



Summer 2021

Joint Illinois / Iowa Summer Tour Set for Aug. 12/13 in Davenport Area

The program is set, registrations are happening and excitement is high as the Illinois Chapter joins forces with its colleagues from Iowa for the Summer Tour which will be based out of Davenport.

This is according to Elizabeth Strom, Illinois Chapter cochair for the event. “There is a lot of ‘built-up desire to get out and meet our colleagues and we’re seeing that in the registrations for the Tour. Unfortunately, right now Iowa has us beat on numbers by a couple....but I have every faith we’ll come back and have the greater turnout!” she says with a laugh.

She explains the seed for this co-oped program started a couple of years ago, then everything got postponed because of Covid restrictions.

“We are very happy that the hotel has stayed with us all along the line and we are looking forward to our ‘hybrid’ meeting. By that I mean we will have a half-day of touring, an afternoon of live speaker presentations, and a half-day of virtual presentations from speakers.”



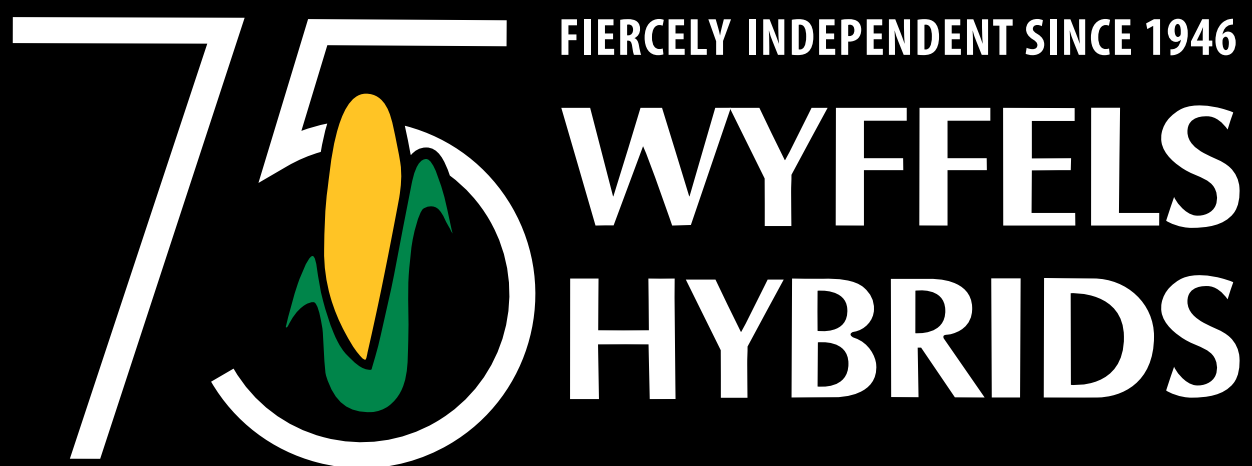
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The base for the tour will be the J Bar Holiday Inn on I-74 in Davenport.

The group will leave the hotel early on the morning of August 12 and travel via motor coach to the Rock Island Arsenal for a tour of facilities there. After that the group will travel to a visit to test plot areas for Wyffels Hybrids near Geneseo. Wyffels is also hosting the luncheon at their facilities.

Continued on Page 7



ONE THING. DONE RIGHT.

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Phone (815) 875-7418
timothy.a.harris@pgim.com

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Phone: (217) 590-2127
kent.reid@farmcredit.com

Vice President

Russell Hiatt, AFM, ALC
Phone: 474-9354
russ@hiattland.com

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Phone (309) 438-8097
maboern@ilstu.edu

Secretary-Treasurer

Gary Schnitkey, Ph.D.
Phone (217) 244-9595
schnitke@uiuc.edu

Past President

Seth Baker, AFM
Phone (217) 329-4048
seth@fieldlevelag.com

Illinois Chapter Office

Carroll E. Merry
Executive Director

N78W14573 Appleton Ave.
#287
Menomonee Falls, WI 53051
Phone: 262-253-6902
Fax: 262-253-6903
ISPFMRA@countryside-marketing.com

www.ISPFMRA.org

*If you are interested in
participating on the Board
of Directors or an ISPFMRA
Committee, please contact
Tim Harris
timothy.a.harris@pgim.com*

Tim Says...

by Tim Harris, AFM
President
Illinois Society of Professional
Farm Managers and Rural
Appraisers



It's hard to believe we are almost halfway through the year, and in some ways, our country is starting to feel like things are getting better. I have spent some time traveling this month and it is nice not to have to wear the mask in most places. I hope each of you have stayed safe and healthy.

The past couple of months, your organization has taken a little break from the busy first quarter, but as you will see in this newsletter, there are a lot of good things being planned for the rest of this year and the start to 2022. The ASFMRA Education week will be held as an in-person event from July 13-24 in La Vista, Nebraska, and if you are on track to finish your AFM or ARA, this would be a good time to register and complete your education and take your exam for accreditation.

By now you have received information regarding the joint Illinois and Iowa summer tour which will be held in Davenport, Iowa on August 12-13. This will be our first event since the COVID hit that we will be in person, and I hope the Illinois Chapter can top the Iowa Chapter in attendance for this well-planned tour and meeting. Sign up today!

Your board met in person in Bloomington in March and set two goals for the year. The first was to put together a professional promotional video highlighting the benefits of hiring a professional farm manager or rural appraiser. The video will include individuals from both professions as well as clients sharing why they hired an AFM or ARA. This video can be used by our members as well as educational events when we have invited guests. We will also put this video on our web site to help educate prospective clients. More on this will be coming later.

The second goal is to look at different ways we can enhance our membership. This has been a topic of discussion for many years, but the board wants to take a fresh look and see if there is any way we expand our membership. The board will meet again in July to continue the work for both goals. We are also inviting some of our committee chairs to be a part of this meeting to discuss how things are going and what improvements can be made to incorporate more members on a committee.

Finally, Russ Hiatt and Alan Worrell are putting together an outstanding annual meeting which will be held in Springfield, Illinois on January 27-28. There are plans for the YPN group to gather a half day before the annual meeting on January 26th, and a half day education program for AFM and ARA members on Friday January 28th. More details are found in this newsletter. **SAVE THE DATE!!**

Tim



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Timothy Harris, AFM
Capital Agricultural Property Services, Inc.
22263 1365 N. Ave
Princeton, IL 61356
Phone (815) 875-7418 Fax (815) 875-1641
Cell (815) 875-7418
timothy.a.harris@pgim.com

President-Elect

Kent Reid
Farm Credit Illinois
1100 S. Farm Credit Drive
Mahomet, IL 61853
Phone (217) 590-2127
Cell (618) 553-4006
kent.reid@farmcredit.com

Vice President

Russell Hiatt, AFM, ALC
Hiatt Farm Management\

PO Box 707
Champaign, IL 61824
Phone: 474-9354 Fax: 217-356-8261
russ@hiattland.com

Academic Vice President

Maria Boerngen, Ph.D.
Illinois State University
Campus Box 5020
Normal, IL 61790
Phone (309) 438-8097 Fax (309) 438-5653
maboern@ilstu.edu

Secretary-Treasurer

Gary Schnitkey, Ph.D.
University of Illinois
300A Mumford Hall
1301 West Gregory Drive
Urbana, IL 61801
Phone: (217) 244-9595 Fax: (217) 333-2312
Cell: (217) 898-3762
schnitke@uiuc.edu

Past President

Seth Baker, AFM
Field Level Agriculture, Inc.
505 Broadway, PO Box 169
Mt. Zion, IL. 62549
Phone (217) 329-4048
seth@fieldlevelag.com

2020 Committee Chairs

Annual Meeting - 2022 @ Springfield	Russell Hiatt, AFM ALC
Appraisal Education	Dan Legner, ARA Ken Reid
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Farmland Values/Lease Trends Survey/ 2021 Illinois Land Values Conference.	Luke Worrell, AFM, ALC
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Farmland Data Collection	Todd Slock Bruce Sherrick, Ph.D.
Farmland/Lease Trends Survey	Gary Schnitkey, Ph.D.
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Summer Tour - 2021	Elizabeth Strom, AFM
Young Professionals	Melissa Halpin, Elizabeth Strom, AFM



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Summer Tour a Joint Ill / Iowa Project

Continued from Page 1

“Then it’s back to the hotel for an afternoon of presentations,” Strom explains. The afternoon program includes an outlook on beef by Dustin Ahern, RaboResearch. Eric Snodgrass, Nutrien, will speak on *Weather Risk in Production Agriculture*. The speaker programs will wrap up with *New Tech Toys for Agriculture* presented by Willie Vogt, executive director with Farm Progress Publications.

“Then we’re going to leave the hotel again for an evening dinner and Mississippi River cruise on the Celebration Belle river boat,” Strom says.

Friday Speakers

The Friday morning program will include a plated breakfast followed by four presentations:

From the Bottom Up: How a Young Man with a Small Boat Changed our Nation’s Rivers -- Chad Projacke, Living Waters and Land Project
Land Values Trends Across the Midwest -- Gary Schnitkey, Ph.D, University of Illinois

Factors Shaping the Ag Markets of 2021 and Beyond -- Chad Hart, Ph.D., Iowa State University

What’s Next in Ag Equipment Connectivity: Automation and Data -- Kendal Quandahl and Kirk Wesley, CaseIH.

Both management and appraiser CE credits have been requested from Iowa and Illinois. Members will be notified the status on those as the information is received.

The cost for the tours and education is \$125 with an extra \$55 fee charged for those joining in the river cruise/dinner.

Registration for the event can be handled at www.asfmra.org/education.

Hotel reservations must be made directly with the J Bar Holiday Inn at 563-344-2900.



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Watch for "Snapshot" Survey

Watch for information coming from Gary Schnitkey in early August as he conducts the annual Mid-Year Snapshot Survey on values and lease trends.

Most members are familiar with the survey as it has been a summer staple of the Illinois Chapter for a number of years. "Most of the questions are repetitive from year to year," Schnitkey says. "That's important because that way we can actually track any true trends that are happening across the state. If we keep changing the survey questions we lose our benchmarks and are no longer comparing apples and apples."

At Farm Progress Show

The results of the survey will be released along with a press announcement at 10:30 a.m. on Wednesday, September 1 at the Media Tent at the Farm Progress Show in Decatur.

"This, too, is a tradition," Schnitkey explains. "We find we get tremendous positive exposure by being able to speak directly with local and regional media. This really reinforces the image of the Chapter as *the* source of legitimate information when it comes to farmland and farmland values."



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Special YPN Social Planned During Summer Tour

Members of the Young Professional's Network for both Illinois and Iowa Chapters are being invited for a special social on board the Celebration Belle the evening of August 12.

This is in conjunction with the Joint Summer Tour being held that day and the next, August 13.

A special registration program has been sent to all YPN members in both Chapters with details on this special event. (If you did not get one, contact Carroll Merry immediately at ispfmra@countryside-marketing.com)

YPN members do not have to register to attend the Summer Tour but can join the evening's activities. Refer to the invitation for details.

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YPN Member Profiles



Monte Ireland

Background:

I grew up in Southeast Iowa and spent over a decade in the railroad industry before going back to school to earn a bachelor's degree in finance from Eastern Illinois University. After working a short time in commodity brokerage, I was hired by my current employer as an analyst and moved into managing farms about a year later. My wife and our two kids live in Allerton, Illinois where her family operates a small farm.

Employer:

Hancock Farmland Services

Role/Position: Farm Manager

How many years have you been in your profession?

Two

What influenced you to choose your profession:

The opportunity to combine my interest in agriculture and education in finance.

What do you enjoy about your profession?

Every day is different.

What do you see for the future of your profession?

More interest from non-farmers in ag investments.

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

Be pro-active in internships, Reach out to companies you could see yourself working for even if they are not advertising an internship and be willing to intern for free if necessary,

Luke Worrell. AFM. ALC

Background: I was raised in Jacksonville and spent my weekends as a kid on the family farm in Scott County and enjoyed showing pigs as a kid through 4-H. I live in Springfield with my wife Allison and our two sons (Kale 11, Benson 6). We met at Illinois College where I double majored in Sports Management and Business Administration.



Hobbies/Interests: I have a wide variety of interests ranging from history to sports to family travel. I love Cardinal baseball, Illinois basketball, Civil War history and European travel specifically.

Employer: Worrell Land Services as owner and Managing Broker

How many years have you been in your profession? 14

What influenced you to choose your profession? My story is a winding road and it happened very organically. I grew up around the industry with my dad who started our company in 1995. I had no plans to ever work in this capacity until around 2006. Allison and I were living in Florida after college, but returned for a career opportunity for her, and to be closer to family. I was doing some odd jobs around the office for dad and am not sure why I never considered this line of work until I was 24. I fell in love with the possibilities and people you work with as a farm manager and land broker. Fast forward 14 years since 2018 Allison and I own and operate the company together along with an amazing team.

What do you enjoy about your profession? I love that no two days are the same and the opportunity to work with wide variety of people. Helping solve potential problems or putting real estate transactions together is very rewarding. I also am humbled by the chances we have to help families through difficult seasons of life. There is no shortage of complex family dynamics that come with selling farms and managing land. Every transaction or management opportunity has a story and I love playing a role in that.

What do you see for the future of your profession? Like any profession, there will be many changes. Technology continue to be a big one, and how to best communicate with clients as new generations take ownership. The next generation of landowners seems to be very interested in exploring renewable energy options, organic agricultural practices, and other non-traditional elements of land ownership. It will be important for those of us working in ag to stay on top of developing trends.

What suggestion would you give to a young person considering a career in your profession? Treat every day as a learning opportunity. Never buy into the notion that you have "arrived" or have seen it all. You will be given many opportunities to hone your craft and at the same time serve people in new ways. Cherish those opportunities.

Favorite inspirational quote: *Just because you can. doesn't always mean you should.* This is a filter through which Allison and I evaluate much of our lives, and especially business opportunities. It's a great question we ask ourselves to help us stay focused on the core of what's important to us.

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- Education Foundation Auction
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- Advanced Appraisal Exam Prep Course plus ARA Exam
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[ASFMRA.org/AnnualConference](https://www.asfmra.org/AnnualConference)

WELCOME NEW MEMBERS

Dakota Behrends

Associate
Hertz Farm Management
2868 N 600 East Rd
Clifton, IL 60927-7169
(815) 935-9878
dakotab@hertz.ag

Troy Coziahr

Associate
Hertz Farm Management
PO Box 9
720 E Culver Ct
Geneseo, IL 61254-185
(309) 944-2184
troyc@hertz.ag

Alan Hopkins

Affiliate
Pioneer / Corteva
1805 Prairie Vista Dr
Chatham, IL 62629-5092
(815) 674-3711
alan.hopkins@pioneer.com

Michael Kraft

Associate
Farmland Solutions, LLC
320 Crossing Dr
Sherman, IL 62684-9641
michaelkraft@farmlandsolutionsllc.com

Mark Nappier

Associate
First Illinois Ag Group
231 W Woodland Ridge
Valmeyer, IL 62295-3014
(618) 541-0169
mark.nappier@firstillinoisaggroup.com

Dana Snook

Associate
The First National Bank of Ottawa
701 La Salle St
Ottawa, IL 61350-5011
815-434-0044 ext. 265 dsnook@firstottawa.com

Haley Wade

Associate
Moore & Warner Farm Real Estate
101 South Center Street, Suite 302
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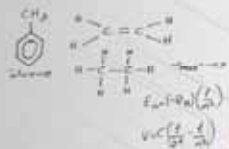
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What Lies Beneath the Crops: Valuation, Testing, and Standardizing of Soil Health

By: Delta Institute

Soil Health is an emerging term that is often referenced when discussing most approaches to conservation in agriculture.

Often, there are as many definitions for a term as there are people talking about it. The USDA Natural Resources Conservation Service defines soil health as “the continued capacity of soil to function as a vital living ecosystem that sustains plants, animals, and humans.”

Soil Health as a key indicator for the wellbeing, productivity, and valuation of cropland is gaining sizable interest among farmers to understand and harness soil’s biological properties across the agricultural and conservation sectors. Developing and utilizing tools that quantitatively test soil health and linking those tools to production practices presents a remarkable opportunity to restore soil health and inform land management.

It is well known that soil has both inherent and dynamic properties. Inherent soil characteristics like soil texture and depth to bedrock are independent of use and management practices, though they impact the way soil functions. For example, sandy soil drains faster than clay soil due to differing particle size. Deep soil has more space

for roots to spread than soils with bedrock near the surface. Dynamic soil attributes are related to how soil changes in response to various management approaches. Specific management choices affect the amount of soil organic matter, soil structure, bulk density, and

nutrient holding capacity.² Soil health indicators represent quantifiable properties of soil or plants that inform how well the soil functions. Indicators reflect physical, chemi-



Continued on Page 15

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Testing, Standardizing Soil Health

(Continued from Page 14)

cal, and biological properties, processes, or characteristics of soils.

At Delta Institute, we work to expand conservation practices on public and private lands; a key facet of this work is expanding soil health testing, standardization, incentives, and conservation practices throughout the Midwest while bolstering our agricultural economy. Our recent work developed an in-depth soil-health testing protocol for institutional landowners and land managers, to track soil health-focused management. Please visit our quick guide version for a snapshot overview.

While soil health testing is an emerging and active field of research, advances are being made to better understand and develop these tests to provide accurate, consistent, and replicable results that inform land management. Our soil health testing protocol aims to begin standardizing soil health testing by providing institutional landowners the resources they need to identify appropriate soil health indicators to measure and track, conduct soil health testing, and understand the results. Ultimately, our intent is for landowners to evaluate quantifiable improvements in

soil health due to regenerative agriculture practices implemented successfully on their land.

However, testing without impact or related incentives will not move the needle on conservation in agriculture. A related scope of our soil health work is the incorporation of key soil health indicators into land valuation. There is an opportunity to integrate soil health into land transactions with robust and consistent soil health data helping to overcome significant cultural barriers to facilitate a shift in methodology in land appraisal. A toolkit on land tenure with related resources for both farmers and landowners using lease agreements explores how conservation and soil health may be incorporated into both land valuation and lease agreements—while providing mutual benefits to the farmer (via increased productivity via healthier soil) and landowner (via increased land valuation utilizing soil health indicators). Incentivizing conservation—and recognizing and addressing operational risk—is the best approach in our purview to gain traction among practitioners.

Ultimately, Delta Institute views soil health as worthwhile investment into protecting long-term productivity, profitability, and resilience of farmland in Illinois and beyond. Delta Institute is a 501c3 nonprofit that focuses on a thriving Midwest through farmer-focused agricultural conservation. Most of our employees are native Midwesterners, with many having lived on working farms. Please learn more about us today and start the conversation.

¹ “Soil Health,” USDA-NRCS Soils, accessed September 23, 2020, www.nrcs.usda.gov/wps/portal/nrcs/main/soils/health/.

² Ibid.

Photo credits: Delta Institute



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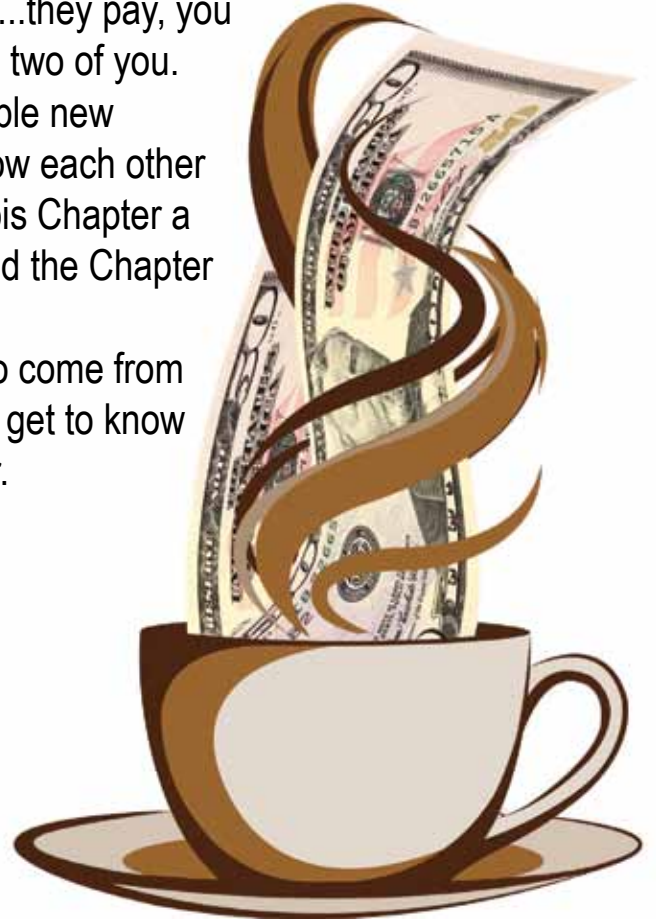
Here's what you, as an ag lender, need to do:

- Contact an ISPFMRA Member and set up a time to meet for coffee (can also be lunch, an ice cream, you get the picture)...they pay, you pay, Dutch treat...whatever works for the two of you.
- Get to know each other and talk about possible new business. NO obligation -- just get to know each other
- When it's over the member will send the Illinois Chapter a copy of the receipt from your meeting and the Chapter will then send you a \$50 Gift Card*
- There is **NO OBLIGATION** for new business to come from your coffee break...all we ask is that you get to know each other and explore working together.

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Offer runs through **December 31, 2021!**

(The Chapter reserves the right to alter or cancel this offer at any time.)



ISPFMRA Member Details

- Who's Eligible --- Any professional with whom you are not currently doing business...can be an attorney, lender, CPA, auctioneer, title company, etc.
- Once you've had your meeting, send to the Chapter Office a copy of the receipt from your meeting along with the name, organization, regular mailing address, telephone and email contact information of your Guest.
- The Chapter will then send directly to your Guest a \$50 Gift Card. This can be their choice of a card from Cabella's/Bass Pro Shops, ACE Hardware or Menards...you tell us which. It's that simple.

*Limit of One Gift Card per new contact meeting during 2020/21.

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Membership Marathon Continues

\$250 Gift Cards Just For You !!

The ISPFMRA Membership Marathon program is still underway and there can be a \$250 ACE Hardware gift card with your name on it for each new member you 'sponsor' between now and August 31.

"We need all our members to consider who might be a good, new Illinois Chapter member and get them enrolled," says Russ Hiatt, ISPFMRA Membership Chair.

"We all know someone out there who is doing farm management work but isn't a member. Or, perhaps they are a colleague at your office. Last year's program only ran for a few short weeks, so we've expanded it this year. And even with the shorter timeframe, we still gave out a number of gift cards," Hiatt explains.

"We have had some new members joining since May 1 and their sponsors are already winners.

"And remember, there is no limit as to how many gift cards you can earn. And there are no restriction on how you use them. Our executive vice president gets the cards at his local ACE Hardware store and then delivers them directly to you. How you use them is up to you...whether it's paint for redoing a bathroom, money down on a snowblower, or a new Weber grill....or anything in between."

"Give me a call if you have any questions on how this works. My direct line is 217-474-9354," Hiatt says.



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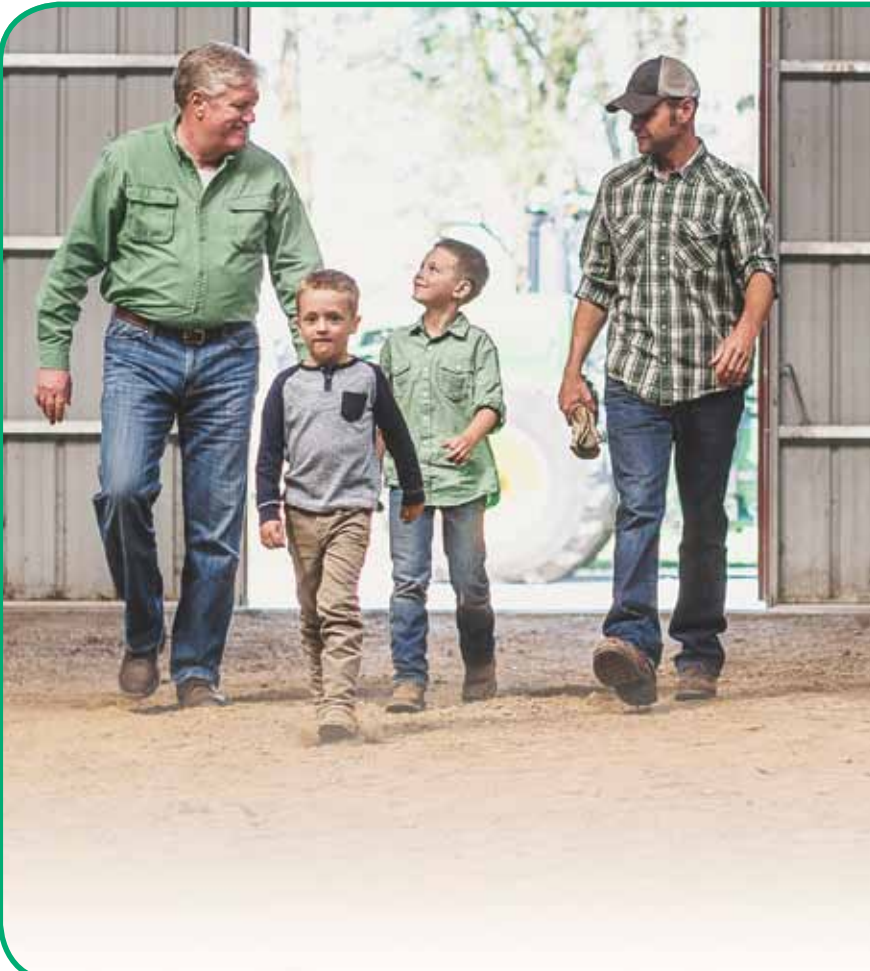
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Wells Fargo's Mike Swanson to Kick Off Annual Meeting Program January 27

The program for the 2022 ISPFMRA Annual Meeting is gelling with Michael Swanson, Ph.D., Wells Fargo Chief Agricultural Economist, committed as the opening keynote for the in-person event.

Postponed from 2021, the program is set to take place at the President Abraham Lincoln Hotel in downtown Springfield on January 27.

"We're excited about the program that is all coming together," says Allan Worrell, cochair for the event. "It's been some years since Mike addressed our group and we look for him to bring a breath of fresh air and a different perspective. He's going to take on the general ag economy, what's happening internationally, and what he sees as the future of ag as an investment."

Also making an encore presentation will be Naomi Blohm, Senior Market Advisor, Total Farm Marketing by Stewart-Peterson. "Naomi really knocked it out of the park with her presentation on markets during this year's virtual annual meeting and we're all looking forward to actually meeting her at the meeting in Springfield. She's been invited to speak and is working out family details on being gone," Worrell explains.

"We've also reached out to the Maschoff organization and are looking to them for a presentation on what's happening with the livestock sector of agriculture. We realize most of us do not have a lot of livestock on our operations, but it's critical that we all stay abreast of what's happening to that side of agriculture in the state," he continued.

Other elements of the program which have either been confirmed or are currently on the planning pages include:(Worrell's comments in italics)

• Carbon Credits --- *This is a hot topic again and we want to be sure our members are up to speed with what's happening on the local and national scene.*

• Succession Planning -- *This ties with another program that is under consideration for the Friday after the Annual Meeting. This element of the discussion will focus on the role farm managers can play in the whole succession planning process. Many of us are very integral to what can happen when a new generation of family takes over farming operations. We need to be in tune with our role in that process.*

"Another encore presentation will come from Eric Snodgrass who will address the weather."

Friday Programs

"We are working closely with both the Management Education and Appraisal Education chairs on putting together education programs for



Mike Swanson, Ph.D.
Chief Ag Economist, Wells Fargo

Friday,

January 28," he adds. "Traditionally we've had education programs preceding the meeting, but are changing that this year and planning for CE credit programs on the day after. We are hoping this will also provide some extra stimulus for greater participation in the Scholarship Auction on Thursday evening.

"We are also looking at a half-day program on Transition Planning on the Friday. This could include inviting landowners and other clients to come and be part of the session," he explains. "More details will be coming on this program as it comes together.

"And, on top of all this," Worrell chuckles, "the Young Professionals Network is work-

ing on a program for the afternoon of Wednesday, January 26. They've invited Monica Neubauer to provide an in-person presentation to the group. Everyone loved her presentations to the Chapter earlier this year and we're all interested in seeing her and all her energy speaking to the group live and on stage.

"In short, there are a lot of activities being planned around those three days in January and I hope everyone marks their calendars now and plans on attending.

"I guess this will teach us to take a year off from in-person meetings. There is a tremendous demand for in-person networking and we're looking to fill the bill."

He explains that a complete, confirmed agenda, will be released later this year with full registration information.

***Thursday,
January 27
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