

Winter 2019

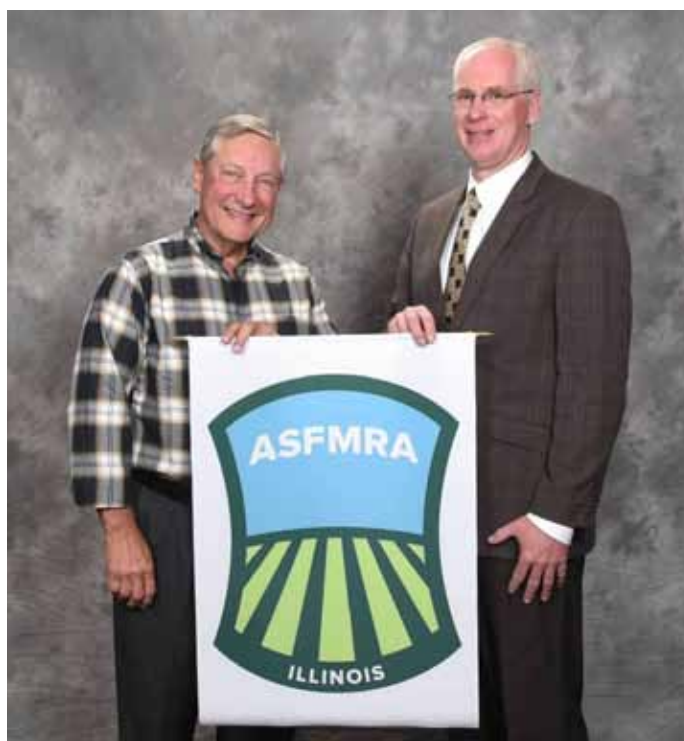
Illinois Chapter Awarded Patron Chapter Status

The Illinois Society of Professional Farm Managers and Rural Appraisers designated a Patron Chapter of ASFMR. The recognition was made at the Society's annual meeting in Chandler, AZ in November. Four chapters were recognized with this distinction.

This is the first year a recognition was given to Chapters of ASFMR for outstanding achievement. The Chapter received a banner displaying the recognition and each member of the chapter will be receiving a specially engraved caribiner-style key chain with the designation as a Patron Chapter.

This is an annual recognition which will be designated to Chapters at each Annual Meeting of ASFMR. The Chapter has the right to display and promote the Chapter Patron status for one year.

Past President Rick Hiatt and the Chapter leadership completed the participation report for the recognition. The Patron Chapter Report comprised information from 10



Patron Chapter Banner Presented

Past President Rick Hiatt and 2018 President Dan Legner were presented with this special banner in recognition of the Chapter being named a Patron Chapter of ASFMR. This is the highest honor that can be bestowed on a local chapter of the organization. It will be displayed at upcoming ISPFMRA events throughout 2019.

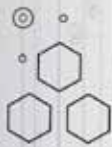
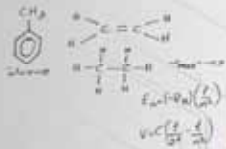
criteria, of which all 10 criteria must meet the standards set by ASFMR. The report required participation of all members in our chapter, not just one or two. The purpose of the recognition is to increase membership, invigorate membership, and help chapters to be strong, vibrant, and cohesive organization.

The following items were reported with the accomplishments of the Illinois Chapter. (It should be noted this is not a competition between chapters, but each chapter

Continued on Page 22

Inside This Issue

- Illinois Awarded Patron Chapter Status 1, 22
- "Rob Says" --. A Message from the President . . . 3, 7
- 2019 ISPFMRA Leadership Team 5
- Stortzum Named Land Broker of the Year 7
- IFMA Goes to Tasmania in March 2019. 8
- Welcome New Members 8
- Report on ASFMR Council Meeting. 9
- Telling the ISPFMRA Scholarship Story 11
- Members Honored at ASFMR Meeting 13
- Chapter Bylaws Revisions 15
- Member Spotlight 16
- Our Commercial Sponsors 18
- Newly Accredited Members 20
- Meeting Will Offer Controversy, Information 22
- Calendar of Events 22



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Rob Says...

by Rob Woodrow
President
Illinois Society of Professional
Farm Managers and Rural
Appraisers



As I write this in Mid-December, it is snowing outside and I'm thinking 2018 is about wrapped up as we all get ready to start a busy and exciting 2019. Mother Nature has thrown us many curve balls this fall and for the most part, field work has ground to a halt for the winter. There are still a few scattered fields of corn and soybeans to be harvested, but for now they are going wait for another day.

The Illinois Chapter was well represented at the annual ASFMRA meeting in Chandler, AZ at the end of October with over 20 members in attendance. Three of our members; Andrew Brorsen, ARA, Don Cochran, ARA and Robert Young, ARA were recognized as 40 year members. Your Illinois Chapter was also one of four chapters to achieve *Patron Chapter* status in 2018! The executive board would like to thank Rick Hiatt, AFM, ARA, for his work on completing the Patron Chapter application. There were 10 key items that a chapter had to meet to receive this award, with the key item being growth of membership. Illinois is still the largest chapter of ASFMRA! Congratulate yourself.

At that annual meeting in Chandler, ASFMRA adopted changes in the national by-laws that dramatically change how the organization is run. The Board of Directors has been changed to an Advisory Board. The 14-Member Executive Council now has full operating authority over the ASFMRA. This new Executive Council will now be appointed by the Nominating Committee. These changes on the national level will require us to make a couple minor changes in the Illinois by-laws. Winnie Stortzum, ALC, ARA and the by-laws committee are currently preparing the changes we will need to vote on at the annual meeting in February. She has a brief piece about this in this newsletter.

Our 91st Annual Meeting is scheduled for February 7th in Decatur at the Decatur Conference Center and Hotel. Seth Baker, AFM, ARA, and his committee have a full day of education planned for us followed by the scholarship auction that evening. Dan Legner, ARA, and his appraisal education committee have also put additional appraisal education together for February 6th.

Our next large gathering will be on March 20th & 21st for real estate continuing education and the 2019 Illinois Land Values Conference in Bloomington at the DoubleTree by Hilton. For those who are needing classes for license renewal, Norm Willoughby will be conducting two elective classes on the 20th. Then on March 21st, Dave Klein, AFM, ALC, and the land values conference committee will be presenting the 2019 Illinois Land Values Conference.

This summer we will meet again in early August for our annual summer tour. John Benz, AFM, and Adam Kestner, AFM, are co-chairing the tour committee this year. They are in the process of putting the plans in place at this time and will be announcing the dates and location at the meeting in February.

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2019 Committee Chairs

Annual Meeting - 2019 @ Decatur	Seth Baker, AFM
2020 @ Peoria	Tim Harris, AFM
Appraisal Education	Dan Legner, ARA Herb Meyer, ARA
Audit	Warren Basting, AFM
Bylaws	Winnie Stortzum, ARA
Commercial Sponsorship	Brian S. Neville, AFM Thomas Wargel, AFM
Ethics	Allen D. Worrell, AFM
Farmland Values/Lease Trends Survey/ 2018 Illinois Land Values Conference.	David Klein, AFM, ALC
Conference Meeting	Luke Worrell, AFM, ALC Reid Thompson, AFM
Advertising	Jonathan Norvell, Ph.D.
Farmland Data Collection	Todd Slock Bruce Sherrick, Ph.D.
Farmland/Lease Trends Survey	Gary Schnitkey, Ph.D.
Government & Policy	Jerry Hicks, AFM Luke Worrell, AFM, ALC
Honorary Awards	Dan Legner, ARA
ICAP Representative	Herb Meyer, ARA Brian Waibel, AFM
Management Education	Steve Glascock, AFM
Membership Development	Russ Hiatt, AFM, ARA
Memorial Scholarship	Seth Baker, AFM
Nominating	Dan Legner, ARA
Public Relations	Ross Albert Seth Baker, AFM
Summer Tour - 2018	John Benz, AFM Adam Kestner, AFM
Young Professionals	John Schuler



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Rob says

(Continued from Page 3)

The ASFMRA scheduled events for 2019 are Summer Education Week, July 21 – 26 in Omaha, and the Annual Conference, November 16 – 22 in Louisville.

The executive board would like to congratulate Winnie Stortzum, ALC, ARA for being named the RLI – 2018 Illinois Land Broker of the Year.

I would like to wrap up by thanking all of those who volunteered their time in 2018, those who have stepped up for 2019 and Carroll Merry who keeps us all headed in the right direction.

Finally, *Thank You* Eric Wilkinson, AFM, for your years of leadership. After working his way through the leadership chairs at ISPFMRA he is now just a regular member again. And *Welcome* Tim Harris, AFM, who comes on board as our new vice president. The time will come soon enough when he will be writing this column.

Welcome to 2019 everyone!



Winnie Stortzum Voted Illinois 2018 Land Broker of the Year

Winnie Stortzum, ALC, ARA, received the distinguished honor of being named the Illinois Land Broker of the Year for 2018, a first time for anyone ever to receive the award twice in the Chapter's history. Stortzum, a long-time ISPFMRA member and a REALTOR® with Farmers National Company of Arcola, was recognized for her dedication and service to her community, the REALTORS® Land Institute (RLI), the Illinois Chapter of RLI, and on a local level with the Central Illinois Board of REALTORS® (CIBR). Her involvement in real estate began in 1978.

In making the presentation, Illinois RLI President Jim Erlandson stated: "In many ways Winnie exceeds the requirements and expectations for the award and may be considered a 'hidden hero' of sorts. Her ambitions, intelligence and accomplishments throughout her career have made her an almost legendary in the land industry. She's an excellent leader, highly respected by all Chapter members, and always makes time for staff, peers and clients. Her insight to the land business is second to none. Winnie has a big hand in maintaining a successful Chapter, always volunteering her time."

A fellow Chapter member said this of Stortzum: "Whenever we are faced with an issue, Winnie is an outstanding resource with great judgement and the willingness to research it and report back. No matter how mundane the issue or task, or how long it will take to complete, she always has a 'can do' attitude and you can rest assured that the project will not only be completed, but more importantly, completed the correct way. Her dedication to the land business has made her a mentor and role model to younger members who often seek her out to consult on land matters. They find she exemplifies the virtue of good citizenship and shows ongoing leadership and dedication as she is contentious, thorough, resourceful, patient and generous."

REALTORS®, the Illinois Society of Professional Farm Managers and Rural Appraisers, and Rotary International. She was the first woman to receive the Land REALTOR® of America Award as well as the first woman to be inducted into the Illinois Society's Hall of Fame. She was also recently recognized by the REALTORS® Institute with the APEX Award, for having sold at least four million dollars of qualifying dollar volume in 2017. Stortzum holds the graduate, REALTOR® Institute Designation (GRI), the American Society of Farm Managers and Rural Appraisers' Accredited Rural Appraiser Designation (ARA), and the REALTORS® Land Institute Accredited Land Consultant (ALC) Designation. The ALC Designation is earned by REALTORS® who meet its rigorous knowledge and experience requirements. The ALC Designation is recognized throughout the industry as the pinnacle of achievement for land real estate professionals.



Winnie Stortzum and Jim Erlandson

Stortzum has been recognized by our Chapter, National RLI, the Illinois REALTORS®, Central Illinois Board of



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Report on ASFMRA Council Meeting

At the recent council meeting that was held in Chandler, Arizona during the annual meeting, several issues of importance were discussed with the primary focus being on the governance change. I would personally like to thank the board members of each chapter for their support and all members for their questions, comments and support for this momentous change. I believe going forward this will strengthen our Society and allow us to continue to provide excellent leadership and benefits to all of our membership. We will continue to work with our consultant to implement the changes which will take some time and effort.

Other items of discussion included developing some course work for advanced appraisers and also farm managers to increase attendance of our more senior members at educational events. Additionally, we are exploring the possibility of developing some educational courses related to forestry and timberland valuation and management.

JoAnn Wall, ARA and Skye Root, AFM, AAC, respective chairs of the Appraisal and Management education committees provided an overview of progress being made on new educational offerings and success of the various seminars and classes during the preceding year as well as what to expect in the next year.

Financial reports were provided by Brian Sheppelman and reviewed by council – under the capable oversight of Brian costs are being contained and the Society remains in a sound financial condition. In the past year the finance/investment committee under the leadership of Cliff Rosseler, ARA and Fred Hepler, AFM, AAC reviewed several new firms to handle the management of the Society's investments and the new firm selected will be taking over the investment funds beginning at the start of this fiscal year.

Concerns moving forward always include a focus on membership development. This is where all of our members and chapters need to take ownership and recognize that without new membership growth the future of our organization is dependent on continued growth. Several chapters have experienced increased growth and participation in the chapter leadership meeting held at the national office continues to grow. The program is working to help each chapter become better and stronger.

However, it remains necessary for all of us to reach out to others in the world of agriculture and bring them into our organization. From the appraisal side of the industry there are many appraisers in the field who do not belong to any recognized appraisal community and there is an opportunity for those of us in the Society to reach out to them. Becoming familiar with the benefits of membership is vital for all of our members to "sell" membership. We

have education that is second to none along with strong networks and other benefits.

If you have not gone online and reviewed the new website I would encourage you to do so. As we all know, websites are never really complete and can always use tweaking, but I believe the new site is a great improvement. Also, take the time to participate in the various communities that exist on our website.

During the annual meeting the initial participants in the "Patron Chapter" program were announced and Congratulations to the Illinois Chapter. Council will continue to support the program and we are hopeful that more chapters will participate in the future.

We continue to monitor legislation that will affect our professions and agriculture in general. At the council meeting we had a presentation from The Appraisal Foundation on upcoming changes in USPAP and other regulatory issues.

Another concern we face results from the continued consolidation between agricultural suppliers. As companies merge and/or are acquired by others we continue to see a potential for fewer corporate sponsors. As we go about our daily lives we should recognize companies that may be able to become a sponsor and I encourage each of our members to pass along any contacts they may have for future sponsors. We need to thank the sponsors we do have because without them many of the programs at Education Week and the Annual meeting would not be able to take place.

We have had a good year with good attendance at both Education Week and the Annual Conference. I would encourage anyone that has not attended one of these events to put them on your calendar for next year. The annual meeting next year will be held in Louisville which is close to home for all of us in District III and if possible please plan on attending.

This will be my final year as your District VP and I look forward to seeing each of you at your Annual Meeting in Decatur.

Sincerely,

Doug Hodge, District III Vice President
Douglas Hodge, MAI, ARA, CCIM, MRICS
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Telling the ISPFMRA Scholarship Story

ISPFMRA Academic Vice President Maria Boerngen, Ph.D., tells the story about the Chapter's new scholarship program to educators at the annual conference of the Illinois Association of Community Agriculture Instructors at Lake Land College in October. Beginning in the fall of 2019, permanent Illinois resident and full-time sophomores at an accredited community college in Illinois who are transferring to Illinois State University, the University of Illinois, Southern Illinois University, Western Illinois or Illinois College to pursue a bachelor of science degree in agriculture can apply for scholarship funding. Illinois College in Jacksonville, IL, was added to the roster as a direct result of her presentation at this event. "These scholarships will be above and beyond the current program that is funded through our Scholarship Auction

at the annual meetings," says Seth Baker, co-chair of the Chapter's Memorial Scholarship Committee. "Funding for these will be coming from interest earned on investment accounts the Chapter holds."

In addition to being required to be accepted to one of the five ag-oriented universities in the state, the applicants will also be required to complete a one-day Shadow experience prior the start of the fall 2019 semester, complete a Shadow program evaluation report, and participate in the 2019 Chapter Summer Tour. Dr. Boerngen is administering the program.



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Members Honored at ASFMRA Annual Conference



40-Year Members Recognized

ASFMRA President David GaNun, ARA, at right in both photos above, congratulates Don Cochran, ARA, in photo at left, and Andy Brorsen, ARA, for achieving 40 years of membership with the Society. Both also happen to be former presidents of the Illinois Chapter. Also recognized for 40 years of membership but not attending the conference was Robert W. Young, ARA.



Hepler is Volunteer of the Year

Fred Hepler, AFM, AAC, left, is congratulated by ASFMRA President David GaNun, ARA, after being named ASFMRA Volunteer of the Year.

Leadership Dwarfed by Saguaro Cactus at Arizona Ranch

ISPFMRA's leadership team of Dan Legner, ARA, Rob Woodrow, AFM, and Seth Baker, AFM, are dwarfed in size by a giant Saguaro cactus in the desert near Chandler, AZ, where the 2018 ASFMRA Annual Conference was held. Ranch owners estimated this cactus is over 150 years old and could weigh as much as 3,000 pounds. These are the largest cacti growing in the United States and are found only in this part of the country. The men were at the ranch as part of the Pioneer-sponsored agricultural tour of the Chandler/Phoenix area.



Members Will Vote at Annual Meeting

ASFMRA Changes Require Chapter Bylaws Revisions

by Winnie Stortzum, ALC, ARA
ISPFMRA Bylaws Committee Chair

The Board of Directors of the ASFMRA met in Phoenix in October at their Annual Meeting. At that meeting, the Board of Directors passed a new governance model for the Society. Essentially, the model reorganized the Board of Directors as a Membership Advisory Group to allow for greater membership input. The Membership Advisory Group will meet for a full day at the Society's Annual Meeting, but the composition of the group will remain the same as the former Board of Directors. Each representative's term will increase to three years.

The new governance model shifts the governing of the ASFMRA from the Board of Directors to the Executive Council. This reorganization will allow the Executive Council to make more timely decisions and to focus on strategic issues in their decision making.

The Nominating Committee of the Society will also be expanded and strengthened so that the best leaders will be selected for the ASFMRA leadership positions. More information about this entire reorganization can be found on the ASFMRA website.

As a result of these changes, the ISPFMRA needs to adopt some amendments to our bylaws. There really aren't many changes to our bylaws that will be required. They include the following: our Board of Directors will select the representatives to the Society's Membership Advisory Group, with the officers being given the first consideration for these positions. Their terms will be expanded to three years, as required by the ASFMRA bylaws.

The following are the proposed ISPFMRA bylaws amendments which will be voted on at the Annual Meeting in Decatur on February 7, 2019.

PROPOSED AMENDMENTS TO THE ISPFMRA BYLAWS FOR 2019 ANNUAL MEETING

Article 10, Section 7

Section 7. Election of Officers.(third paragraph) Officers shall be elected by a majority vote of the Accredited, Professional, Academic, Associate, Retired and Retired Lifetime Members voting in the election. The **mail** ballot containing the names of the nominees shall be emailed, faxed, or mailed to the voting members no later than November 1. The ballot, to be counted, must be received by Secretary/Treasurer no later than December 1. The President, with the approval of the Board of Directors, shall appoint three members who are not nominees to open the ballots, count the votes and certify the election

Article 10, Section 12

Representatives to the ASFMRA Board. The Chapter's board of directors shall appoint the Chapter's representatives to the Board of Directors of the Society from the Accredited, Professional, and Academic members annually. The representative's term of office shall be the same as the officers' terms. A vacancy or substitution in this position shall also be filled by a named Alternate appointed by the Chapter's board of directors in accordance with the ASFMRA Bylaws. However, when the Chapter's representative also serves in a voting capacity by virtue of his/her position on the ASFMRA Executive Council, the representative shall be required to resign his/her position as the Chapter representative as a voting delegate, and the named Alternate will then represent the Chapter on the ASFRMA Board of Directors.

Section 12. Representatives to the ASFMRA Membership Advisory Group.

The Chapter's Board of Directors shall annually appoint the Chapter's representatives to the Membership Advisory Group of the Society from the Accredited, Professional, and Academic members. The officers of the chapter shall be given first consideration for the representative positions to the Membership Advisory Group. The representative's term of office shall begin on January 1 following their appointment. Each representative shall serve for no less than one year or no more than three years. A vacancy or substitution in this position shall be filled by a named Alternate also appointed by the Chapter's Board of Directors. However, when the Chapter's representative to the Membership Advisory Group also serves on the ASFMRA Executive Council, the representative shall be required to resign his/her position as the Chapter representative and the Board of Directors shall select an Alternate as the representative of the Chapter to the Membership Advisory Group of the Society.

Article 14

Suspension or Revocation of ASFMRA Chapter Status

Section 1. Suspension or Revocation for Cause. By accepting the chapter designation from ASFMRA, this Chapter acknowledges and accepts the condition that ASFMRA's Board of Directors **Executive Council** may suspend or revoke this Chapter's ASFMRA chapter status in accordance with ASFMRA Bylaws and Policies and Procedures.

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Timothy A. Harris, AFM ISPFMRA Vice President

Tim is located in Princeton, Illinois, and has been with Capital Agricultural Property Services since October 2008. Tim received his Accredited Farm Manager designation in 2001.

He has an extensive grain and livestock background having spent 20 years in the dairy business. Tim has been active on his family farming operation for most of his career. Before joining CAPS Tim was a farm manager for a local farm management company and then with a local bank.

Tim received his AAS in Agribusiness from Illinois Valley Community College. He is an Illinois Managing Real Estate Broker, Iowa Real Estate Broker and an Illinois Licensed Auctioneer. Locally he serves as Trustee for Greenfield Retirement Home in Princeton, is treasurer of the Princeton Community Band, and a member of the Evangelical Covenant Church where he was actively involved in church leadership.

Tim was a member of the class of 2000 in the Illinois Ag Leadership program and served as President of the Alumni Board from 2006 to 2012. Tim is also a graduate of the Farm Bureau ALOT leadership program. Tim has played trombone with IVCC wind ensemble and currently plays with IVCC jazz band. He is married and has two children and two grandchildren.

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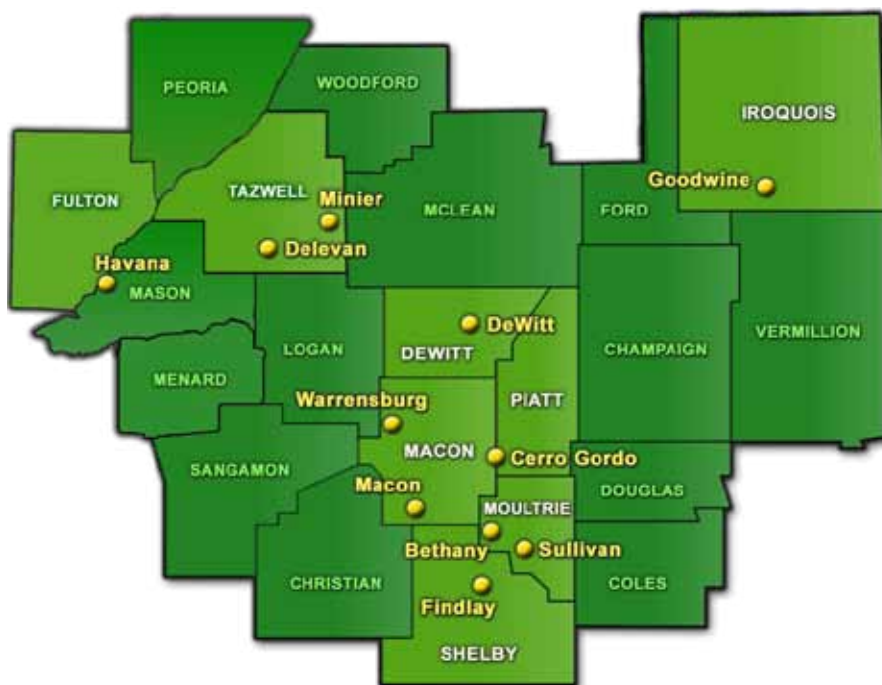


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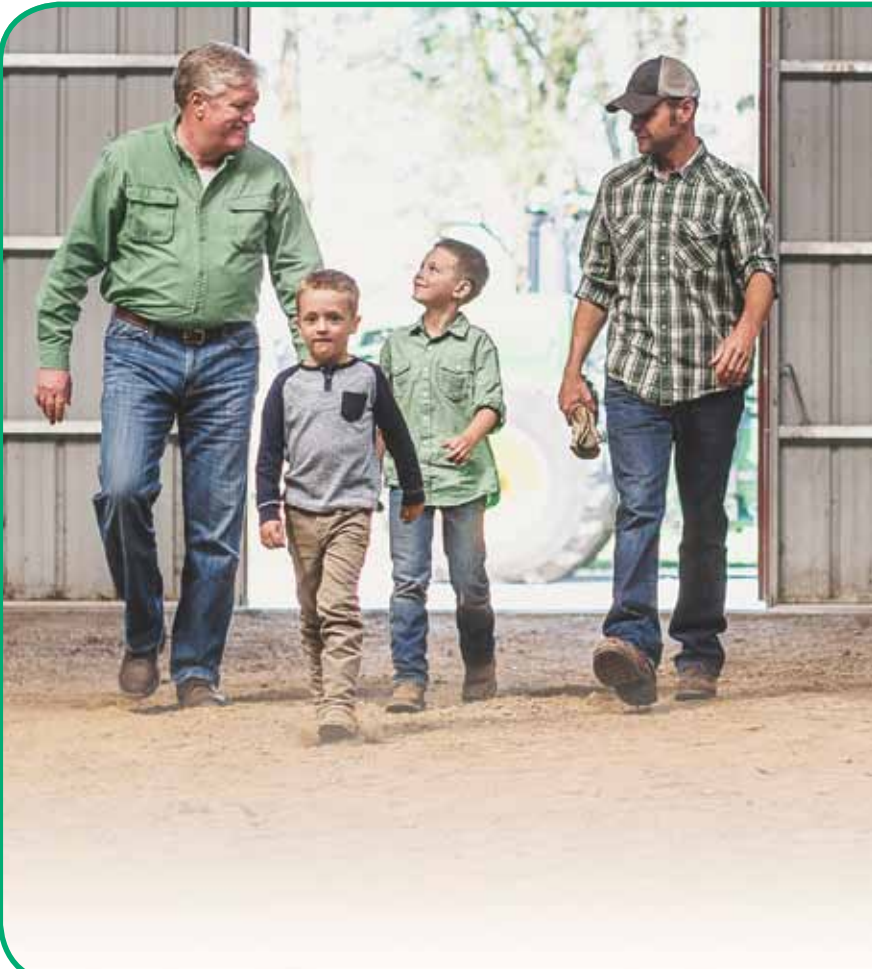
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Annual Meeting Offers Controversy, Information, Humor

No matter what members are looking for as professional, they will find some of it at the February 7 ISPFMRA Annual Meeting says Committee Chair Seth Baker, AFM.

“There will be plenty of education and information ranging from an overview of Illinois agriculture to new products and techniques coming from the industry as well as programs on soil health and solar farms,” he explains.

“There could also be some controversy coming from some of our speakers on our morning panel, some of whom may be considered directly competitive with what some of our members do.

“And we’ll get a real earful of information with a lot of humor thrown in from Damian Mason, our keynote who will be wrapping up the day. I’ve heard him speak before and since he’s an Indiana farmboy, he talks the talk and walks the walk. Everyone should be totally thrilled with his message, though some of it might hit very close to home,” Baker continues.

Patron Chapter Recognition

(Continued from Page 1)

achieving activities in each of the 10 criteria annually.)

1. Chapter in good standing. Meaning delegates attended the past annual ASFMRA meeting, has a mission statement, adopted the new logo, 90 percent of members are current with dues, and members are current with continued education.
2. Demonstrated a net growth in membership. We grew by 4.
3. Chapter encourages accreditation and a member was accredited in the past year. Thank you, Jonah Kolb and Brad Heinz.
4. Sponsored continued education courses of ASFMRA in past year. Illinois had 3.
5. Chapter held annual meeting, tours, or education meetings. Illinois had 3.
6. Young professionals conducted activities. Illinois YPN group hosted 3 events.
7. Five leadership positions were established and held by the chapter. Illinois has 4 leadership positions and a number of committee chairs.
8. Participate in the Chapter Leadership Day.
9. Chapter participates in College classes or Career Fairs. Illinois had 4.
10. Chapter provided monetary support to the National function.

According to Hiatt, “This is a most prestigious recognition of which the Chapter membership, who helped to achieve the recognition, should be very proud of and continue to strive to be the very best it can be.”

He notes that the Management Tech portion of the program in the afternoon will feature four very familiar faces representing four of the Chapter’s long-standing commercial sponsors. “We’ve asked the panel members to address events and trends that are moving through the industry from their own perspectives.

“Then we will have our very special membership recognition luncheon with the Hall of Fame and Service to Ag Awards as well as calling out members of distinction.”

The day-long meeting will wrap up with the Annual Memorial Scholarship Auction. “We’ve set some pretty high records in recent years and we hope we can keep that trend going,” Baker says. He is also chair of that event.

Realizing that the hotel room reservations deadline was almost immediately after everyone returns to work after the Christmas Holiday break, the deadline for getting room reservations at the special block rate has been extended to end of working day on Friday, January 11.

A special appraisal education program, Thinking Outside the Box: Appraising Unique and Atypical Properties, will be held the day prior.

Registration for both events can made online at <http://www.asfmra.org/education/education-calendar> then scroll down to the February ISPFMRA Events and proceed from there

Upcoming Events

- | | |
|------------------|--|
| February 6 | Education Course: <i>Thinking Outside the Box: Appraising Unique and Atypical Properties</i>
Decatur Convention Center, Decatur, IL |
| February 7 | ISPFMRA Annual Meeting
Decatur Convention Center, Decatur, IL |
| March 20 | Education Courses: <i>Property Taxes in Illinois and Farm Brokerage/Farm Management</i> |
| March 21 | 2019 Illinois Land Values Conference
DoubleTree by Hilton, Bloomington, IL |
| July 17 - 27 | ASFMRA Education Week
Omaha, NE |
| August 27 - 29 | Farm Progress Show
Decatur, IL |
| September 9 - 13 | Leadership Institute
Washington, D.C. |
| November 18 - 21 | ASFMRA Annual Conference
Louisville, KY |

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The background of the advertisement is a photograph of two farmers in a field at sunset. One farmer is walking towards the left, and the other is standing with his hands on his hips, looking out over the field. In the distance, a combine harvester is visible, and the sun is setting on the horizon, creating a warm, golden glow. Enogen®
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