



Winter 2017

February 16

“Whole Lot of Program” Set for February Annual Meeting

“A whole lot of program” has been organized for those attending the Chapter’s Annual Meeting which will be held at the DoubleTree-by-Hilton in Bloomington February 16.

This is according to Steve Myers, AFM, Busey Ag Services and chair of the event. “The committee has put together an action-packed day of speakers and topics that should check everyone’s box in terms of education and information needs. And, by compressing all this into one day, we are working to be considerate of our members’ valuable time.

“We have a powerful lineup of well-known, highly qualified speakers,” Myers says. “This group is also pretty ‘fresh’ meaning folks who have not presented at our meeting recently, or ever.”

“Take a look at the agenda and you’ll see we start out the morning with a real heavyweight in Dr. Bill Tierney and then continue the momentum all the way through the day.

Myers says a goal of the planning group was to fill the day with very topical subjects for both managers and appraisers, and close the day with another strong presentation. The day’s wrap-up will come from John Phipps from U.S. Farm Report. “We for sure want to put everyone into a very positive mode when we break for the Memorial Scholarship Auction,” he explains.

Programming for the balance of the day will include concurrent morning sessions with Lynn Clarkson from Clarkson Grain and Darrell Dunteman, a columnist with *Farm Journal Media*.

Afternoon sessions will include Dwight Raab, CEO of Illinois FBFM, and Bryan Young, professor of weed science at Purdue University. They will speak on farm management issues. Programming addressing appraisal topics are still being developed.

“We will once again have our noon luncheon dedicated to member recognition with the presentation of the Hall of Fame and Service to Agriculture awards as well as particular member citations,” Myers continues. This will be followed immediately by the annual business meeting.

A social gathering targeting our Young Professionals group is set for the evening of February 15 immediately following the education program that will be held that day. A program for spouses is also being developed.

The complete agenda and registration information is available online at www.ispfmra.org.

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Eric Says

by Eric Wilkinson, AFM
President
Illinois Society of Professional
Farm Managers and Rural
Appraisers



Greetings in the New Year!

The calendar has rolled over, and 2016 is in the books.

This past year has been very interesting, with many challenges and opportunities. If you would have told me a year ago that the Cubs would win the World Series and that Donald Trump would be elected President, I would have thought you were crazy. I have been a Cubs fan my whole life, but given their record, it just did not seem likely. Now Donald Trump as President is still hard for most to believe, regardless of your political affiliation. What matters is our Society had a great year, and we look forward to more exciting things this year.

As the year changed, so did the leadership roles on the ISPFMRA board. We extend a very big thank you to Randy Fransen as he leaves the Past-President position, and Phil Eberle as our Academic Vice President after many years. Both have kept this organization moving in the right direction and have served their roles well.

We also thank Rick Hiatt for his great insight, leadership, and out-of-the-box thinking. He and Carroll Merry were diligent in getting the board together for several face-to-face meetings that proved to be highly productive. We are glad Rick is still providing us with continued guidance serving as Past-President.

We also welcome two new leaders to the board. Rob Woodrow joins us as our Vice President, and Dr. Maria Boerngen as our Academic Vice President. It has been great getting to know Rob at the last few meetings, and I look forward to working with him on the board. Maria is at Illinois State University and is a new member of our Society. You can find out more about Maria on page 10. We look forward to her new ideas and also with maintaining our relationship with ISU.

I am especially honored and excited to serve as your chapter president in 2017. Although I have only been a member for a little more than eight years, I have been amazed at the passion and camaraderie of our members. It will be a great challenge to even attempt to fill the shoes of Rick Hiatt and Randy Fransen, but I assure you I will do my best.

I would also like to mention and congratulate the award recipients and newly accredited members from our chapter who were recognized at the ASFMRA Annual Meeting. Our chapter was well represented this year. These members are all featured on pages 12 and 17 in this newsletter.

As usual, we will kick off our new year with the Annual Meeting on February 15 and 16 in Bloomington. Steve Myers and his committee have done a great job in putting together a great meeting agenda and speakers. One big change this year is to try to be respectful of our members' time and shorten the meetings by a half a day. The 15th will be our education day and the 16th will be action-packed with business and speakers, with the memorial scholarship auction as the Grand Finale. Please make plans to join us at the DoubleTree on the 15th and 16th.

We also have our annual Land Values and Lease Trends Conference set for March
(Continued on Page 7)

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2017 Committee Chairs

Annual Meeting - 2017 @ Bloomington	Steven Myers, AFM
2018 Champaign	Scott Johnson, AFM, CCA
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Bylaws	Winnie Stortzum, ARA
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Ethics	Allen D. Worrell, AFM
Farmland Values/Lease Trends Survey/ 2017 Illinois Land Values Conference	Dale Aupperle, AFM, ARA David Klein, AFM, ALC
Conference Meeting	Luke Worrell, AFM, ALC Reid Thompson, AFM
Advertising	Jonathan Norvell, Ph.D.
Farmland Data Collection	Chuck Knudson, ARA Dan Davis, AFM, ARA
Farmland/Lease Trends Survey	Gary Schnitkey, Ph.D.
Government & Policy	Jerry Hicks, AFM
Honorary Awards	Rick Hiatt, AFM, ARA
ICAP Representative	Herb Meyer, ARA Michael Morris, ARA, MAI
Management Education	Steve Glascock, AFM
Membership Development	Laura Enger
Memorial Scholarship	Seth Baker, AFM
Nominating	Rick Hiatt, AFM, ARA
Public Relations	Ross Albert Ernest Moody, AFM, ARA, AAC
Summer Tour - 2017	Bret Cude, AFM
Young Professionals	John Schuler

A corn plant is centered in the frame, growing upwards. The background is a light gray with a subtle pattern of chemical formulas, molecular structures, and periodic table elements like Mn, Cu, Fe, P, O, C, H, N, and K. The text "LEADING GENETICS" and "THAT'S LG SEEDS" is overlaid on the plant's stem in two red rectangular boxes.

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Eric Says

(Continued from Page 2)

23rd at the Double Tree in Bloomington. Dave Klein and his team have been busy planning, and I know it will be another great event. This will also include the release of our annual *Land Values and Lease Trends Report*, our greatest effort and compilation of data and insight from our members. Again, please plan to attend and participate.

I want to thank all of our committee chairs and members who make our committees function. Your leadership and hard work are what make our Chapter so great. I encourage any member who wants to get involved to reach out to me or any of the board members to see how you can get plugged in. You will find that you get more out of our chapter by participating and becoming involved.

As a "Young Professional" in our chapter, I want to focus our efforts on getting our next generation of leaders ready for leadership roles. I also want to help to grow our relationships with our colleges and universities to develop recognition and membership. If anyone has any ideas they would like to share to help achieve this goal, please contact me.

Overall, I would just like to thank you for the opportunity to serve as your President over the next year. Although there continues to be uncertainty in our industry, I look forward to the challenges that 2017 will bring.

Best Regards,



Rachael Schumaker
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Contribution Leveraged into Drone Raffle for Memorial Scholarship Funding

A challenge to ‘grow’ a contribution to the ISPFMRA Memorial Scholarship has developed into a raffle for a drone that could reap well over \$3,000 for the scholarship fund.

In mid-2016 long-time ISPFMRA member and Past President Penny Lauritzen made a \$1,000 contribution to the Memorial Scholarship Program with a challenge to ‘grow’ the contribution into a larger amount. The contribution came from Lauritzen as part of her sharing a \$10,000 award from the Farm Credit System as a Top 10 Farm Credit Fresh Perspective Honoree. (See *ISPFMRA Insights*, Fall, 2016 issue.)

Thomas Wargel, AFM, Black Prairie Ag Services, a long-time active member on the Scholarship committee, seized upon the concept and approached David Trainor, the Precision Technologies and Wargel’s contact with Van Horn, Inc. Wargel had recently purchased a drone from Van Horn and he asked about acquiring a state-of-the-art drone that could be raffled to members as a fund-raiser for the scholarship fund.

This started a ball rolling that has resulted in the donation of a drone package that features a Phantom 4 Pro quadcopter from DJI that is being offered as a raffle item this spring. The unit features a 3-axis-stabilized gimbal camera with a 20MP, 1” CMOS sensor capable of shooting up to 4K/60fps video as well as photo bursts at up to 14 fps. The package from Van Horn includes a remote controller, batteries, changing system and other features that bring the value of the unit to over \$2,000.

A Marco Polo RC model tracking and recovery system has been purchased with a portion of the challenge contribution to complete the drone package.” This allows operators to recover ‘fly-aways’ when the unexpected happens during a flight.

Only 150 Raffle Tickets Available

Details on the raffle are being finalized as this issue of *Insights* is produced, but the plan is this:

- 150 raffle tickets will be made available.
- The cost of each ticket will be \$25 with an ultimate goal of \$3,750 being raised for the scholarship fund.
- The drawing to determine the winner will come either at the February Annual Meeting or at the March Land Values Conference....depending on when all the tickets are sold.
- Details on how the tickets can be purchased are being

worked out and information will be sent to all members when completed.

“We are absolutely ecstatic with what Thomas has been able to make happen with this drone raffle,” says Seth Baker, AFM, First Illinois Ag Group, Memorial Scholarship Committee chair.

“We’re able to offer something really new and exciting to our scholarship fund raising program, some member is going to get a really great drone for their use, and we’ve been able to meet Penny’s challenge to grow her contribution.”

The advertisement features a large, dark, rectangular image of a field with a grid of drainage tiles. In the background, there are some farm buildings and trees. In the bottom right corner, a tractor is visible. The text is overlaid on the image.

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The Phantom 4 Pro from DJI boasts a 3-axis-stabilized gimbal camera with a 20MP, 1" CMOS sensor capable of shooting up to 4K/60fps video and well as photo bursts at up to 14 fps. The hull has been updated from the previous Phantom 4, now featuring magnesium alloy construction for increased rigidity and reduced weight. The Flight Autonomy system adds dual rear-vision sensors plus infrared sensing for a total of five directions of obstacle sensing and four directions of obstacle avoidance. The Phantom 4 Pro+ features a high-luminance display integrated into the remote controller.

DJI Phantom 4 Pro Quadcopter package includes:

- Remote Controller for Phantom 4 Pro Quadcopter
- 2 Flight Battery
- AC Cable for Battery Charger
- USB OTG Cable
- 16GB microSD Card
- Marco Polo RC Model Tracking & Recovery
- 4 x Propeller Pairs
- Battery Charger
- Gimbal Clamp
- Micro-USB Cable
- Nanuk Waterproof Case

ALL proceeds go to the ISPFMRA Memorial Scholarship Program

***Only 150 Tickets will be available for purchase.
Tickets are \$25 each***

***Drawing will be held at 2017 ISPFMRA Annual Meeting
OR***

2017 Land Values Conference

(depending on when all tickets are sold)

You need NOT be present to win!

***Details on purchasing tickets will be available SOON as we work through the
legal details of making this offer available.***

Member Spotlight



Maria Boerngen, Ph.D. Illinois State University

Dr. Maria Boerngen is the new Academic Vice President for ISPFMRA.

She grew up in Murphysboro, Illinois, and spent much of her childhood on her grandparents' farm in "southernmost Illinois."

She joined the Illinois State University Department of Agriculture faculty in the fall of 2015 as an assistant professor of agribusiness. Prior to that, she served for nine years on the agriculture faculty at Lake Land College in Mattoon, Illinois.

Maria earned a bachelor's degree in Plant & Soil Science from Southern Illinois University, and her master's and Ph.D. in agricultural economics from the University of Illinois.

Her courses at ISU include Farm Management, Farm Supply & Food Industry Management, Farm Commodity Pricing, and Commodity Futures & Options. Her research focuses on information transfer and on-farm decision making.

In addition to the ISPFMRA and ASFMRA, she is a member of the North American Colleges and Teachers of Agriculture (NACTA), the Agricultural and Applied Economics Association (AAEA), and the Illinois Association of Community College Agriculture Instructors (IACCAI).

She and her husband, Eric, live in Normal. Outside of work, Dr. Boerngen enjoys running, reading, traveling, attending ISU athletics events, and riding on the back of her husband's Harley.

Maria will officially be appointed to the position during the 2018 Annual Business meeting on February 16. She succeeds Phil Eberle, Southern Illinois University, who has been in this position for a number of years.



Her duties will be primarily to serve as the liaison between ISPFMRA and the various universities and colleges in the state with agricultural education and research programs.

She will work closely with the Memorial Scholarship committee as the official Board representative. She will also interface with the Young Professionals committee and serve as a voting delegate to the ASFMRA Annual Conference if needed.

Her term will be for 3 years at which time the appointment may be renewed or moved to someone at another Illinois university or college.

Welcome, Dr. Boerngen!!

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Farmers National Company



John Kennedy, AFM
Farmers National Company



Adam Kestner, AFM
Farmers National Company

Accredited Rural Appraiser



Robert Warmbir, AFM
Hertz Farm Management, Inc.



Nick Westgerdes, AFM
Farmers National Company

Durkin Young
1st Farm Credit Services

40-Year Members



Steven Lott AFM, Retired



Paul Marsh, AFM, ARA
Prudential Ag Investments



Duanne Streitmatter, AFM



Bobbie Swires, AFM



Marty Thornton, AFM
Heartland Bank & Trust

Mark L. Breeden, AFM
Hertz Farm Management

Kenneth Bryant, AFM
Bryant and Associates

W. Stephen Moser, AFM,
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50-Year member

Ray Brownfield, AFM, LandPro LLC, addresses the assembly during the ASFMRA Annual Conference held in November. Brownfield was cited for 50 years of continuous membership in ASFMRA and ISPFMRA.



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Appraising Ag Facilities

8 a.m. - 5 p.m.

Wednesday, February 15, 2017

This class will be held in conjunction with the
ISPFMRA 2017 Annual Meeting set for Feb. 16, 2017

DoubleTree-by-Hilton
10 Brickyard Drive, Bloomington, IL

February 15, 2017

One of the most difficult assignments an appraiser will encounter is the valuation of an agricultural facility. This seminar reviews the underlying appraisal theory relative to facility appraisals and then apply the theory specifically to the valuation of a poultry farm. In this seminar, we will discuss what is actually being valued in an agricultural facility, review applicable terminology, discuss the overall appraisal process beginning with problem identification, then walk through a real-world example detailing sales analysis and following through all the traditional approaches to value.

Herb Meyer recommends this seminar as a very good seminar that is focused on Poultry, but will be good for anyone wanting to prepare facility or odd ball appraisal reports. "Mark's area analysis is something we don't talk about enough and will be one of the great take-aways from this class."

Contact Hours: 7 hours

This course qualifies for 7 hours of continuing education for appraisers with the Illinois Department of Financial and Professional Regulation's Appraisal Division and the ASFMRA.

Instructor: Mark A. Lewis, ARA, RPRA
Lewis & Seely Appraisals, Inc.
Lufkin, TX

Fees: \$275.00 (Does NOT include lunch -- does include reception following the class)
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<http://www.ispfmra.org/2016/12/12/register-online-appraising-ag-facilities-seminar/>

Lodging: A block of rooms is reserved for Tuesday, February 14 at the DoubleTree-by-Hilton. Room rate is \$120 plus taxes under "Illinois Society of Farm Managers" block. Call **309-664-6446** to make reservations. Room block expires on January 17, 2017.

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Will Illinois Community Banks Make Farm Loans in 2017?

by John Blanchfield

USDA projects that 2016 net cash farm income will come in around \$94 billion, down from the record \$135 billion received in 2012. After more than a decade of spectacular returns, farmers are now trying to right size their business models to meet this new reality.

Bankers have increased concerns about their ag loan portfolios as more and more farm customers seek refinancing of unpaid operating loan advances. Will credit from community banks be available to Illinois farmers in 2017?

While the current economic data points to a rather grim reality for farmers, there are many mitigating factors that may make the adjustments being made by farmers less painful. Many farmers are still holding cash they acquired when times were good. Farm real estate values have not declined precipitously. Debt levels remain relatively low, and as a result, many farmers have healthy balance sheets that will enable them right size their payments to their reduced cash flows.

Despite political turmoil over the creation of the last farm bill (The Agriculture Act of 2014), agriculture ended up with a fairly conventional piece of farm legislation that will pay some serious money to farmers if prices remain low. In 2015, the first year that there was a payout, the Farm Bill paid \$5.2 billion to over 976,000 farms. Illinois farmers received \$231 million in payments in 2015. This year the Farm Bill will pay over \$7 billion to 1.7 million farms, and Illinois farmers will receive over \$873 million. These payments started going out to Illinois farmers in October.

Banks will not escape all pain during this period of economic adjustment, but there are three key elements in place today that will help bankers mitigate the painful economic adjustments that are occurring in agriculture. Congress created a unique lending tool just for ag lenders at the end of the 1980s - a secondary market for farm real estate mortgages known as Farmer Mac. To this day, many community banks fund their long term farm real estate lending with volatile short term deposits and hold these loans in portfolio. As a result they are vulnerable to both credit and interest rate risk. Community bankers have the opportunity to use the secondary market created by Farmer Mac to enable them to originate long term, fixed rate farm mortgages. Farmer Mac enables banks to preserve the relationship with their farm customers while shedding credit and interest rate risks. It is not agricultural real estate lending like it was done in the past, but it is a way for community banks to safely compete against other, larger lenders.

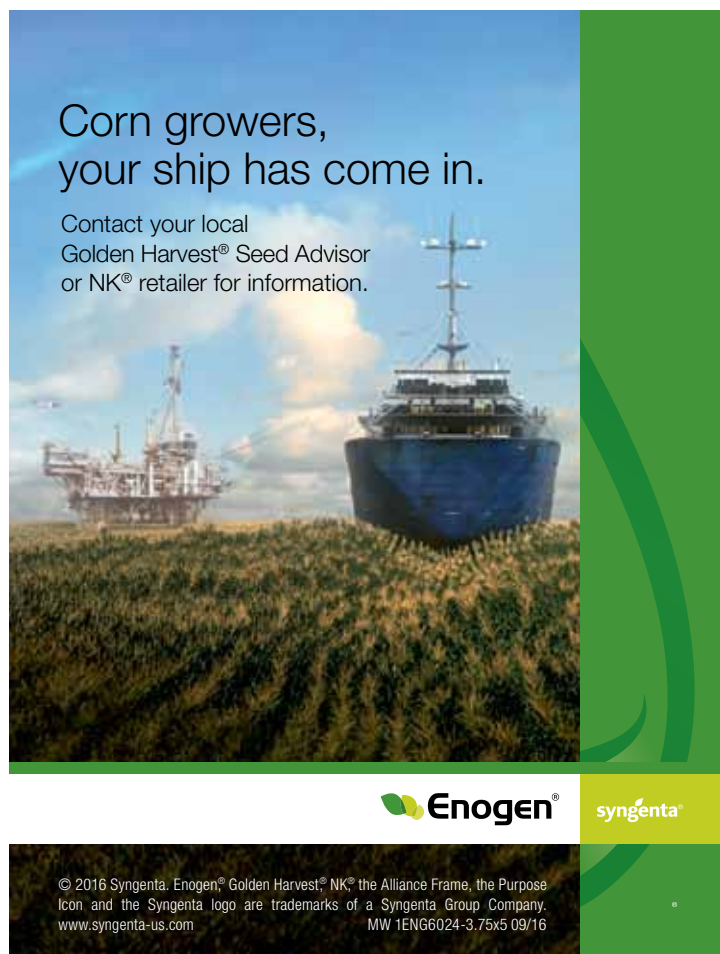
USDA, through the Farm Service Agency, now provides a credible guaranteed loan program that has enabled banks to extend credit to over 35,000 farmers who would not qualify for credit without a guaranty. Demands on fund-

ing for the guaranteed loan program hit all-time highs in 2016, reflecting the expanded use of the program by bankers.

Following the farm financial crisis in the 1980s, a group of bankers got together to standardize what constituted a standard set of farm financial statements and to reach agreement on how to analyze them. The result, under the stewardship of the Farm Financial Standards Council, is an industry agreed to set of financial statements for agricultural producers and an agreed to set of financial ratios that bankers use to analyze the information. There is still much work to be done to improve farm financial standards, but a strong foundation has been laid.

Illinois community banks that have the desire, creativity and the staff needed to stay in agricultural banking will find new opportunities in this environment. Agricultural lending is a key component of the success of many Illinois community banks, and it will remain so.

John Blanchfield owns Agricultural Banking Advisory Services, an independent consultancy that works for community banks that serve farmers and ranchers. He oversaw agricultural banking policy for the American Bankers Association in Washington for over 25 years. He can be reached at john.blanchfield@verizon.net



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Eric Wilkinson Cited at ASFMRA

ISPFMRA's newest president, Eric Wilkinson, AFM, Hertz Farm Management, Kankakee, IL, was presented the ASFMRA Early Career Award during the American Society's national conference in November 2016. This national award, given annually by the ASFMRA, recognizes an outstanding "early career" member. This award recognizes younger members who are making outstanding contributions to their local chapter(s), the ASFMRA, and their local communities during their first 10 years of ASFMRA membership.



Wilkinson served as the Young Professionals Network representative on the ASFMRA Leadership Council for two years prior to moving into the leadership chairs of the Illinois Chapter.

WANTED

*Items for ISPFMRA
Memorial Scholarship
Auction.*

*Bring to Annual
Meeting Registration on
February 16.*

*Auction is that
evening at
DoubleTree-by-Hilton,
Bloomington*

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At Community Bankers Conference

ISPFMRA President Rick Hiatt hosted a display at the recent CBAI Community Bank Directors Conference held at the Crown Plaza in Springfield, IL in December 2016. One hundred fifty five Community Bank directors attended the conference from around the State of Illinois to hear a series of presentations on Preparing your Bank for Uncertainties in 2017, Connecting the dots to strong Capital accounts, updates on Legislation and Regulation, Leveraging Relationships with the Media, and What Directors Should Know about their Bank's Risk Management.

Rick distributed to every attendee the notice of ISPFMRA Land Values and Lease Trends Seminar coming up in March at the DoubleTree Hotel in Bloomington, IL. He also answered questions about services provided to bankers by Illinois Society Members. He notes that "Community Bankers' customers and Illinois Society customers are very closely aligned. The Farm Departments, Trust Departments, and Ag Lending Departments of Community Banks are interested in our timely and professional appraisal services, independent consulting for their borrowers and management services to landowners who are customers of the Bank. These services are confidential and respect the Bank relationship with the client."

Brochures, membership directories, and 2016 Land Values books were available to all attendees. He stated this was the second year of hosting a booth at the conference and he perceived the value for developing relationships with community Bankers to be invaluable. "Clients, philosophies and services are very complimentary."



Upcoming Events

January 17	Cut-off date for lodging for February events	March 23	Illinois Land Values Conference DoubleTree by Hilton, Bloomington, IL
February 7	Community Bankers Association of Illinois Ag Lenders Conference, Springfield, IL	July 2 - 7	International Farm Management Congress, Edinburgh, Scotland
February 15	Appraising Ag Facilities Education Class DoubleTree by Hilton, Bloomington, IL	July 17 - 21	ASFMRA Summer Education Week, Omaha, NE
February 16	ISPFMRA Annual Meeting DoubleTree by Hilton, Bloomington, IL	August 17, 18	ISPFMRA Summer Tour Rend Lake, IL area
	TradeTalk Commercial Sponsor Exhibition	August 30	Summer Snapshot Survey Press Briefing at Farm Progress Show, Decatur, IL
February 28	Cut-off date for lodging for March events	September 11-15	ASFMRA Leadership Institute, Washington, D.C.
March 22	Appraising Natural Resources Education Class	November 13 - 17	ASFMRA Annual Conference Savannah, GA
	Property Taxes in Illinois Real Estate Ethics Education offerings for realtors co-sponsored with RLI DoubleTree by Hilton, Bloomington, IL		



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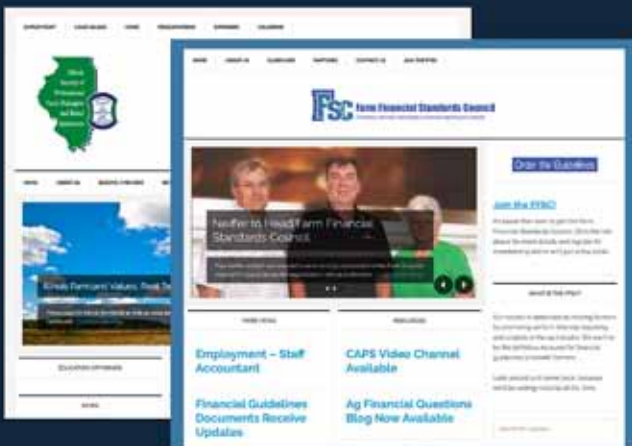
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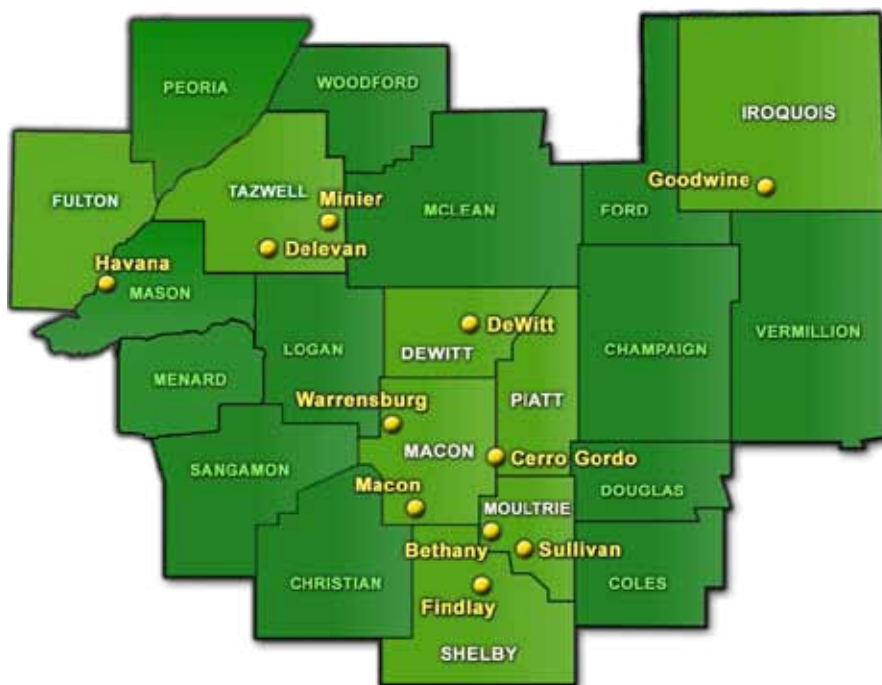


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Appraiser Education Seminar Offering

Appraising Natural Resources

8 CE hours (This course qualifies for 8 hours of continuing education for appraisers with the Illinois Department of Financial and Professional Regulation's Appraisal Division and the ASFMRA)

Wednesday, March 22, 2017 (Day preceding 2017 Illinois Land Values / Lease Trends Conference)

Doubletree by Hilton, Bloomington, IL 10 Brickyard Drive, Bloomington, IL 61701

Presented by Illinois Society of Professional Farm Managers and Rural Appraisers

An advanced course designed to apply valuation techniques to properties which include mineral rights, water rights, timber and/or wind. The course differentiates between each of these property rights, yet identifies whereby the basic valuation process can be applied. Appraisal procedures and techniques are addressed emphasizing market extraction or all components used in the three approaches to value. The mineral section of the course contains segments which consistently apply the appraisal theory and procedures to elements such as surface mining. The water section deals with commercial and recreational applications, split estates and ownership. Timber, mineral deposits and water rights are uniformly analyzed to demonstrate common valuation processes applicable to otherwise unique and complex properties. This course provides practical applications in each of the valuation approaches through case studies.

Times: 8 a.m. - 4 p.m. with 30-minute lunch break (luncheon included with registration fee)

Instructor: John Widdoss, ARA, MAI
Hall-Widdoss & Co., Inc.
20072 Bear Ridge Road
Spearfish, SD 57783



Fees: \$275 (Includes lunch and cash-bar reception following the course)

Name _____ ASFMRA Member # _____

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ISPFMRA

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Menomonee Falls, WI 53051

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

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ispfmra@countryside-marketing.com

REGISTER ONLINE --- go to

<http://www.ispfmra.org/2016/12/09/register-online-appraising-natural-resources-seminar/>

Lodging: A block of rooms is reserved for Tuesday, March 21 at the Doubletree by Hilton. Room rate is \$120 plus taxes under "Illinois Society of Farm Managers" block. Call **309-664-6446** or **1-800-333-FREE**

Room block expires on February 28.

2 Elective
Continuing Education Courses

Property Taxes and Real Estate Ethics

Wednesday, March 22, 2017

DoubleTree-by-Hilton
Bloomington, IL

Note: These courses are sponsored by the Illinois REALTORS® in conjunction with the Decatur Association of REALTORS®, the Illinois Farm & Land Chapter of the REALTORS® Institute and the Illinois Society of Professional Farm Managers and Rural Appraisers

FI - 1103 Property Taxes in Illinois (3-hour elective)

Time: 9 a.m. - Noon (Registration 8:30 a.m. - 9 a.m.)

Instructor: Norm Willoughby -- License # 563-000113

DESCRIPTION: This course is an introduction to the basic principles and concepts of the Illinois property tax system. Property taxes in Illinois are the major source of revenues for local units of government, schools and local taxing bodies and districts. Over the past 30 years, property taxes have become a major expense for property owners and can be an obstacle to ownership. The property tax system in Illinois is confusing, cumbersome and intimidating to most citizens. The purpose of this course is to give real estate agents a better understanding of the system and provide a simple approach to the basics of property taxes. The agent should then be able to better explain and provide information to their clients, when assisting them in a real estate transaction. Test required at completion of program.

ETH - 1517 Real Estate Ethics (3-hour elective)

Time: 1 p.m. - 4 p.m.

Instructor: Norm Willoughby -- License # 563-000113

DESCRIPTION: This course will provide the student with an up to date look at the National Association of REALTORS® 2014 Code of Ethics. It provides a history of the Code of Ethics, a study of the Code of Ethics and Pathways to Professionalism. In addition, the student will learn the process of filing an ethics complaint and a request for arbitration and how it is adjudicated within the local board/association. Finally, the student will review case interpretations authorized by the National Association of REALTORS® and learn how the cases were evaluated and resolved. Test required at completion of program.

Property Taxes and Real Estate Ethics

[] \$ 105 ASFMRA/RLI Members, [] \$115 for non-members
(includes materials, luncheon, reception)

Note: Registration for these activities is separate from and DOES NOT include registration for the Illinois Land Values Conference

Name _____ License # _____

Company _____

City _____ State _____

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Telephone: 262-253-6902

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REGISTER ONLINE --- go to <http://ispfmra.org/2017/01/10/register-now-property-taxes-real-estate-ethics/>

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

Lodging: A block of rooms is reserved for Tuesday, March 21 at the Doubletree by Hilton.

Room rate is \$120 plus taxes under "Illinois Society of Farm Managers" block.

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2017 Illinois Land Values Conference

8 a.m. - Noon, Thursday, March 23, 2017

DoubleTree by Hilton, Bloomington, IL

- ***What factors will affect price increases / decreases?***
 - ***What's the mood of Midwest lenders?***
 - ***Where are commodity prices headed?***
 - ***What to expect for rent rates?***
 - ***And MORE.....***

Scheduled speakers include:

David Oppedahl -- Publisher of *AgLetter*, the quarterly newsletter from the Federal Reserve Bank of Chicago

Dr. Bruce Sherrick -- Director of TIAA-CREF Center for Farmland Research at the University of Illinois

Kevin Van Trump -- Founder of Farm Direction and publisher of the weekly *Van Trump Report*

David Klein, AFM, ALC -- Vice President, Managing Broker, and Agricultural Asset Manager for Soy Capital Ag Services

Dr. Gary Schnitkey -- Farm Management Specialist in the Department of Agricultural and Consumer Economics, University of Illinois

Plus -- everyone attending receives a copy of the 2017 Illinois Land Values and Lease Trends Report

Registration is OPEN NOW!!

\$70 for ISPFMRA / RLI Members

\$85 for non-members

Advance registration is recommended but not required

Register online at

<http://www.ispfmra.org/category/land-values/>

Presented by the Illinois Society
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and Rural Appraisers



2017 Illinois Land Values Conference

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

General Registration

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Total \$ _____

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CE Credit Note: Attendance at the full program qualifies for 4 hours of ASFMRA CE for Thursday, March 23, 2017

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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 \$120 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 February 28, 2017