



Winter 2020

**February 5, 6 in East Peoria**

## Back-to-Back Programs Fill February Meeting Calendar

There is something for everyone, literally, during the two days of activities coming up on East Peoria in February,” says Seth Baker, AFM, 2020 Illinois Chapter President.

### USPAP Course on February 5

This 7-hour National USPAP Course will meet the requirement for those needing their real estate appraiser hours for the next education cycle. The instructor will be LeeAnn Moss and will get underway at 8 a.m. and run until 4 p.m.. A registration form is available on Page 8 of this newsletter. Note that the cutoff for registration is January 23 and advance registration IS required.

While lunch was not offered for the USPAP course in Effingham there will be a group luncheon served at this event in East Peoria.

### Soil Health Program Added

This special 2-part program for the afternoon of February 5 was added in December.

The host for the presentation will be Rick Clark, Clark Land and Cattle of Williamsport, IN. A prominent speaker and leader in the Benefits of Farming Green, he will hold two separate sessions. The first will focus on *How to Farm Green* with the second on the *Economic Impacts of Regenerative Farming*. Clark says he wants both sessions to be completely interactive and encourages questions from participants.

Registration information for this program is part of the overall Annual Meeting announcement and registration form. Cost is \$40. This can be attended without obligation to join in on the Annual Meeting the next day.

### Late Afternoon Reception for All

Because there will be so many ISPFMRA members attending the education programs on February 5, the Chapter Leadership has decided to sponsor a special Chapter Reception at the Embassy Suites from 4:30 - 6:00 p.m. This will be held in the area near the afternoon meeting rooms and is separate from the typical complimentary hospitality offered by the hotel complex.

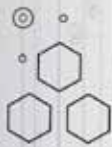
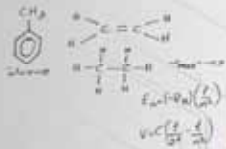
“We encourage any of our members who will be not be attending the Wednesday education programs but will be coming to the hotel for the next day’s Annual Meeting to arrive a little early and enjoy the camaraderie and hospitality,” Baker says. “It will be a great way to kick off the Annual Meeting early.” He adds that there will be no charge to members attending including guests and commercial sponsor delegates.

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$$\nabla^2 \phi = 4\pi G \rho$$

- Jennifer S.  
6th Generation  
Family farmer and dealer

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*If you are interested in  
participating on the Board  
of Directors or an ISPFMRA  
Committee, please contact  
Seth Baker  
seth@fieldlevelag.com*

# Seth Says...

by Seth Baker  
President  
Illinois Society of Professional  
Farm Managers and Rural  
Appraisers



The future is much like the weather, hard to predict and it never quite ends up like it was forecasted.

With change and uncertainty, comes opportunities for those who can use past knowledge and experience to help navigate new issues that arise. The Illinois Society of Professional Farm Managers and Rural Appraisers is made up of members using their collective experience and knowledge to provide the best navigation for landowners as we move quickly into the future.

The Illinois Chapter was well represented at the annual ASFMRA meeting in Louisville in November with nearly 30 members in attendance. Four of our members were recognized as 40-year members: Gerald Huffman, AFM; Allan Worrell, AFM; Donald Jacobs, AFM; and Steven Glascock, AFM. Congratulations to these four long-term members. We all appreciate their dedication to the Society and the profession. In addition to our long-term members, we also had one member achieve Accredited Farm Manager status. Max Hendrickson, AFM with Farmers National Company was honored for his commitment to the profession at the Accreditation Ceremony.

Our 92nd Annual Meeting is scheduled for Thursday, February 6th in Peoria at the Embassy Suites. Chad Kies, AFM, and his committee have a full day of education planned for us followed by the scholarship auction that evening. Come in early to attend a special Soil Health program on Wednesday afternoon. Dan Legner, ARA, and his appraisal education committee have also scheduled a USPAP Update class for February 5th. And because we will have so many members gathered in advance of the Annual Meeting, your leadership is hosting a special Welcome Reception that evening for all in attendance.

As the chairman of the scholarship committee, I ask for your assistance in making the annual Memorial Scholarship Auction a success. We have seen a decrease in our proceeds over the past 5 years and we are concerned that the auction has lost some of its past luster. We would like to revitalize the auction moving forward. Any ideas or thoughts for improvement are welcome so please contact me at any time with your suggestions. Please consider donating items to help with the auction, talk to our sponsors about an item you would like to see donated and, most importantly, bid early and often. Overpaying for items is encouraged as the funds go to a good cause. Many past scholarship winners are now members of the society.





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There has never been a more important time for innovation in agriculture. Our world faces enormous challenges including a changing climate, limited natural resources, and a growing population. And we believe agriculture is part of the solution.

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**Liam Condon, Member of the Bayer Board of Management of Bayer AG and President of Bayer Crop Science**

At Bayer, we’re a responsible global team working to shape agriculture through breakthrough innovation for the benefit of farmers, consumers and our planet. From the Earth’s deepest roots to its highest satellites, we combine modern science with farmers’ ingenuity to put innovation at their fingertips to help nourish our growing world and preserve natural resources.

And, while we don’t have all the answers, our passion for discovery, collaboration and curiosity means we will never stop striving to find them. Through our work, we’re committed to delivering better solutions for all farmers while enabling more choice for consumers to help them and our planet thrive.

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# 2020 ISPFMRA Leadership Team

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## 2020 Committee Chairs

Annual Meeting - 2021 @ Springfield	Kent Reid
Appraisal Education	Dan Legner, ARA Kent Reid,
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Bylaws	Winnie Stortzum, ARA
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Farmland/Lease Trends Survey	Gary Schnitkey, Ph.D.
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Membership Development	Russ Hiatt, AFM, ARA
Memorial Scholarship	Seth Baker, AFM
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Public Relations	Seth Baker, AFM
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Young Professionals	John Schuler



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- **To learn more:** <http://bit.ly/XtendPrograms>

\*Traited acres based on Bayer internal estimates. \*\*Beck's Roundup Ready 2 Xtend varieties versus Pioneer, Asgrow, and Syngenta Roundup Ready 2 Xtend varieties in 12,588 head-to-head comparisons. Includes data from farmer plots, Beck's research, and third-party data. ALWAYS READ AND FOLLOW, IRM, WHERE APPLICABLE, GRAIN MARKETING, STEWARDSHIP PRACTICES AND PESTICIDE LABEL DIRECTIONS. Glyphosate herbicides will kill crops that are not tolerant to glyphosate. Dicamba herbicides will kill crops that are not tolerant to dicamba. Roundup Ready 2 Xtend<sup>®</sup> is a trademark of Bayer Group. Performance may vary.

# **Seth says**

(Continued from Page 3)

Our next large group gathering will be on March 18th and 19th for real estate continuing education and the 2020 Illinois Land Values Conference in Bloomington at the DoubleTree by Hilton. For those who are needing classes for real estate license renewal, RLI will be conducting courses on the 18th. Then on March 19th, Dave Klein, AFM, ALC, and the land values conference committee will be presenting the 2020 Illinois Land Values Conference.

This summer we will meet on June 18th and 19th in Davenport, Iowa for the summer tour. We are coordinating with the Iowa Chapter for a joint tour. The planners are in the process of putting the details in place at this time and will be announcing more at the Annual Meeting in February.

A huge thank you to all of those who volunteered their time in 2019, those who have stepped up for 2020, and Carroll Merry who keeps us all headed in the right direction. This organization would not be the quality it is without everyone's participation.

Thank you to Dan Legner, ARA for your years of leadership. Your four years on the leadership committee with the ISPFMRA has continued to move the society forward into a bright future. Also, welcome Kent Reid who joins the board as our new vice president.

Finally, thank you to the entire membership for trusting me to lead this organization over the next year. The ISPFMRA is a great tool for everyone but it is only as good as you make it individually. I invite everyone to get involved in their own way. From joining a committee, to using the membership directory, to reaching out to a member in a different area,

to sending me an email with a thought or suggestion to make the society better .... everything you do helps make the Society better and more valuable to everyone involved.

Happy New Year and best wishes for the year ahead!

*Seth*

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## **Peoria Appraisal Service**

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**2020**  
**7-Hour National USPAP Course (A114)**

**Wednesday, February 5, 2020 -- Embassy Suites**

**100 E. Conference Center Drive, East Peoria, IL**

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

Illinois law requires that “A real estate appraiser must complete the 7-hour National USPAP Update Course or its equivalent by June 30 of an even-numbered year, following the release of USPAP.”

**Contact Hours: 7 hours**      Class begins at 8 a.m.

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:** LeeAnn Moss, Ph.D.  
The Loranda Group  
Bloomington, IL

**Date:** [ ] February 5, 2020 East Peoria, IL (Registration cutoff date is January 23, 2020)

**Fees:**            ☐ **Member \$250**                            ☐ **Non-Member \$275**                            Lunch is NOT Included

ALL attendees MUST register in advance. No Walk-Ins will be allowed.

## To Register Online

<http://www.asfmra.org/education-page/education-calendar>

**then scroll down to February 2020 IL Chapter | 7-Hour National USPAP Course  
and proceed from there**

## Lodging

A block of rooms is reserved for **Wednesday, February 4 at the Embassy Suites, East Peoria.**  
Room rate is \$134 plus taxes.

Go to  
<http://group.embassysuites.com/IllinoisSocietyofProfessionalFarmManagersRuralAppraisal>  
 and use Group Code **FAR**



## Back-to-Back Programs Fill February Meeting Dates

Continued from Page 1

### Full Program for Annual Meeting

“Thursday will be a long day filled from the opening session until the final gavel at the Scholarship Auction,” Baker continues.

The day will begin with registration and the logging in of Memorial Scholarship Auction items outside the general meeting room. Presentation of Colors and the Pledge of Allegiance will follow at 7:45 a.m.

The rest of the day will go as follows:

- State Senator Chuck Weaver (R) Illinois 37th Senate District will present a State of the State message
- Dan Basse, AgResources, Inc., will provide an extended overview of current world markets and their impact on Illinois agriculture.
- Industrial Hemp, all the legalities, basics and economics will be discussed by Kent Kraft
- Afternoon Concurrent Sessions
  - Brian Weaver will provide an update on Appraiser legislation and other matters of interest
  - Management from Marquis Energy will discuss

the Changing Ethanol Industry and how it adjusting to using hemp as a biomass source

- Illinois DNR Director Colleen Callahan will speak to the entire group on how the organization is working with agriculture
- The new Chapter Leadership Team will be sworn in at the Annual Business Meeting
- An update and weather forecast will be the feature of a special day's-end closer by Eric Snodgrass
- The day will wrap up with a special reception for the annual Memorial Scholarship Auction. You can thank the various Commercial Sponsors in attendance at Trade Talk for covering the cost of beverages for the reception.

### Bring Your Spouse/A Guest for \$45

A number of members have asked about bringing spouses or other special guests to participate in the Membership Recognition Luncheon and the Scholarship Auction and they will be **WELCOME TO ATTEND!** More information on this is on Page 13 of this newsletter.



Some of the nearly 30 Illinois Chapter Members plus some spouses attending that ASFMRA Annual Conference in Louisville in November.

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\*Nationwide estimated loss. Ferris, Howard. "Nematodes and Plant Damage." University of California, 1 Oct. 2015. Web.

\*\*3-Year Average Yield Protection Advantage over control, across all locations and thresholds, N=213 Trials (2014, 2015, 2016) (AR, GA, IA, IL, IN, KS, KY, MD, MI, MN, MO, MS, NC, ND, NE, OH, SC, SD, TN, TX, VA, WI) Results will vary based on nematode pressure in each field.

Individual results may vary, and performance may vary from location to location and from year to year. This result may not be an indicator of results you may obtain as local growing, soil and weather conditions may vary. Growers should evaluate data from multiple locations and years whenever possible. **ALWAYS READ AND FOLLOW PESTICIDE LABEL DIRECTIONS.** Products with NemaStrike™ Technology are not registered in all states. The distribution, sale, or use of an unregistered pesticide is a violation of federal and/or state law and is strictly prohibited. Check with your local Monsanto dealer or representative for the product registration status in your state. Acceleron® and NemaStrike™ are trademarks of Monsanto Technology LLC. ©2017 Monsanto Company.

## Chapter Members Cited at ASFMRA National Meeting

### Newly Accredited

Max Hendrickson, AFM, at right, is presented with a certificate marking his official Accredited Farm Manager status by ASFMRA President Tim Fevold, AFM, while at the ASFMRA National Conference in Louisville, KY in November. Hendrickson is with Farmers National Company in Rochester, IL

### Recognized for 40 Years of Membership

Four Chapter members were recognized for 40 years of membership with ASFMRA and ISPFMRA.



- **Steven R. Glascock, AFM**, Babson Farms, DeKalb, IL
- \* **Donald D. Jacobs, AFM**, Bloomington Farm Management, Lexington, IL
- **Gerald Huffman, AFM**, Greene Farm Management, Dunlap, IL
- \* **Allan D. Worrell, AFM**, Worrell Land Services, Jacksonville, IL

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# Van Trump to Keynote at Land Values Conference

**R**eknown ag risk management speaker and author of the *Van Trump Report*, Kevin Van Trump has been confirmed as the keynote speaker at the Illinois Land Values Conference set for the DoubleTree by Hilton in Bloomington on March 19.

“We asked Kevin to come back for an encore after we had so many request for him to repeat his presentation made at the Conference two years ago,” says David Klein, AFM, ALC, First Mid Ag Services, Bloomington, and overall chair of the annual Land Values event.

According to Van Trump, the Report evolved out of more than 20 years of hard work, networking, and dedication to the ag industry. Today the report circulates in over 35 countries worldwide and is a daily read by some of the industries top executives, fund traders, money-managers, and political leaders.

The complete program for the Land Values Conference will become available in Mid-January. The event will continue it's half-day format getting underway at 8:30 a.m. and wrapping up before noon on March 19.

## Bring Your Spouse to the Party !!

If you have a spouse or other special guest who you would like to have join in the social activities at the Annual Meeting -- Member Recognition Luncheon and Scholarship Auction -- ***Bring them along!!***

The Board has fixed a price of \$45 for spouses or guests who want to be a part of these activities as that will cover the costs of the food and beverages that will be provided.

But you **DO NEED** to let us know so we can get the appropriate head counts to the hotel in advance.

You do **NOT need to complete a second registration....**just send us an email with their name so we can add them to the roster. Then bring a check, or your credit card, and we'll settle up at registration time on the morning of February 6.

Send the name of your spouse / guest to

**[ispfmra@countryside-marketing.com](mailto:ispfmra@countryside-marketing.com)**

DO NOT include credit card information in the email...that is not secure!

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# Welcome New Members

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FRIEND

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The advertisement for ADI Ag Drainage Inc. features a background image of a large agricultural field with a grid of drainage tiles installed. A white tractor is visible in the lower right corner of the field. In the top left corner, the ADI logo is displayed in red and blue, with the text "Ag Drainage Inc." below it. In the top right corner, a green box contains the text "DRAIN. PLANT. WATCH YOUR YIELDS GROW." in white. Below the field image, a list of bullet points highlights the company's services and warranty. At the bottom, a black banner contains the text "Proud to Be Part of Your Farm Community" and the phone number "800-545-9044" followed by the website "agdrainage.com" in green.

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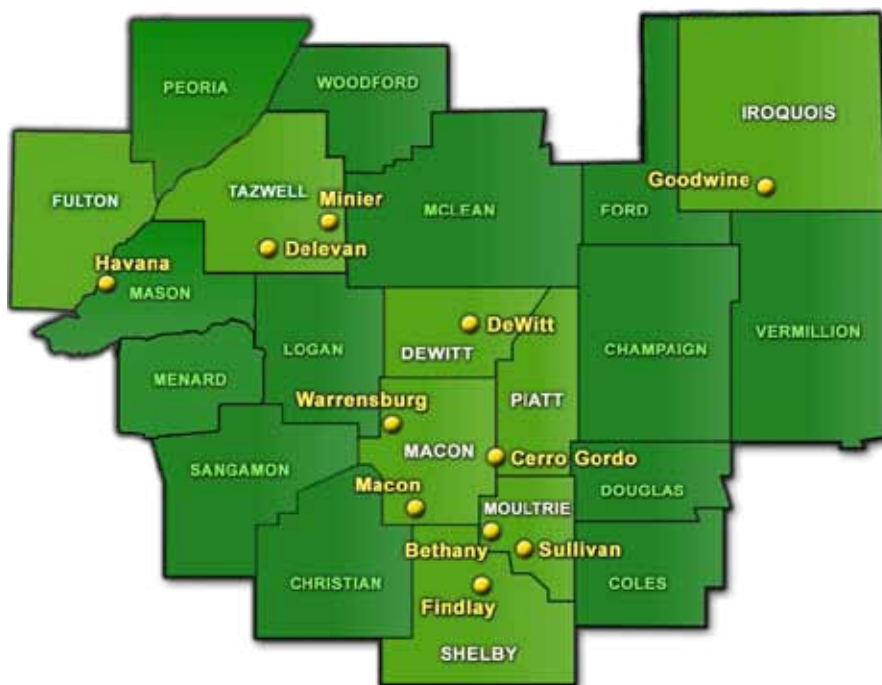


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## Eleven Locations

- **Cerro Gordo**
- **Warrensburg**
- **Macon**
- **Dewitt**
- **Bethany**
- **Findlay**
- **Sullivan**
- **Goodwine**
- **Minier**
- **Delevan**
- **Havana**



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## Upcoming Events

- February 5      USPAP Course  
Embassy Suites, East Peoria
- Soil Health Seminar  
Embassy Suites, East Peoria
- February 6      ISPFMRA Annual Meeting  
Embassy Suites, East Peoria
- March 18      Illinois Managing Broker Licensing  
Course  
DoubleTree by Hilton, Bloomington
- March 19      2020 Illinois Land Values Conference  
DoubleTree by Hilton  
Bloomington, IL
- April              (date and location TBA)  
Illinois RLI Education Day
- June 18      Summer Tour -- Joint program with Iowa  
Chapter  
Quad Cities Area
- June 19      Education Program TBA  
Quad Cities Area



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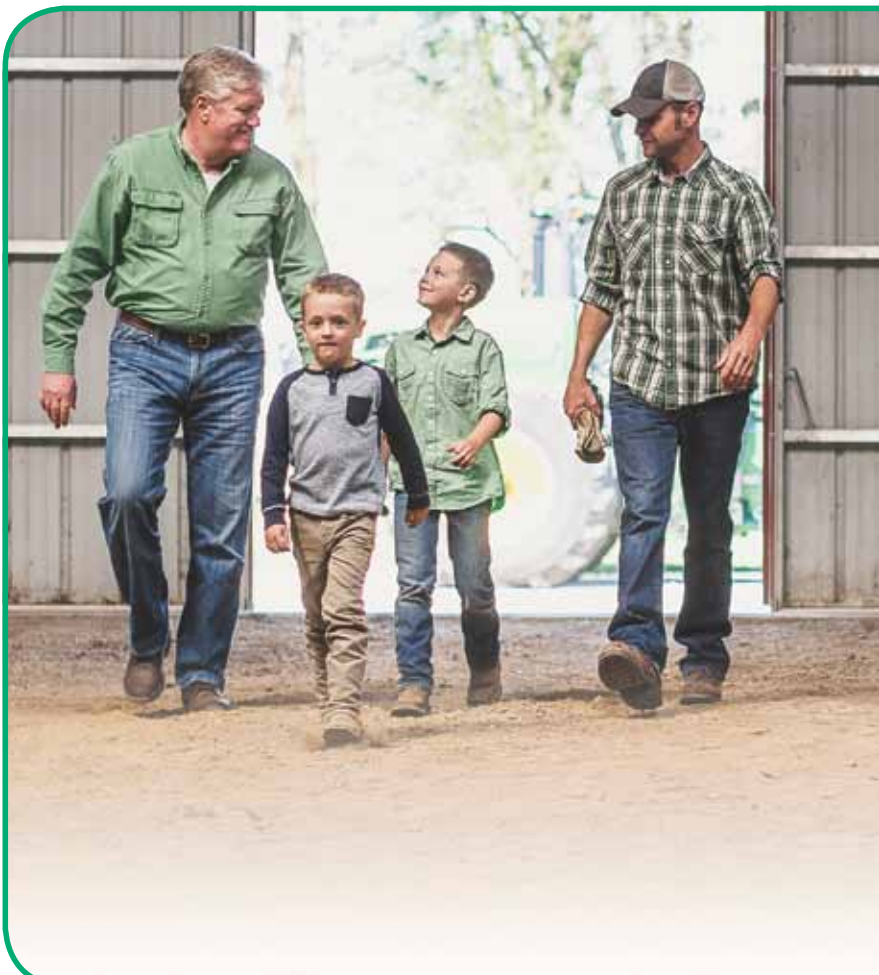
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