and will feature Linda McCall who is with the Chatham Library Friends of Genealogy. She will provide information on how and where to go to find information on family trees. She will have a live internet connection so those attending will be able to browse through some of the Web sites that are available and offer ancestry discovery programs.

The second will also be hands' on and will focus on how to make professional food presentations at home.

All registering for the Spouse Program will also be part of the other activities with the meeting including the breaks, Thursday luncheon and auction reception and the breakfast event on Friday morning.

Upcoming Dates and Events

- | | |
|---------------------|--|
| February 17 | USPAP Course
Understanding Real Estate Transactions
-- Springfield, IL |
| February 18, 19 | Annual Meeting
-- Springfield, IL |
| March 2 | DIOSH DAY 2016
-- Peoria |
| March 16 | Core A & Core B
Rural Sales Analysis and Confirmation
-- Bloomington, IL |
| March 17 | Land Values Conference
-- Bloomington, IL |
| June 25 -
July 1 | ASFMRA Summer Education Week
-- Des Moines |
| July 21, 22 | ISPFMRA Summer Tour
-- DeKalb Area |
| November
7 - 11 | ASFMRA Annual Meeting |





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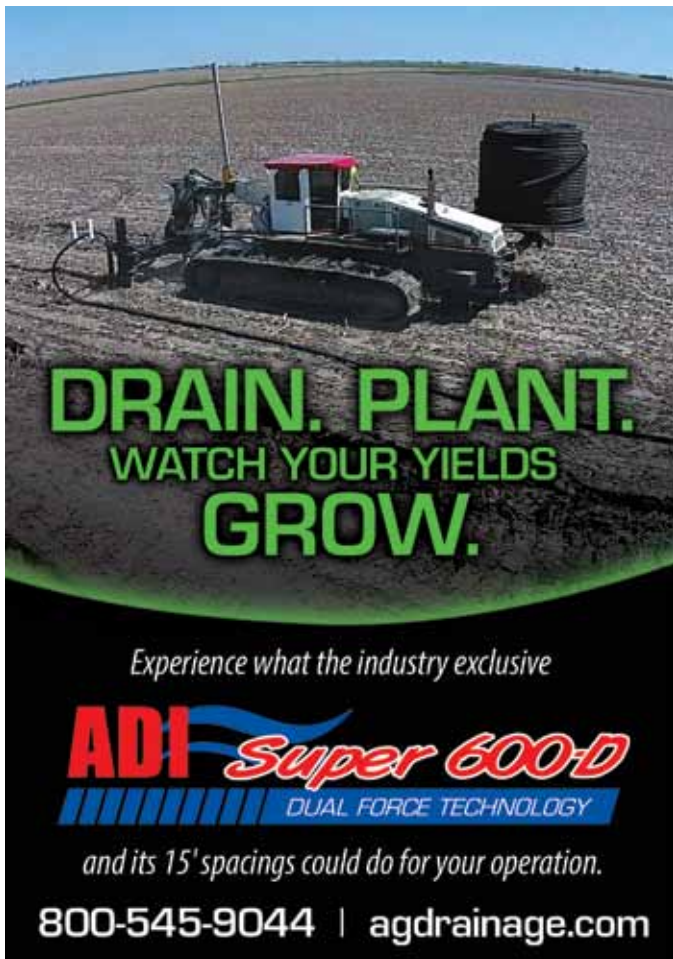
YOU MIGHT BE A RANCH KID IF...

By Dave Specht, Advising Generations LLC

(Editor's Note: This is reprinted with permission from Drovers Cattle Network. When reading please substitute farm for ranch and it should apply perfectly to you and your colleagues.)

At some point every boy or girl raised on a ranch realizes that life is different for them than it is for almost every other kid in the world. It may be when you go away to college or when you head off to the big city for an event. There are several clues that will definitely help you realize that you would be considered a ranch kid. This is not an exhaustive list, but see if you can relate to any of these.

- 10 - If you've ever been electrocuted by a fence due to a dare, you might be a ranch kid.
- 9 - If you have ever been allowed to miss school to move heifers or pull a calf, you might be a ranch kid.
- 8 - If your heart sunk when at Christmas time the kids sang, "Santa Claus is coming to town" and you thought he might not make it out to your place, you might be a ranch kid.
- 7 - If your definition of a "rough road" comes from driving the old ranch truck across corn rows at 40 miles per hour, you might be a ranch kid.
- 6 - If your father had you operate a quarter million dollar piece of equipment because he couldn't find anyone cheaper, you might be a ranch kid.
- 5 - If when it rains your first thought is about how good it will be for the crops, you might be a ranch kid.



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- 4 - If your compensation has ever come in the form of a side of beef, a load of corn or any other form of currency not accepted at Walmart, you might be a ranch kid.
- 3 - If you played sports in high school because you thought it would get you out of chores, you might be a ranch kid.
- 2 - If you consider getting a "desk job" embarrassing to the family name, you might be a ranch kid.
- 1 - If you learned how to drive five or more years before the state would legally issue you a license, you might be a ranch kid.

There are many life experiences that ranch kids have that "city folks" aren't privileged to live through. It may take a few years for you to really appreciate your upbringing, but when someone complains about a long week that consisted of sitting down for 40 hours and typing on a computer, you can think back and thank your parents for raising you as a ranch kid and teaching you what hard work really is.

Dave Specht is the owner of Advising Generations LLC and author of "The Farm Whisperer: Secrets to Preserving Families and Perpetuating Farms."



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CHALLENGES OF THE 21ST CENTURY FARMER

Source: Paulsen News Release

Agriculture is constantly developing. And as agriculture changes, ranchers and farmers have to adjust as well. With the rapidly changing face of ag, what are some of the most pressing challenges that farmers will be addressing as the century progresses?

Sustainability

This has become the hot-button topic in agriculture for producers and consumers alike. A growing global population coupled with rapidly developing countries is placing pressure on natural resources: land, water, air and fuel to name a few.

Farmers have never been at a more crucial period in farming, when land management and conservation techniques are essential for soil and water quality. Sustainability will continue to be an issue for producers as they weather the unpredictable fluctuations of the environment and financial markets, all while juggling consumer demands.

Connecting with a Disconnected Public

Only 2 percent of the U.S. population is involved in agricultural occupations, which includes less than 1 percent in farming. A vast majority of consumers have no ties to ag production.

Agriculture is facing a major challenge in communicating its practices with those who have no concept of ag. With so much misleading information at consumers' fingertips and misinformed politicians dictating restrictive regulations on agricultural practices, it has never been more important for farmers to connect with the public on their level.

The Aging Farmer

The average age of today's U.S. farmer is 58. Everyone's immediate reaction is to worry about who will replace these aging farmers, especially since a third of principal operators are 65 and older. A continuous downtrend of beginning young farmers adds to the alarm.

The skewed distribution of age demographics for farmers does have implications for agriculture's future, but with evolving technology and research, "running out of farmers" isn't one of them.

Older producers now control a major pool of resources, but fewer producers are stepping in to fill the shoes of those who are leaving the farming landscape. How

those resources shift from the vast majority of older producers to fewer younger producers will impact nearly every agribusiness and producer, because a decline in overall producers means an increase in the average farm size.

Another challenge lies in successfully integrating younger producers into farming. New technology has played a role in enabling farmers to remain on their operations later in life. Succession planning and transitioning operations into the next generation's hands while the older generation continues farming is a growing challenge.

Change is nothing new in agriculture. But as new technologies and policies continue to evolve, addressing those

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Farm Credit System Celebrating 100 Years



Illinois' two Farm Credit Service arms -- Farm Credit Illinois, based in Mahomet, and 1st Farm Credit Services, headquartered in Bloomington -- are joining the entire Farm Credit System with special events celebrating the organization's 100th anniversary.

Local and national programs are all building toward a nationwide event to be held in Washington, D.C. June 13 - 18.

National programs are dovetailing with local events and include activities such as its 100 Fresh Perspectives program which will recognize individuals both over and under 21 for their 'exceptional leadership.' The top 10 recipients will receive \$10,000 awards to help further their contributions to thriving rural communities and agriculture.

The focus on future rural leaders was also part of special events at the 2015 FFA Convention held in October.

The seeds of the Farm Credit System were planted by President Theodore Roosevelt in 1908 to address the problems facing a predominantly rural population. Congress passed the Federal Farm Loan Act of 1916, which was signed into law on July 17, 1916 by President Woodrow Wilson, and created the cooperative Farm Credit System. Since then the System, much like agriculture itself, has continued to evolve and grow.

Congress established the System to provide a reliable source of credit for the nation's farmers and ranchers. Today, Farm Credit provides more than one-third of the credit needed by those who live and work in rural America.

Farm Credit Illinois serves more than 8,600 customer stockholders with \$3 billion of farm and agribusiness loans in addition to crop insurance that covers more than 1.8 million acres with a service area that includes the southern 60 counties of Illinois. 1st Farm Credit Services has 16 branch offices located within the northern 42 counties of Illinois.

The two organizations kicked off the celebration at the Farm Progress Show in August 2015 with a \$100,000 contribution to the Illinois agriculture industry. Those attending the Show had the opportunity to "Designate the Dollars" by voting for the ten organizations to receive the funding. Those groups selected were:

- Illinois 4-H
- Illinois Ag-In-The Classroom
- Illinois AgrAbility
- Illinois Agricultural Leadership Program

- Illinois Agri-Women
- Illinois FFA
- Illinois State University
Department of Agriculture
- Southern Illinois University College of
Agricultural Sciences
- University of Illinois College of ACES
- Western Illinois University School of Agriculture

According to Liz Koheler, Marketplace Communications Specialist for Farm Credit Illinois, the actual centennial will be celebrated throughout the summer with special member appreciation events. This will include activities at the DuQuoin and Illinois State Fairs. Members have also been allowed to select special commemorative gifts.

Program Set for March 17 Farmland Values Conference

The 2015 Illinois Farmland Values Conference is set for March 17 at the DoubleTree by Hilton in Bloomington. The program will get underway at 8 a.m. and wrap up around noon.

A complete agenda with registration information is being prepared and will be ready for distribution around January 11.

Topics and speakers on the program will be:

- *Farmland Market Headwinds, Tailwinds and Developing Issues*
Dr. Bruce Sherrick, Professor and Director, TIAA-CREF Center for Farmland Research, University of Illinois
- *Institutional Land Investment Perspectives*
Paul Pittman, CEO, Farmland Partners.
- *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
- *Ask the Experts* -- Open discussion with speakers
- *2016 Illinois Land Values and Lease Trends Report*
Gary Schnitkey, Ph.D., University of Illinois College of ACES
Dale Aupperle, AFM, ARA, Heartland Ag Group

Those attending the conference will receive a complimentary copy of the *2016 Illinois Land Values and Lease Trends Report*.

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HEARTLAND AG'S FACILITY A TRIBUTE TO THOSE WHO SERVED THIS NATION

Patriotism and love of country run deep at Heartland Ag Group of Springfield and you might say the blood of its founders flows true red, white and blue.

Both Gene Meurer, AFM, ARA, and Ernie Moody, AFM, ARA, AAC, are U.S. Army veterans (Meurer serving from 1961 - 1966 and Moody from 1968 - 1974) and they have named their new office facility the Freedom Building.

Moody explains: "I bought the office building at 2815 Old Jacksonville Road in September of 2013 and we moved there in September 2015. It is located at the east edge of one of the rapidly expanding medical districts on the southwest corner of Springfield. As such, many veterans pass this building on a daily basis. There are local memorials to the Armed Forces located in the north end of Springfield, and some at the capitol—but none in our area.

I decided we needed something on the affluent 'west edge' to remind us of the 'cost of freedom.'"

With the remodelling that went into preparing the building for their purposes, the Heartland Ag staff renamed the entire facility. Why the Freedom Building? "So many Americans today do not appreciate how lucky they are. ...that they are among the lucky persons who have been 'BORN IN THE RIGHT COUNTRY.'"

"Less than 25 percent of the world's population enjoys the freedoms we have -- realistically, probably less than 10 percent. Yet so many Americans take those freedoms for granted."

"Freedom has never been free, and never will be," Moody continues. "Over 650,000 soldiers have died in combat since 1776 and over 1,430,000 have been wounded. The United States has nearly 22 million living veterans and they understand the "Cost Of Freedom".

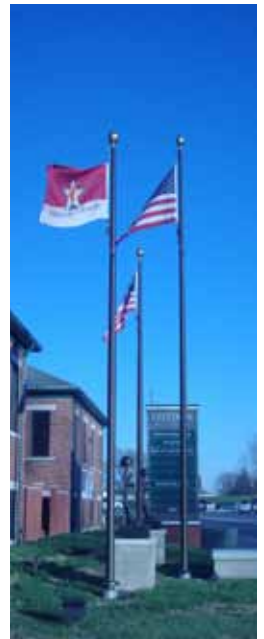
"The Freedom Building, with its murals on the inside, its Memorial Garden at the south-west corner of the building, and the continuous flashing of patriotic messages and



images on a large LED sign on Old Jacksonville Road, is dedicated to the men and women of the Armed Forces and will serve as an ongoing reminder and tribute to the freedoms we enjoy.

"We hope to dedicate the building during Memorial Day weekend in 2016."

Moody and Meurer opened Heartland Ag Group of Springfield in November 1966. "The phone didn't ring for 3 days," Moody recalls. Today there are seven on the staff. He says an official "Housewarming / Open House" will be held this spring. All ISPFMRA colleagues are welcome to attend.



From left to right: Gene W. Meurer, AFM, ARA - Senior Partner and Real Estate Broker; Daniel E. Sheehan, AFM, AAC - Farm Manager and Real Estate Broker; Alice E. McCoy - Office Manager; C. R. (Randy) Johnson, MAI - Commercial Appraiser; Elfi P. Metz, ABR - Appraiser and Real Estate Broker; Duane R. Stock - Senior Partner and Real Estate Broker; Ernest D. Moody, AFM, ARA, AAC - President and Senior Partner



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2015 Summer Tour -- Revisited

We thought it might be kind of nice with winter all about us to look back at those days in July when we had the Summer Tour. Enjoy.



ASFMRA Branding Update

by Jaleen Edwards

ASFMRA Director of Membership, Marketing and Communications

(Editor's Note: Jaleen Edwards will be addressing this topic at the ISPFMRA Annual meeting on February 18 to share additional updates and gather feedback from Illinois Society Members.)

In July of 2015, the American Society of Farm Managers and Rural Appraisers (ASFMRA) sent out a survey to our members, requesting their feedback on our current name, our logo and what being a part of ASFMRA meant to them. We wanted to know what key words and phrases resonated - How they believe they are, how they would like to be, and how they are, perceived in the marketplace.

The ASFMRA Executive Council was supportive of the survey, recognizing three very important factors:

- There is a great deal of land that will be changing hands in the next five to ten years, as over 320 million acres are currently owned by individuals that are 65 years of age and older.
- Over 50 percent of ASFMRA members have told us that they plan to retire in the next ten years.
- Ninety-six percent of respondents to the ASFMRA membership survey indicated that it is important/very important for ASFMRA to actively develop the next generation of rural property experts.



So, ASFMRA needed answers to some very important questions as we look to the future of the organization:

- Is our brand positioned correctly to attract young professionals?
- How are we perceived in the marketplace?
- How do we stand out relative to our competition?
- How do we increase public awareness of our members and the services that they provide?

The survey that was sent in July was developed in conjunction with ASFMRA by Agency Off Record (AOR), a branding agency that has worked with other professional society's to help them make the most of their brand, their brand identity and their messaging. The survey was sent to over 2,000 members and we had over 435 individual respondents, providing a statistically valid sample. The responses came from a variety of members, in many different roles in the organization, with varying degrees of longevity, engagement and geographical diversity.

The results provided important insights and overwhelmingly members thought that the name was too long. In fact, 95 percent of the respondents do not use the full name. They refer to ASFMRA as the Society, the American Society, Farm Managers and Rural Appraisers, Professional Farm Management Society and just ASFMRA. Twenty-six percent really like the tag-line "The Most Trusted Rural Property Professionals" and only 36 percent actually use the shield in conjunction with their individual marketing efforts.

The verbatim responses provided additional insights alluding to a great deal of pride in the organization; "being a part of the Society means that I belong to one of the best (if not the best) rural property professionals group in the Ag industry", "it means being affiliated with the best in the industry", "it got me my job and helps me be the best at what I do".

Other verbatim responses in regards to the name and the logo indicated that "we have an old fashioned look", "we could

(Continued on the next page)

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ASFMRA Branding Project

(Continued from previous page)

use a shorter name”, “the shield is busy and old-fashioned” and “the name is too long.”

Based upon the results of the survey, ASFMRA decided to do additional research by having a “gut check” call with Chapter Leaders and Young Professionals from across the country. This effort gave us additional information. So, where does that leave ASFMRA in terms of attracting the next generation of agricultural property professionals and perhaps changing our name/brand? It leads to ask more questions and do a bit more research to understand if our members want significant change, or if, in fact, our brand (look and feel) just needs to be updated.

As you look at replacing yourself, assuming that you would like to retire someday, picture the millennial that ASFMRA needs to attract. Yes, they want education and networking. Yes, they have a sense of pride (just like you!). They are also driven to organizations and entities to which they have an emotional connection – the look, the feel, the mission, and the values.

While brands typically evolve and change over time to reflect changes in organizations, their businesses, and/or their marketplace demographics, getting it right is very important.

ASFMRA really needs your valued opinions to determine where we go in the next three to five years. Look for more research coming your way and make sure your voice is heard by completing the next survey!

See you in Springfield.

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Loads of Education Offerings

(Visit www.ispfmra.org for full program and registration details)

7-Hour National USPAP Course

Wednesday, February 17

President Abraham Lincoln Hotel, Springfield, IL

The underlying theme of all sections are USPAP requirements for ethical behavior and competent performance by appraisers. Discussion will focus on specific USPAP revisions and afford you the opportunity to apply this information through case studies and a review of frequently asked questions and responses of various USPAP topics. The material emphasizes the role of the appraiser, the appraiser's impartiality associated with this role, and helps clarify concepts such as scope of work and when USPAP applies. The special responsibilities of the appraiser with regard to impartiality are explored in detail. This course will provide an overview of the 2016-17 USPAP, which goes into effect on January 1, 2016

Understanding Real Estate Transactions

Wednesday, February 17

President Abraham Lincoln Hotel,

This is a General Agriculture Real Estate Class with Loads of Benefits

Great for beginner realtors or for those who just want to know about how these transactions work.

It will provide Practical Instruction versus Book Instruction for taking a licensing course.

It is taught in Plain Language so you won't be buried in 'legalese!'

For the veteran realtor

It's a great refresher course.

Designed to be interactive among those attending, not a lecturing head!!

This course is applicable to farm managers, appraisers, lenders and agricultural consultants.....

ANYONE who wants to better understand the basics behind real estate transactions.

Rural Sales Analysis and Confirmation

Wednesday, March 16

Doubletree by Hilton, Bloomington

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 participant's past experience in the two resulting steps are likely varied, but complete sales analysis is not possible without in-depth sales confirmation.

Core A & Core B

Wednesday, March 16,

DoubleTree by Hilton, Bloomington, IL

COR A 1634 - CORE A: FAIR HOUSING, AGENCY, LICENSE LAW & ESCROW

Will the Defendant Please Rise?

This course meets the requirements for the new Core A curriculum of 3 hours required by the IL Department of Financial and Professional Regulation. It provides an in-depth review of the Real Estate License Act of 2000 with particular emphasis on Fair Housing, Agency, Licensing Requirements, Compensation and Business practices, Escrow and Disciplinary Provisions.

COR B 1682 – CORE B: LEGAL ISSUES

Real Estate Auction – The Basics

This course is developed to assist real estate licensees to better understand the processes involved in offering real estate at auction. The course provides the history and licensing and regulations involved in real estate auctions in Illinois. It also provides specific facts and issues involved in real estate auctions.

A Message from the ICAP President

As the Illinois Coalition of Appraisal Professionals (ICAP) begins its 22nd year as a unified voice for real estate appraisers in Illinois, I am honored and privileged to serve as the 2016 President. As someone who has been serving on the board for the past several years, I have seen the hard work that goes into making the organization a success. When Bret Cude approached me to become one of the two ISPFMRA representatives on the ICAP board, I really had no idea what to expect. The first couple of years I spent a lot of time watching and asking questions. For those of you unfamiliar with ICAP, we are supported by the following appraisal organizations:

- American Society of Appraisers
- American Society of Farm Managers and Rural Appraisers
- Appraisal Institute
- National Association of Independent Fee Appraisers

We are a not-for-profit organization made up of ICAP and the ICAP - Political Action Committee, supporting issues affecting professional appraisers. We closely monitor political action, regulation and legislation and work hard to influence legislation beneficial to the profession. We began several legislative initiatives in 2014 that carried over into 2015.

Our new Secretary of IDFP, Brian Schneider, has provided significant help and direction and has taken an active roll in working with ICAP to be sure the needs of appraisers are met. He has a simple mission according to Rick Hiton, our immediate past President, "to get things done correctly and on a timely basis."

ICAP authored HB3333 to amend the Appraisal Management Company (AMC) Registration Act and to provide an Appraisal Management Recovery Fund. Prior to this amendment, Appraisal Management Companies were required to post bond to be registered as an AMC in Illinois; however, this bond did nothing to protect appraisers that did not get paid in the event of an AMC failure. The amendment establishes a recovery fund, funded by AMC's, that not only provides protection for the state, but would be used to reimburse appraisers that were not paid in the event an AMC went out of business.

ICAP also supported SB2039 that was signed into law by Governor Rauner on December 7, giving the state the legal authority to appropriate \$330,000, to pay the National Registry Fees owed to the Appraisal Subcommittee Board. These were funds that were appraisal certification and license fees, already collected by the state, which had been held up due to the budget impasse. Non-payment of these fees permitted the Subcommittee to de-list appraisers, leaving the state with no certified or licensed appraisers. Secretary Schneider, with the support of ICAP, took a very strong leadership role in protecting Illinois appraiser certifications and licenses.

In addition to supporting legislation, ICAP held a lobby day in Springfield on May 6 to ask for support and to "establish an appraiser presence" in Springfield. We had extremely productive meetings with 20 state Senators and Representatives. While we don't anticipate the need for new legislation in 2016, we plan to continue making our presence felt on the state level.

There are several initiatives in 2016 that ICAP will be watching and participating in:

- Illinois Customary and Reasonable Fee Study with the University of Illinois
- The Appraisal Qualifications Board Concepts Paper regarding alternative tracks for appraisal experience
- The Federal Financial Institutions and Examinations Council discussion to increase the de minimis level for transactions requiring a State Certified or Licensed Appraiser on loans from \$250,000 to \$500,000.
- The new Appraisal Qualification Board's Personal Property Qualification Criteria
- Other workgroups related to Fannie Mae and Consumer Financial Protection Bureau issues
- Expanding ICAP seminars to include more hours of agricultural education.
- Heavy emphasis on the ICAP budget and getting the most "bang" for the buck.

I am asking for your continued support of ICAP. In late 2015 the board voted to raise dues from \$60 to \$85. This was not an easy decision, but one that we deemed necessary to maintain a strong coalition. While ICAP is a voluntary organization, we do maintain a lobbyist and a strong web presence. ICAP has been instrumental in working with the IDFP and within the political process to help craft legislation that protects the profession.

Also, please consider making a contribution to ICAP-PAC, the appraiser's political action fund, is entirely funded by appraisers and membership's contributions. Our contributions are applied towards elected politicians and candidates for public office that support appraiser related issues. The suggested voluntary PAC fund contribution is \$25.00. ICAP - PAC collects contributions from members and uses those funds to help elect candidates for public office who are supportive of appraiser related issues. Please note, ICAP & PAC contributions are voluntary and not tax deductible as they are allocated to lobbying expenses.

Many challenges are ahead for our industry and ICAP continues to be positioned to deal with these issues. The hard work of my predecessors has developed the credibility of the organization with leaders in the industry and within the political process as one voice for the profession. Please feel free to contact me with any seminar suggestions, comments or areas of concern at mmorris@1stfarmcredit.com. Thank you for your support.

Michael Morris, ARA, MAI
2016 ICAP President - ASFMRA