



*Spring 2022*

## Summer Tour Dates: August 4, 5 Fair Oaks/Ashkum Areas Will Be Focus

A membership committee headed by Michael Bernhard, First Mid Ag Services in Bourbonnais, and including Dakota Behrends, Hertz Farm Management, Kankakee, Ashten Masching, First Mid Ag Services, Bourbonnais and Melissa Halpin, Hertz Farm Management, Kankakee, have selected Thursday and Friday, August 4 and 5 to be the dates for the 2022 ISPFMRA Summer Tour. Halpin chaired the tour committee in 2015.

The massive Fair Oaks Farms property (<https://fofarms.com>) in NW Indiana will be the focus of most of the activities being organized for August 4. “I understand it has been many years since the Chapter visited Fair Oaks,” Bernhard says. “It has expanded greatly since then and in addition to the DairyAdventure, which was there at the time, the property now includes a complete hog operation called the Pig Adventure and a center with focus on crop production, the Crop Adventure.”

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Current planning calls for the tour to spend a good deal of the day on August 4 at Fair Oaks, including a luncheon program with a guest speaker from the operation.

From there the group plans to travel to Locavore Farm in Grant Park for a Dine On The Land outdoor dining experience.

The Friday program currently being developed will (if all things come together properly) start off with breakfast at Beans-Barley Brews (<https://www.facebook.com/Beans-Barley-Brews-152804722175982/>) followed by tours of Janie’s Mill (<https://www.janiesmill.com/>) featuring organic flours and breads and ending at Janie’s farm (<https://www.janiesfarm.com/>).

The exact hotel base is still being considered but will be in the Bradley/Kankakee area. Information on lodging will be forthcoming as soon as a resting place is determined.

“Our plans call for all of our group to travel on a motor coach on Thursday. On Friday we will travel in personal vehicles because of the short distances. This will also allow our members to leave directly from Jamie’s Farm at the close of the activities there.

“We will get out all the details along with fees and lodging information as soon as it becomes available,” Bernhard says. “In the meantime, plan on attending August 4 and 5.”

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# Kent Says...

by Kent Reid  
President  
Illinois Society of Professional  
Farm Managers and Rural  
Appraisers



**T**he older I get the more I understand the old saying "the days are long, but the years are short"! The first quarter of 2022 is already gone. What a winter it was. From the end of 2021 through this first quarter, sales of agricultural land were numerous, and prices were strong.

Our Annual Meeting was held in Springfield on January 26th – 28th. It was great to be back in person and to have so many of you there. If you missed this year's meeting, I would highly encourage you to join us at the DoubleTree in Bloomington for next year's edition in February..

The annual Illinois Land Values Conference was held in person on March 17th. What a great success with almost 150 people in attendance. I want to thank Luke Worrell for all his work chairing this event. *Thank you* also to all the Region Chairs and all the members that helped gather all the data. Special thanks also to Bruce Sherrick and Gary Schnitkey and the University of Illinois team for the many hours of work putting this information together.

The Summer Tour is coming up on August 4th & 5th. More details of what the committee has in store for us are included in this newsletter. I have heard a tour of Fair Oaks Farms is being planned.

I want to take a minute and challenge all of us to bring our friends and associates into the society. I have been questioned many times, "*Why should I be a member of the ISPFMRA?*"

My response is twofold. You want to be a member to further your career and pursue the many opportunities to grow professionally. Our organization provides the highest level of education and the opportunities to become an accredited Farm Manager or Rural Appraiser. These designations delineate you as the best in your field.

The other response is to be a part of a bigger group, a network of professional farm managers and rural appraisers. There is a wealth of knowledge and experience that this organization has for each of us. Through a sharing of ideas, we all become better.

How would you answer this question? I would love to share more ideas. Let me know your thoughts.

As I write this, it is still a little cool and wet, but Spring is here and planting season won't be far behind!

Safe planting and God bless.

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Ethics	Allen D. Worrell, AFM
Farmland Values/Lease Trends Survey/ 2023 Illinois Land Values Conference.	Luke Worrell, AFM, ALC
Conference Meeting	Luke Worrell, AFM, ALC Reid Thompson, AFM
Advertising	TBA
Farmland Data Collection	Todd Slock Bruce Sherrick, Ph.D.
Farmland/Lease Trends Survey	Gary Schnitkey, Ph.D.
Government & Policy	Tim Harris, AFM Nick Suess
Honorary Awards	Tim Harris, AFM
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Membership Development	Russ Hiatt, AFM, ARA
Memorial Scholarship	Seth Baker, AFM Maria Boerngen Ph.D
Nominating	Tim Harris, AFM
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Summer Tour - 2022	Michael Bernhard
Young Professionals Network	Melissa Halpin, Elizabeth Strom, AFM





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## Patron Chapter, Again !

This is the 2021 Patron Chapter banner we did not have available for the annual meeting. The Illinois Chapter has been fortunate to receive this in 3 of the 4 years the program has been operating. The Patron Chapter Award is the most prestigious award we could receive. Our membership is as individuals and we have been doing a good job of identifying leaders in our chapter. However, this represents a culmination of the entire Illinois membership operating together as a team to foster the ideals of our profession and set us apart as the "The most trusted rural property professionals".

Our Chapter works together through committees and is guided by a responsive, dedicated leadership. This award is not in competition with anyone but ourselves. It is a reflection of a lot of parts coming together to make us successful. Congratulations to every member of Illinois Society of Professional Farm Managers and Rural Appraisers.

There are a number of items a Chapter must achieve to receive the recognition and they are: 1. Chapter in good standing with members' ethics and continuing education. Having a working mission statement and logo; 2. Demonstrated a net growth in membership; 3. A program to assist members in professional advancement; 4. Chapter has membership meetings and offers continuing education; 5. Chapter has a Young Professional Network with activities; 6. Chapter has a broad base of leadership positions with chairs being active; 7. Chapter has a representative participate in Members Advisory Group; 8. Chapter has participation in the Chapter leadership meeting; 9. Chapter is engaged with collegiate students of universities and community colleges to foster the profession and relate ASFMRA membership; 10. Provide financial support to ASFMRA with sponsorships and auction items.



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## Take A Closer Look

The cover of this year's *Land Values and Lease Trends Report* is actually a report unto itself. More than offering nice photos of Illinois cropland, the cover was designed to provide a visual summary of the trends we've seen in prices being paid for Illinois farmland over the past 12-plus years while the contents inside the book provide greater year-over-year details.

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# YPN Member Profile



## Eric Wilkinson

### Background:

I grew up on a small grain and livestock farm Southwest of Mazon in Southern Grundy County. I now live in Verona, Southwest Grundy County on my maternal grandparent's farm with my wife Amber, daughter Lyla (10), and sons Graham (8) and Tucker (5).

### Education:

I studied 2 years at Joliet Junior College in the Ag Transfer program before attending Iowa State University where I received my bachelor's degree in Agricultural Business.

### Hobbies/Interests:

I enjoy helping my father on the farm in the spring and fall, working on our house, outbuildings, old vehicles, and riding motorcycles.

### Employer:

Hertz Farm Management and Real Estate Services

### Role/Position:

Farm Manager, Appraiser, Real Estate Broker

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

13

### What influenced you to choose your profession:

I always knew I wanted to work in the agricultural industry and I was always intrigued with farmland. My father owns a farm drainage business and has been involved in that industry for over 30 years and enjoy observing farms

being improved. I also like working with people and developing long-term relationships..

### What do you enjoy about your profession?

The people you meet and build relationships with. My favorite part about my job is when my clients come to visit their farms. It is an opportunity to show them what we do to help them, and there are always endless conversations and interesting stories..

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

I believe the profession has a solid future. Advocating for landowners that are newly removed to several generations removed from active production, or especially the investors that do not have a working knowledge of farming will always be in demand.

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

Job shadow several managers in your area and get a better sense of what the job entails. This is also a great opportunity to gain perspectives on whether you want to work for a larger firm or smaller firm. Many of our great members are nearing retirement and it is a great opportunity to gain knowledge from their many years of experience. Don't be afraid to ask questions.

### Favorite inspirational quote:

I like many, am not sure I have a favorite. For this context I would say: 'People rarely succeed unless they have fun in what they are doing.' - Dale Carnegie

### Professional Affiliations:

ISPFMRA, ASFMRA, RLI

*May the rains fall softly upon your fields...*



*At left is our EVP Carroll Merry at the March 17 Land Values Conference reminding us that St. Patrick's Day is one of sharing brotherhood and good cheer to bring happy times to all who participate. This reminds us of the melting pot of people who make up America.*

*The real purpose of this message is to share a word of Thanks and Appreciation to Carroll for all the support, initiation of ideas, planning, communicating, coordination and fun he brings to our chapter. Carroll makes it happen..our events, monthly board meetings, communication... and his presence at all of our functions is very much appreciated. From every member of ISPFMRA "Thank You". And thank you for the ice-cream and for the annual contributions of Merrys Irish Cream for our scholarship auction!*

Rick Hiatt



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# Land Values Rising at Unprecedented Rate

Unprecedented' describes the land market throughout 2021 and into the early stages of 2022. We ended 2021 incredibly strong with lots of action and we sit here in early 2022 trying to decipher where the wild ride will end." These are the opening comments from Luke Worrell, AFM, ALC, Worrell Land Services, Jacksonville, IL, chair of the 2022 Land Values Conference held in Bloomington, IL on March 17.

Citing increases being paid for farmland as high as 26 percent compared to a year ago, Worrell says "Across the state we have seen meteoric rises in prices across all classifications of land. Leading the charge was Class A or 'Excellent' acreage which saw a jump of 26 percent. It is a number that can take your breath away, but across the entire state the regions with Class A farmland experienced a rise of 30 percent from two years ago."

Worrell notes that the dramatic increases didn't end with Class A acreage. "Lower land category classifications like Good were up 24 percent. Average farmland was up over 20 percent. Even Fair land was up 5 percent and recreational or mixed-use properties elevated significantly throughout certain pockets of the state."

He adds, "There is no doubt we ended 2021 strong with some legs left to this market. If anything, the sales that took place in the first half of 2021 likely reduced the overall averages. The calendar flipped at the end of December with land sales on the upswing and not retreating."

## The Drivers

Worrell noted that many growers were able to sell their 2021 grain nearly 50 percent higher than they did with their 2020 grain. "It stands to reason that when potential gross farm income can see that jump, values could rise. Additionally, interest rates are still historically low. Borrowing strength is strong and there are many cash buyers out there as well. Historically speaking, land can be very bullish in unsettling turbulent times as many see it as a hedge on inflation," he continues. "Also, the supply of readily available farms was down in 2020 meaning that pent up demand loomed throughout 2021."

One of the more interesting phenomena of 2021 was the sheer number of sales, particularly auctions, that took place

in the fall, Worrell notes. "We saw more Class A, Excellent quality acres be put on the auction block than in recent memory. With those auctions came a wide variety of auction methods as that world changed thanks to COVID-19. While we still see a majority of local buyers, the presence of large institutional buyers and "mega-wealthy" interest has increased over the last year."

Land Category	Avg for All Regions	2020 Change
Excellent	\$14,700	Up 26%
Good	\$10,710	Up 24%
Average	\$7,455	Up 21%
Fair	\$5,500	Up 5%
Recreational	\$4,615	Up 11%

## Cash rents are also on the rise

According to Gary Schnitkey, Ph.D., University of Illinois, who shared the podium with Worrell, "The mid-year survey we did last August projected an average rise in rent fees of 12 percent, but our year-end numbers show that a figure closer to 20 percent is what ended up happening more frequently than not."

He explained that Per Acre Cash Rents for 2022 for Excellent farmland ranges from \$400 at the top end to \$300 in the lower 1/3. Those same ranges for Good land vary from \$360 at the top to \$250 at the lower 1/3. Average farmland varies from \$300 at the top to \$215 at the bottom. Fair land ranges from \$250 per acre to \$160.

"There are two types of cash rent leases: traditional and variable," Schnitkey explains. Under a traditional lease, a fixed amount of cash rent is negotiated between the land owner and tenant, typically at the beginning of the crop year. Under a variable lease, the amount of the cash payment depends on revenue. A typical variable lease has a fixed base payment and then a "bonus" payment. The bonus payment is a percentage of gross revenue when gross revenue exceeds a specified level. In 2022, traditional crop share arrangements will account for 28 percent of leases while variable cash leases had a 36 percent share of leases.

"Farm managers typically use short lease terms on cash rental arrangements. Of cash rents, 81 percent of the leases were one-year in length," he notes.



An audience of 150 members and public visitors turned out for the 2022 Illinois Land Values Conference held March 17 in Bloomington. In addition to speakers on the economy and the land values report itself, there was also a panel discussion on what happened in 2021 with farmland auctions. All the presentations are available for review at [www.ispfmra.org](http://www.ispfmra.org).



## Guebert Cited with Service to Agriculture Award

Illinois Farm Bureau President Richard Guebert Jr., at left, is presented with the Service to Agriculture award during the annual meeting of the Illinois Society of Professional Farm Managers and Rural Appraisers. Making the presentation is Seth Baker, AFM, immediate past-president of the Society. In honoring Guebert, Baker noted his lifelong commitment to public service in Illinois agriculture including appointments by Illinois governors to various boards, missions and task forces. Prior to becoming IFB's 15th president, Guebert was vice president of the organization. He also serves as president of COUNTRY Financial, Illinois Agricultural Service Company and the IAA Foundation and represents IFB on the coordinating committee for GROWMARK, Inc. The award is the highest citation given to a non-member by the Society. Guebert and his wife Nancy reside in Ellis Grove.

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**F**arming is a challenging and sometimes dangerous business. Weather, machinery, logistics and livestock can cause difficulties within a day's work in the field.

Yet these can pale next to the concerns and stress that a farmer carries inside. The pressure to be productive and profitable comes with the acreage, and may seem as fixed as the land itself.

Being human, a farmer may also face problems in his or her personal life. The tendency to be self-reliant and keep busy can make caring for one's health – both physical and mental – an afterthought.

A new support system is available to help the Illinois farming community. It's as close as your phone. A helpline (1-833-FARM-SOS) will connect farmers to health professionals and services as part of a new statewide program. The Farm Family Resource Initiative (FFRI) is a program managed by the SIU School of Medicine's Center for Rural Health and Social Service Development. FFRI has created a statewide network of resources to address the mental health needs of the farming and agricultural workforce. In addition to the 24-hour helpline, farmers can access free webinars, blogs and trainings on psychological signs of stress at the website [siumed.edu/farm](http://siumed.edu/farm).

"We've designed the program to give ongoing outreach, education and training to our rural partners," said Karen Stallman, FFRI agricultural resource specialist. "We want to improve the health and safety of farm families. It's another toolkit they can use to keep well and productive."

SIU Medicine conducted a needs assessment in 2020 that found 2 out of 3 Illinois farmers considered farm-related stress and mental health to be significant problems. In addition to the regular stresses of farm management, the pandemic has created labor and supply chain disruptions.

In 2021, the Illinois Department of Agriculture received a \$500,000 USDA grant that allowed expansion of the FFRI's pilot program to all 102 counties. "The state brought federal funding to help a segment of the rural population," said Stallman, "and our medical community was there, ready to step up."

"SIU School of Medicine has a mission of social accountability and bringing better health to central and southern Illinois," said Jerry Kruse, MD, MSPH, dean and provost of SIU School of Medicine. "The Farm Family Resource Initiative is a great fit for us and our rural partners – we're putting the resources where they are needed most, right in the farmers' hands."

Mental health professionals from Memorial Behavioral Health in Springfield staff the helpline. The counselors have both medical expertise and knowledge of the factors that affect farming. The phone number is 1-833-327-6767 (1-833-FARM-SOS). The website, [siumed.edu/farm](http://siumed.edu/farm), has new content and resources added regularly.

Please share this information with farmers and their loved ones who may benefit from it. They have friends here and across Illinois who want them to live well and prosper.



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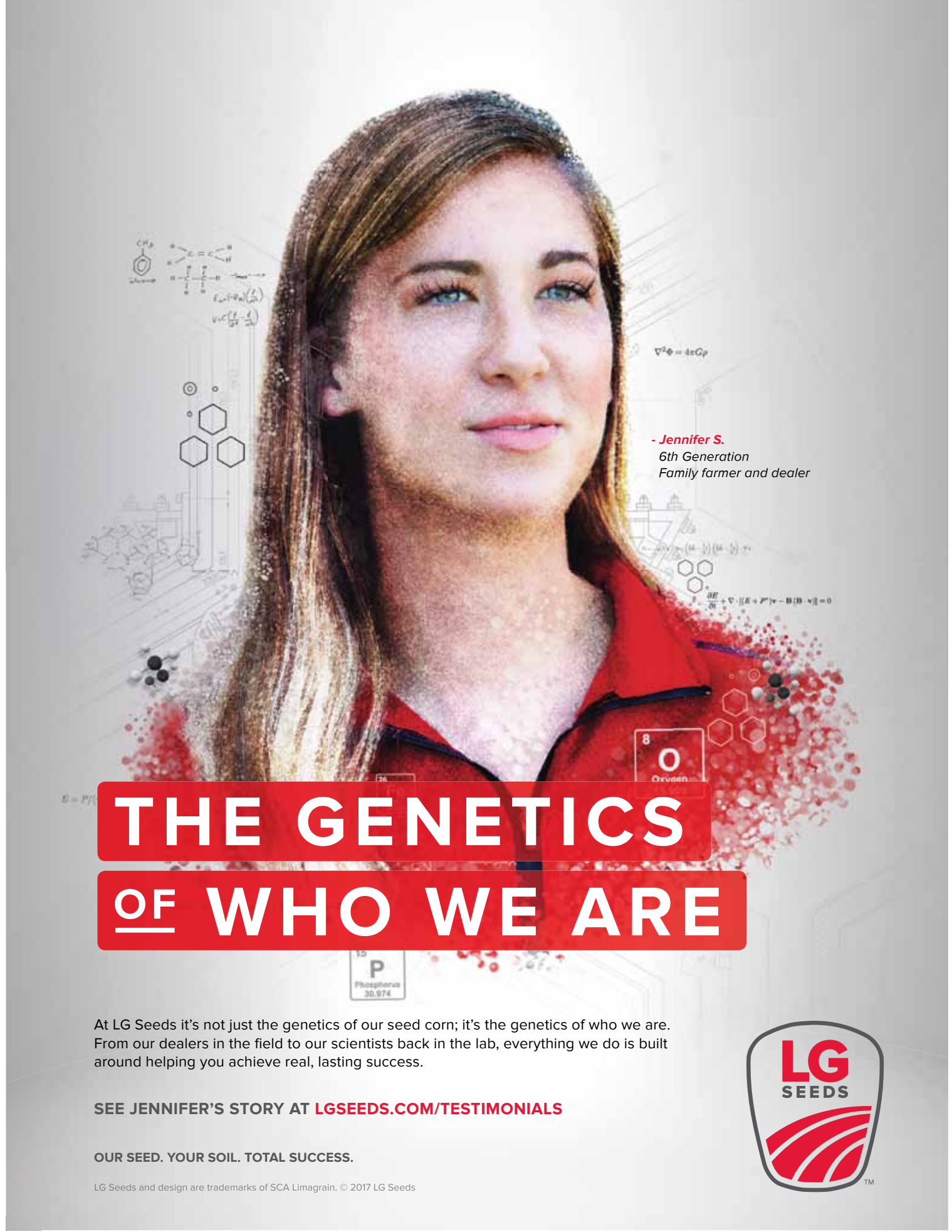
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# Dean Kyburz Named to Chapter Hall of Fame

Dean Kyburz, (at right) a longtime member and mentor to many through decades of service to ISPFMRA, was named to the Chapter's Hall of Fame during the annual meeting held January 27 in Springfield. Kyburz, who was accompanied by his wife Cindy, was given the honor by Seth Baker, AFM, immediate past-president of the Chapter. Baker cited Kyburz' many years of service as a member and employee of the First National Bank of Decatur, which through mergers later became Main Street Bank and Trust and eventually Busey Bank. "Through those many years Dean was the mentor to many professionals who were new to the farm management and farmland appraisal industry," said Baker. "He taught them well." Kyburz, who retired in 2019, was a licensed general appraiser. He also obtained his Real Estate Broker and Managing Brokers licenses and served as the Managing Broker for Busey Farm Brokerage. He is a graduate of Southern Illinois University with a bachelors degree in agricultural education and a masters in agricultural economics. The Hall of Fame designation is the highest honor the Chapter bestows on its members. Dean is joined by wife Cindy in the photo below.



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## **DATES TO REMEMBER**

May 24 -- 7-Hour USPAP National Update, Fairfield Inn, Effingham

July 13 - 23 -- ASFMRA Summer Education Week, Des Moines, IA

August 4, 5 -- Summer Tour in Kankakee/Ashkum Area

February, 2023 -- 2023 ISPFMRA Annual Meeting, DoubleTree by Hilton, Bloomington

March 23, 2023 -- 2023 Illinois Land Values Conference, DoubleTree by Hilton, Bloomington

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<https://ispfmra.org/2022/03/17/2022-land-values-conference-presentations/>

Land Values Report Order Form

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Videos on Role of Farm Managers and Rural Appraisers

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## Farm Credit's Kent Reid Heads Leadership at Illinois Farm Managers/Appraisers



Kent Reid, center, back row, heads the new leadership team as president of the Illinois Society of Professional Farm Managers and Rural Appraisers. Reid, chief appraiser for Farm Credit Illinois, was elected during the organization's annual meeting held January 27 in Springfield, Ill. Joining him in the photo are, back row, from left: Elizabeth Strom, AFM, vice president, with Murray Wise Associates, Champaign, Ill.; and Maria Boerngen, Ph.D., academic vice president, associate professor of Agribusiness, Illinois State University, Normal, Ill. Seated are from left: Gary Schnitkey, Ph.D., secretary/treasurer, professor of Farm Management, University of Illinois, Urbana, Ill; Tim Harris, AFM, immediate past-president, executive manager with Capital Agricultural Property Services, Princeton, Ill; and Russ Hiatt, AFM, ARA, partner with Hiatt Farmland Services, Champaign, Ill. The organization, founded in 1928, has 268 members serving landowners across Illinois.

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