



# NEWS & *Insights*

*Spring 2025*

## Land Values Conference Plays to Full House, Details inside.



### Questions for Dr. Kohl

Sarah Immordina, an ISU nursing student taking Farm Management as an elective, discusses farmer health with David Kohl, Ph.D., the keynote speaker at the March 27 Land Values Conference. The two are joined by Maria Boerngen, Ph.D., Associate Professor of Agribusiness at the campus. More photos inside.

# Mike Says...



by Michael Lauher, AFM President, ISPFMRA

As spring returns to Illinois, so does the energy and momentum within our Society. Here are some updates on recent highlights and exciting upcoming events that reflect the strength and direction of the ISPFMRA.

On March 27, we hosted another successful Illinois Land Values Conference. With nearly 200 attendees, Dr. David Kohl kicked off the morning with his signature insights on the economic pulse of agriculture, followed by Alec Bean’s deep dive into Section 180 deductions and residual fertility strategies. The morning concluded with Luke Worrell and Dr. Gary Schnitkey presenting the 2025 Illinois Land Values & Lease Trends Report. Once again, through the hard work of every member who contributes, we demonstrate the vital role our Society plays in providing high-quality, data-driven resources to landowners, managers, and rural appraisers.

The day before the conference, our leadership team gathered for a Strategic Planning Session led by Russ Hiatt. We revisited our purpose, assessed our progress, and identified top goals that will shape our direction through 2027. As a Society, we remain committed to sharpening our mission, measuring our progress, and delivering value to both our members and the broader ag community.

On April 9, Nick Suess, Miranda Langen, and I joined the agricultural industry in Springfield for Ag Legislative Day. It was an invaluable chance to share breakfast with legislators, network with key industry representatives, and most importantly, represent our profession with professionalism and purpose. It was again a unique opportunity to offer ourselves as expert resources on agricultural land and policy.

This summer offers no shortage of opportunities to connect and grow. Registration is now open for ASFMRA’s Education Week, July 20–26, in Omaha, Nebraska. With qualifying education courses, continuing education seminars, and a slate of networking events, it’s a great way to earn credit hours and strengthen your professional relationships.

And don’t miss our largest-ever Midwest Joint Summer Tour with the Illinois, Iowa, Minnesota, and Wisconsin Chapters of ASFMRA, happening August 6–8 in Dubuque, Iowa. The tour includes farm visits, policy discussions, a golf fundraiser for scholarships, and even a visit to the Field of Dreams...bring your glove!

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As we get busy with spring fieldwork, I hope you’ll take time to engage with your fellow members this season. ISPFMRA remains strong because of your participation and professionalism.

Warm regards,

Michael Lauher, AFM ALC  
President, Illinois Society of Professional Farm Managers and Rural Appraisers

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The International Farm Management Association (IFMA) announces the 25th International Farm Management Congress (IFMA25) will take place February 22 - 27, 2026 in Rosario, Argentina.

This prestigious global event brings together farmers, researchers, educators, advisors, policymakers and other industry leaders to discuss the latest advancements in farm management and exchange ideas to help shape a resilient, prosperous and sustainable future for agriculture.

Rosario is the 3rd largest city in Argentina and an agricultural and industrial hub and is part of Argentina's Pampas region and one of the most fertile and productive agricultural areas in the world.

With the theme "Empowering the Future of Agriculture," the Congress will delve into innovative solutions for sustainable farming, resilience for agricultural enterprises, and the role of technology in advancing productivity and efficiency. Attendees will gain valuable perspectives on farm-

ing practices in Argentina and worldwide and have the opportunity to engage in discussions on global challenges and local solutions including innovative farm management strategies, emerging trends, and opportunities.

The Congress will be hosted in partnership with Austral University's Rosario Campus, the #1 University in Argentina. The event will feature a dynamic educational program including presentations from industry experts, concurrent sessions, and tours of local farms and agri-food operations, providing first-hand insight into Argentina's incredible agricultural sector. The Congress will also offer a rich social program, fostering networking and collaboration among participants, along with a Next Gens program designed to engage and inspire the next generation of agricultural leaders,

For more information, visit the International Farm Management Association's website at [www.ifma.network](http://www.ifma.network) and follow us on social media @IFMAOnline #IFMA25.

No visas are required to visit Argentina, only a current U.S. Passport.

The IFMA is a global network dedicated to promoting the exchange of knowledge and best practices in farm management. Through its biennial Congress, IFMA fosters collaboration among agricultural professionals including farmers, researchers, educators, advisors and policymakers to advance the agricultural sector around the world.

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# 2025 Summer Tour August 6 - 8, Dubuque Area

**D**etails for the 2025 Summer Tour are still coming together as the committee is meeting again on April 29 to finish the agenda.

This will be a unique event in that four Chapters, Illinois, Iowa, Wisconsin, and Minnesota are coming together for the first time. In a survey done earlier this year, over 100 members from the different chapters expressed an interest in attending.

Not only will this broaden the attendance, it will also offer the opportunity for members to cross-pollinate on farm management and rural appraiser topics and discussions.

Current planning calls for a golf outing (proceeds to scholarship programs) on August 6th, tours of local agriculture and other interests on the 7th, and classroom courses on the morning of the 8th where CE credits may be earned.

Look for more details in very early May as the agenda becomes finalized.

## Enrolled in the LEX Program? Chapter Can Help With \$\$

**T**he ASFMRA's Leadership Excellence Program (LEX) is a comprehensive, three-stage leadership training series designed to equip both present and upcoming ASFMRA leaders with the essential abilities and resources to achieve success. Phase one: Leadership Excellence | Developing leadership skills of current and future ASFMRA volunteers Phase two: LEX at Education Week | Strengthening leadership through skills training Phase three: Leadership Experience - D.C. | Immersive D.C. experience – engaging with policy makers to shape the future of our professions.

IF you become part of the LEX program, the Illinois Chapter can help with your expenses...**A ONE-TIME GRANT OF UP TO \$1,000** per member. Simply submit a written request along with an itemized, paid received-from ASFMRA and we will send you a reimbursement check.

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# MAG Looking to Future Programs for Members

Members of ASFMRA's Membership Advisory Group offered thoughtful feedback and valuable ideas at their March 5 meeting according to Terry Kestner, ARA, RPR, president-elect and MAG facilitator.

"I want to share how we're taking those ideas into consideration as we look ahead. Council members and staff reviewed all the notes and wanted to provide a brief update on the next steps," he says

## Networking and Connections

There was great discussion on new ways to connect and what members value most in networking. Several ideas are being shared with the meeting planning staff and the Annual Conference Task Force. Kestner is hoping to implement one or two of these options for the 2025 Annual Conference in Clearwater, FL.

- An optional Mentor-Mentee Meetup program
- Designated District Conversation Areas during lunches, dinners, or the Auction
- A Leadership Excellence Alumni gathering

Staff are also exploring virtual networking enhancements. One concept under review is Peer Mentorship Circles, designed to bring members together around shared experiences and professional goals.

## Support Through Market Shifts

Members offered helpful suggestions on how the Society can better support professionals during periods of market fluctuation. MAG is currently looking into:

- A webinar on the Farm Bill and a Washington, DC policy update
- A panel webinar on trends in land values, or a single-speaker presentation
- A session with Dr. David Kohl at the Annual Conference focused on economics and trade

Kestner says many of these suggestions will also be forwarded to the Education Committees or other relevant groups as possible topics webinars, or seminars.

## Education and Resources for the Future

Kestner adds, "Many member ideas were forward-looking, and we're passing them along to our education committees for consideration."

Topics include:

- AI education and professional development for responsible implementation
- Training on AI tools, report-writing software, and productivity apps
- Use of drones in farm management and real estate
- GIS mapping and software
- Farm and land transitions, including wealth transfer and succession planning

- Cloud-based data management and digital communication tools
- Resources on standard FSA forms and regulatory compliance

"We also want to highlight that AI, and possibly other topics listed above, will be included in programming at the 2025 Annual Conference this fall," he noted.

## Summer Education Week

July 20 - 26  
Omaha, NE

[www.asfmra.org/education/education-calendar](http://www.asfmra.org/education/education-calendar)

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# Spencer Smith, AFM, AIC

## YPN Member Profile

**Background:** I grew up in Bloomington and attended ISU, majoring in Ag Business. Our family farm is located just outside of Jacksonville.

**Hobbies/Interests:** I enjoy spending time with family, my two dogs, hunting, and fishing.

**Employer:** Hertz Farm Management, Inc.

**Role/Position:** Farm Manager, Real Estate Broker, and Auctioneer

**How many years have you been in your profession?**  
9 years



**What influenced you to choose your profession:** I had a college professor who pushed me to explore the farm management and real estate industry. Following several conversations with some farm managers in the business, I knew that it was a career I wanted to pursue.

**What do you enjoy about your profession?** I enjoy help-

ing my clients at the end of the day. Seeing the joy or happiness that we can bring to an individual or family due to their passion and care for their farm and allowing their family legacy to continue is what gets me out of bed each day.

**What do you see for the future of your profession?** The professional farm management industry will continue to be needed as more generations are removed from the farm and larger operators continue to grow and have a need to manage relationships with their landowners.

**What is a suggestion you would give to a young person who is considering a career in your profession?** Be a sponge. God gave us all two ears and one mouth for a reason. Take in as much information as you can in your early years. Listen to your clients, colleagues, and industry professionals and learn. This is something I look back on and wish I could have done even more. Always be a student of the game. The day you stop learning, the less enjoyable this becomes.

**Favorite inspirational quote:** “Be curious, not judgmental.”

**Professional Affiliations:** American Society of Professional Farm Managers and Rural Appraisers, Realtors Land Institute

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# **2025 Farmland Values Report**

## *Farmland Values ‘Softening,’ Rent Prices Dipping*

**F**armland values are “softening” with “some downward pressure on rental agreements” according to the 2025 Illinois Farmland Values and Lease Trends Report released March 28 at the Illinois Land Values Conference. It is sponsored annually by the Illinois Society of Farm Managers and Rural Appraisers (ISPFMRA).

The survey is conducted annually by members of the Chapter. The state is divided into 10 geographic regions and team members collect and summarize sales activity and other factors occurring in the individual regions during the year. The is a summary of all the regional entries.

According to Luke Worrell, AFM, ALC, with Worrell Land Services, Jacksonville, IL, and overall chair of the annual Land Values and Lease Trends survey by the ISPFMRA, “2024 was a year of transition. We did finally see some softening in the land market and some downward pressure on rental agreements.”

“As you will read in the Report, the last quarter of 2024 was especially telling. That is the point at which we truly saw the most softening and it became apparent the market was beginning to shift. The overall 2024 results would have looked drastically different if we had only looked at the last quarter of the year.

Using Excellent Productivity land with a Productivity Index of 133 and above, the average sales price of completed sales across the state in general dropped by 3.29 percent from \$16,359 in 2023 to \$16,359 in 2024 while the average price for Average Productivity land with PI of 100 to 116 actually increased by 4.45 percent from \$9,544 in 2023 to \$9,978 in 2024. However, this compares to an upward jump of 14.82 percent for the same type of property from 2020 to 2024.

According to Worrell, “Those changes have continued here in the early stages of 2025. Many areas have seen continued unpredictability in the land market. Sure, there will always be those strong sales that get the neighborhood talking, but by and large, the market has continued to be erratic and slowly work its way downward.

“There have been more ‘no sales’ in the auction world over the last 6 months than we saw in all of 2021-2023 combined. Commodity prices, rising interest rates and other macro-economic factors have all played a part in this changing market.”

### **Expectations for 2025**

According to a simultaneous and allied survey by Gary Schnitkey, Ph.D., University of Illinois, most respondents expect farmland prices to remain the same or decline in 2025, with only 5 percent expecting farmland prices to increase. In total, 31 percent of the respondents expect farmland prices to remain the same, while 64 percent expect prices to decline. Almost half (49 percent) of the respondents expect a decline of less than 5 percent, whereas 13 percent expect a decline between 5 and 10 percent. Only 2 percent of the respondents expect a decline of over 10 percent.

Schnitkey says the 2025 outlook is remarkably similar to that at the beginning of 2024. The percentage for decreases in 2024 and 2025 are the same at 64 percent. More than 50 percent of past respondents expected declines from 2015 to 2019, a period in which farmland prices remained relatively stable, with price declines in some years. The percentage of respondents expecting declines then decreased from 2020 through 2022, reaching a low of 3 percent in 2022. Corresponding to the low percentage of participants expecting price declines, farmland prices increased dramatically in the early 2020s. In 2024 and 2025, percentage of respondents who expect price declines is on the rise again, reaching similar levels to those in 2018 and 2019.



**Luke Worrell**

### **Rent Prices Declining As Well**

According to Schnitkey’s survey, “Results show that incomes for rented farmland was lower in 2024 than in 2023. Cash rents decreased heading into 2025, with expectations for further declines into 2026.

Average income was defined as gross revenue less all expenses, including a deduction for property tax. “For Excellent quality farmland, traditional crop shares averaged an income of \$230 per acre, cash rents averaged \$325 per acre, and custom farming averaged \$367 per acre. Custom farming resulted in the highest return among these arrangements. Overall, 2024 Incomes dropped from levels reached in 2023 with -\$120 per acre for traditional crop share on Excellent farmland and -\$25 for cash rents on the same soils.

*Continued on next page*



**Looking Forward**

Farm managers were asked about their expectations of cash rents in 2026:

- None expect 2026 cash rents to increase over 2025 levels,
- 50 percent expect 2026 cash rents to be the same as in 2025, and

- 50 percent expect 2026 cash rents to decrease from 2025 levels.

According to Schnitkey, most farm managers expect the agricultural economy to remain the same in 2025: 72 percent expect 2025 to about the same as 2024, while 18 percent expect worse conditions. Few expect conditions to improve.

**Avg Sales Price of Completed Sales in Regions by Year & Category\***

Year	--- Category ---					
	Excellent	Good	Average	Fair	Rec.	Trans.
2001	3,184	2,628	2,025	1,473	1,576	8,968
2002	3,427	2,801	2,012	1,686	1,373	12,148
2003	4,133	3,287	2,286	2,170	1,610	13,953
2004	4,491	4,057	2,696	1,677	2,270	18,139
2005	4,890	4,035	2,843	2,315	2,445	18,453
2006	5,403	4,246	3,058	2,493	2,442	23,918
2007	5,735	4,681	3,474	3,111	3,100	28,849
2008	6,508	5,459	3,903	3,267	3,729	19,206
2009	6,704	5,401	4,061	3,063	2,993	15,209
2010	7,195	5,909	4,624	4,146	3,321	11,636
2011	9,309	7,433	5,865	4,614	3,251	11,667
2012	11,043	8,555	6,055	5,036	3,413	12,595
2013	12,538	9,606	7,648	6,079	3,662	16,955
2014	12,435	9,271	7,024	5,813	3,925	19,795
2015	11,653	8,837	6,951	4,962	3,558	13,680
2016	10,850	8,536	6,389	4,607	3,636	21,574
2017	10,606	8,389	6,086	4,604	3,420	17,677
2018	10,709	8,278	6,572	5,268	3,670	12,812
2019	10,435	8,335	6,502	5,090	3,904	16,550
2020	10,870	8,446	6,396	5,353	3,689	12,349
2021	13,734	10,491	7,739	5,636	4,095	24,743
2022	16,005	11,871	8,359	6,473	4,951	27,177
2023	16,906	12,726	9,544	7,459	5,325	33,849
2024	16,359	12,626	9,978	8,141	5,448	31,171

Continuously Compounded Annual Growth Rate (CCAGR) - selected periods

2001-2024	7.44%	7.13%	7.25%	7.77%	5.64%	5.66%
2005-2024	6.71%	6.34%	6.98%	6.99%	4.45%	2.91%
2010-2024	6.32%	5.84%	5.92%	5.19%	3.81%	7.58%
2015-2024	4.24%	4.46%	4.52%	6.19%	5.33%	10.29%
2020-2024	13.63%	13.40%	14.82%	13.98%	12.99%	30.86%
2023-2024	-3.29%	-0.79%	4.45%	8.75%	2.27%	-8.24%

\*Limited numbers of sales in some years & special features may affect value

**Median Value of Reported Sales by Year and Class\***

Year	--- Category ---					
	Excellent	Good	Average	Fair	Rec.	Trans.
2001	3,169	2,650	2,000	1,508	1,349	4,850
2002	3,302	2,700	1,950	1,650	1,300	6,400
2003	3,673	3,000	2,121	2,300	1,389	11,143
2004	4,325	3,818	2,400	1,670	1,760	14,226
2005	4,647	3,870	2,768	2,250	2,126	14,000
2006	5,000	3,793	2,825	2,046	2,113	14,480
2007	5,481	4,572	3,250	3,000	2,453	20,000
2008	6,500	5,252	3,779	3,000	3,000	13,110
2009	6,669	5,467	4,000	2,807	2,789	11,548
2010	7,200	5,700	4,575	4,025	3,072	10,100
2011	9,325	7,283	5,905	4,468	3,097	12,000
2012	11,000	8,600	6,000	4,500	3,058	12,325
2013	12,500	9,473	7,425	5,510	3,300	12,850
2014	12,300	9,150	6,912	5,605	4,000	15,157
2015	11,500	8,800	6,882	4,500	3,464	13,263
2016	10,900	8,500	6,311	4,812	3,424	13,265
2017	10,500	8,249	6,200	4,503	3,363	13,483
2018	10,722	8,200	6,396	5,000	3,500	11,093
2019	10,313	8,233	6,350	4,887	3,741	14,294
2020	10,695	8,400	6,055	5,000	3,658	10,379
2021	13,620	10,274	7,250	5,200	3,950	15,753
2022	16,025	11,650	8,000	6,072	4,755	23,500
2023	16,779	12,911	9,198	6,992	5,300	35,000
2024	16,500	12,416	9,822	7,863	5,282	26,541

Continuously Compounded Annual Growth Rate (CCAGR) - selected periods

2001-2024	7.50%	7.02%	7.23%	7.51%	6.20%	7.73%
2005-2024	7.04%	6.48%	7.04%	6.95%	5.06%	3.55%
2010-2024	6.38%	5.99%	5.88%	5.15%	4.17%	7.43%
2015-2024	4.51%	4.30%	4.45%	6.98%	5.27%	8.67%
2020-2024	14.45%	13.03%	16.12%	15.09%	12.25%	31.30%
2023-2024	-1.67%	-3.91%	6.56%	11.73%	-0.35%	-27.67%

\*Limited numbers of sales in some years & special features may affect values

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## ***Farmland Values Report Available at No Cost as PDF Download***

**F**or the first time, the Chapter is making the complete report available immediately and at no charge to those interested in exploring the 114-page document. All the information, tables, charts, sales by region, timing and land classifications are in the Report. And it's free of charge.

According to Luke Worrell, AFM, ALC, with Worrell Land Services, Jacksonville, IL, and overall chair of the annual Land Values and Lease Trends project, "Frankly, the cost of mailing the document became so outrageous we determined the best way to get the information out there was to make it available as a free, downloadable PDF at our website [www.ispfmra.org](http://www.ispfmra.org).

"As an extra bonus to readers and advertisers, most ads have a hot link that will take readers directly to the advertisers's web site. This makes it more convenient for making contact with those companies while you are reading the Report."

He notes that printed copies are available for order at \$20 per issue, delivered. Order information is available on the site as well. [www.ispfmra.org](http://www.ispfmra.org).

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## Looking for CE Credits

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# Mark Your Calendar

**July 20 - 26** *Summer Education Week  
Omaha, NE*

**August 6-9** *Four-Chapter Summer Tour  
Dubuque, IA*

**November 19-12**  
*ASFMRA Annual Conference  
Clearwater, Florida*

**February 4 - 5, 2026**  
*ISPFMRA Annual Meeting  
Springfield, IL*

**April 1-2, 2026**  
*Illinois Land Values Conference  
Bloomington, IL*

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### Maria's *MAGNIFICENT SEVEN*

Advanced Topics in Farm Management students Molly Malone, Ethan Robson, Cole Rappé, Hattie Koeller, Toby Winans, Conner Grant, Zander Wier at the ISU Research Symposium on April 11, 2025. The seven attended the 2025 Land Values Conference and were especially pleased to meet Dr. David Kohl, the keynote speaker.. Dr. Boerngen said that they have studied many of his papers and were very flattered to actually have an opportunity to visit with him. Of the Conference, one student wrote: "I found the conference to be widely beneficial. Great opportunity to network. Dr. Kohl was a very engaging speaker with lots of valuable information about things to look out for in our industry. The book is also a tremendous resource for young ag professionals to have."

## **“Advanced Topics in Farm Management” Offered at Illinois State University**

by Dr. Maria Boerngen,,ISPFMRA Academic Vice President and Associate Professor of Agribusiness at Illinois State University

In the spring semester of 2025, I have developed and taught a new “*Advanced Topics in Farm Management*” class here at Illinois State University. During the 2023-24 school year, some students who completed the regular Farm Management class asked if there was more that they could learn...and how could I say no to a request like that?

This semester, these seven outstanding juniors and seniors have worked on a wide variety of topics including designing precision fertilizer and seeding experiments for the ISU farm at Lexington, IL; developing a rental plan for the ISU Gregory Street farm at Normal, IL; and conducting a semester-long research project entitled “Farm Management Shaping Illinois Agriculture.” For this research, each interviewed professional farm managers (members of ISPFMRA and recent ISU ag graduates themselves) and presented their findings at the ISU Research Symposium. Their research project was recently featured in an university news story, which can be found at this link: <https://newsevents.illinoisstate.edu/news/2025/04/university-research-symposium-showcases-the-joy-of-student-exploration/> These students also attended the ISPFMRA Land Values Conference in March, and found it to be an extremely valuable experience. This student quote sums it up best: “It is definitely a professional experience that I will never forget..”

Thanks to the ISPFMRA members who participated in the class research project, and thanks also for welcoming them to the Land Values Conference! I’ve already had students asking if this class will be offered again...it has been the best hour of my week during the entire semester, so once again, I don’t think I can say no!

# At Land Values Conference



# Welcome New Members

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## Summer Education Week

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# Ag Legislative Day

by Nick Suess

On April 9th, a delegation of the ISPFMRA membership went to the State Capital for Ag Legislative day. Representing ISPFMRA were Michael Lauher, Miranda Langen, and Nick Suess. Many of the state's most significant agricultural organizations and institutions were also in attendance. A networking breakfast was held prior to a series of speakers. At the main program, IL Department of Ag Director gave a welcome speech. Governor JB Pritzker and Lt. Governor Juliana Stratton both spoke. As did Senate Ag committee leadership and House Ag Committee Leadership. Additional speakers included IL FFA President, and Miss Illinois County Fair Queen.

We had a private meeting with House Ag Committee Minority Spokesperson. We primarily focused on offering ISPFMRA as a resource if help was ever needed on landowner issues. .

We ended the morning with a visit to the Senate Chamber.

Clockwise from top left: Illinois Governor J.B. Pritzker; Lt. Governor Juliana Stratton; Illinois FFA President Treston Payne; Johanna Fulcher, Miss Illinois County Fair Queen; Senate Ag Committee Chairperson Doris Turner; Senate Ag Committee Minority Spokesperson Andrew Chesney; House Ag Committee Minority Spokesperson Charles Meier.



In group photo, at right: Nick Suess, ISPFMRA Legislative committee co-chair; Charles Meier; Miranda Langen McKown, ISPFMRA President Mike Lauher.



## WE'RE ON SOCIAL MEDIA

Please check out our Facebook, LinkedIn, and X pages for the latest news and content related to the ISPFMRA. Here is how to find the pages:

**Facebook:** Illinois Society of Professional Farm Managers and Rural Appraisers

**LinkedIn:** ASFMRA Illinois Chapter

**X:** @ispfmra1928

Please “like” and/or “follow” each page and engage with the posts we make! Invite your friends and other members of the Society to follow us on social media.



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# Diane Zelhart

## YPN Member Profile

**Name:** Diane Zelhart

**Background:** I grew up in the Midwest with an inherent connection to agriculture, rooted in my family's ties to farming. These connections inspired my desire to pursue a double Bachelor of Science in Finance and Agribusiness from Illinois State University, graduating in 2014.

**Hobbies/Interests:** I enjoy traveling, experiencing new cultures, and spending time outdoors with my husband, Ryan. Gardening and supporting local farm-to-table initiatives are also passions of mine. My gardening hobby allows me to generate funds for local and global missions.

**Employer:** Agri-Access

**Role/Position:** Certified General Real Estate Appraiser – Licensed in Illinois, Iowa, Indiana, & South Dakota.

**How many years have you been in your profession?**

I have been a Certified General Appraiser for over 10 years, with experience spanning agricultural properties, rural housing, and specialized agricultural facilities.

**What influenced you to choose your profession?**

My education in finance and agribusiness, combined with my agricultural roots, led me to a career in real estate appraisal. It was a perfect blend for my personality. I value the opportunity to provide clear, well-supported valuations that help clients make informed financial decisions.

**What do you enjoy about your profession?**

I appreciate the variety in my work—from evaluating farmland to specialized agricultural facilities. Every property has a story, and I enjoy the challenge of uncovering the factors that drive its value. I also enjoy building relationships with clients and contributing to the agricultural industry.

**What do you see for the future of your profession?**

Advancements in technology and data analysis will continue to enhance the accuracy and efficiency of appraisals. Additionally, as sustainability, renewable energy projects, and conservation efforts expand, appraisers will play a crucial role in valuing properties and assessing the most effective use of our land resources.

**What is a suggestion you would give to a young person considering a career in your profession?**

Be curious and willing to learn - learning is constant. Real estate appraisal offers opportunities to explore economics, finance, and agriculture. Seek mentorship, ask questions, and stay up to date with industry trends.

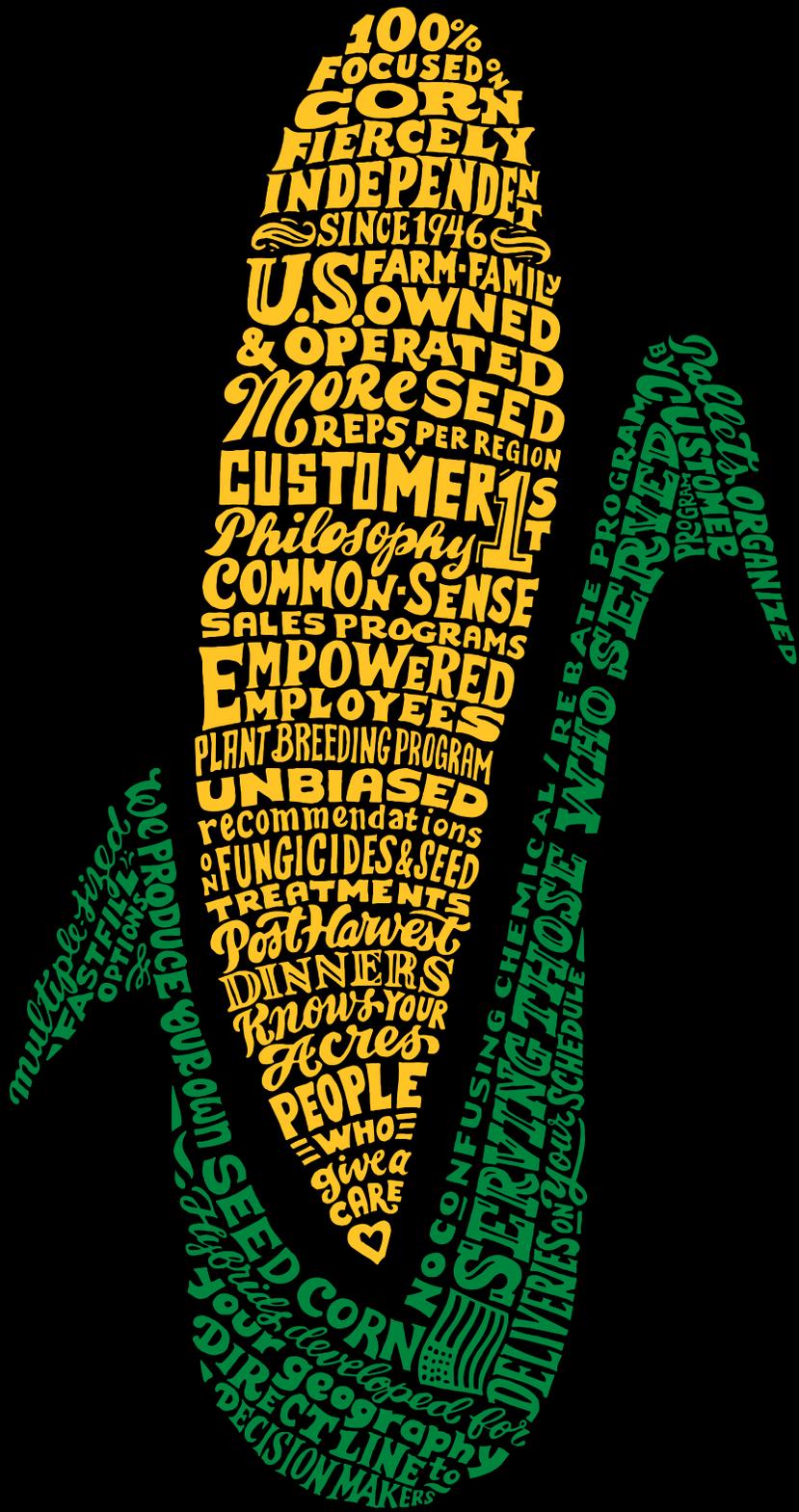
**Favorite Inspirational Quote:**

“Success is not final, failure is not fatal: It is the courage to continue that counts.” - Winston Churchill

**Professional Affiliations:**

I am a member of the American Society of Farm Managers and Rural Appraisers, where I continue my education and contribute to the advancement of the appraisal profession. I have also been part of numerous leadership development cohorts and special interest projects with Agri-Access/Compeer Financial.





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## 2025 Committee Chairs

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2025 Farmland Values/Lease Trends Survey/ Illinois Land Values Conference	Luke Worrell, AFM, ALC Gary Schnitkey, Ph.D.
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Scholarship Committee Junior College Scholarship	Maria Boerngen, Ph.D. Michael Kraft
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