



# American Society of Farm Managers and Rural Appraisers Iowa Chapter

The Iowa Chapter of the American Society of Farm Managers and Rural Appraisers works to inspire its members to professional competence, high ethical standards and educational excellence while enhancing networking opportunities and public awareness.

## Mark Your Calendars

- ASFMRA Leadership Institute: September 8-13, 2019-Washington D.C.
- ASFMRA Annual Conference: November 16-22, 2019—Louisville, KY
- USPAP: December 3, 2019—Nevada, IA
- ASFRMA Annual Meeting: February 5-6, 2020—Ames, IA
- ASFMRA/RLI Spring Seminar: March 25, 2020—Ames, IA
- ASFMRA Education Week: July 2020—Des Moines, IA
- ASFMRA IA and IL Joint Summer Meeting: August 2020- Davenport, IA



## President's Comments, Adam Thien, AFM

### Challenging

Thinking of the 2019 growing season and “challenging” is the only word I can think of to describe this year so far. Challenges occur each and every year, this year however, they seemed to compound. The year began with tight crop budgets for both our client and tenant farmers. Spring brought flooding and poor planting conditions. Unfortunately, some flooding is still occurring, and many acres did not get planted. Now the typical production problems are starting to show themselves, such as insect and disease pressure.

While dealing with these challenges, I have been looking for opportunities. Is there an opportunity to complete some needed property improvement on the prevented plant acres? Are there alternative crops that can improve crop budgets? Are there conservation options to take some marginal acres out of production to reduce some production risk?

While these challenges are widespread and many, if not all, of our membership is dealing with some of these issues, it is easy to feel alone in facing these challenges. I would like to take this opportunity to remind you that you are not the only one facing these challenges and encourage people to reach out to other members for advice or just to have someone listen to your concerns. Some of our seasoned members have been through challenges before and would be happy to discuss the lessons learned from their experiences. Other resources are available also. Iowa State University Extension has an Iowa Concern Hotline. This hotline is a confidential resource for anyone with concerns about farm finances, crisis and disaster response and personal health issues. It is staffed 24/7. More information can be found at <https://www.extension.iastate.edu/iowaconcern/>.

With the upcoming harvest of the 2019 crop many of the current challenges will be resolved and most likely new ones will appear for 2020. It will be important to utilize what is learned from previous challenges, look for opportunities, and to ask for help when needed.



# ASFMRA Member Focus

## Ben Isaacson, AFM

Each issue of the ASFMRA Iowa Chapter newsletter will focus on one of our members. This month we introduce Ben Isaacson Ben is one of our ASFMRA Iowa Chapter Directors.

### **Describe your experience and education related to the property professional field.**

I have directly been involved with appraisal, farm management, and farm sales since 2013. My college education is in Animal Science from Iowa State and have been actively involved in agriculture, specifically swine production, since 2006. Since starting with Agri-Management Services in 2013, I've attended many education classes and seminars oriented around appraisals and farm management. In addition, I have had the opportunity to attend Leadership Institute and numerous National Meetings.



### **Describe what led you to become a chapter member of the Iowa ASFMRA Chapter and why you remain a member.**

Our company has been active in the Iowa ASFMRA Chapter for many years, with Richard Isaacson serving as a past president and active on many committees. It was natural for me to become a member. I have enjoyed the many networking opportunities that have led me to learn about areas of the country and agriculture that I would have never learned about without this chapter. In addition, the willingness for chapter members to support each other has been beneficial to me for both personal and professional development.

### **Describe personal background items that would be of interest to fellow chapter members.**

My wife and I have twin boys who are three years old and a daughter who is one. As most can imagine, this consumes most of our time. When we get the chance, both of us enjoy traveling, specifically enjoying snow skiing in Colorado or Utah.

### **Describe a couple memorable or unique experiences in your life.**

The evolution of agriculture from when I was young to current day is amazing. As this evolved, it created many challenges and opportunities for me personally and will moving forward. A couple of the challenges have been working for employers involved in production agriculture that were on the wrong end of volatility in the market. One in particular, I was working for a swine production company when Swine Flu combined with high grain prices caused a very stressful time. This did create an opportunity for me to work for a different company that educated me further about how to manage an agricultural business in these highly volatile times. All of these have been great experiences that I have been able to apply over the last six years with our own appraisal and farm management clients.

## Leadership Institute, Dennis Reyman, ARA

Leadership Institute is September 8-13 in Washington DC. A few openings remain, primarily for farm managers but if you're an interested appraiser, please contact the ASFMRA office, we may be able to work you in. Stephen Frerichs and the ASFMRA Government Relations committee are finalizing the agenda. Wednesday afternoon will again be the time for visits to Capitol Hill to meet with your legislators. Iowa is especially fortunate to have not only one but two Senators who will meet with the general public, if their schedules allow.



**Leadership  
Institute**

SEPTEMBER 9 - 13, 2019  
WASHINGTON, DC

If you've considered attending LI but are "too busy," you're not! No one attends because they're not busy. Managing to schedule opportunities like this allow you to grow your time management skills. If you've never attended nor had the opportunity to experience the Capitol from the "inside," you will find it fascinating and different than you might have expected. If you've attended in the past, a return trip is always encouraged and we're sure you'll find it to be another very interesting trip.

Contact Kendra Zimmer at [KZimmer@asfmra.org](mailto:KZimmer@asfmra.org) or Dennis Reyman at [dreyman@stalcup.com](mailto:dreyman@stalcup.com) for more information.

# Iowa/Minnesota Summer Meeting

June 20-21, the Iowa and Minnesota Chapters of ASMFRA partnered to offer a joint summer meeting at Arrowwood Resort in Okoboji, IA.

Classroom education included "Valuing Rural America," presented by Justin Bierschwale for appraisers. Farm Managers heard from a variety of speakers including Kerri Johannsen with the Iowa Environmental Council (wind energy) and Adam Herges with Mosaic (water quality).

On Friday, attendees visited Indian Motorcycle of Okoboji, Spirit Lake Fish Hatchery, AGCO and the Pioneer Seed Production Plant for tours.

Partnering with the Minnesota Chapter was a great way for our members to connect with another chapter. Those who attended enjoyed the presentations, tours and meeting new colleagues. Next summer we plan to partner with the Illinois Chapter for a meeting in August in Davenport.



Clint Kaller at the AGCO Tour



Tour at Indian Motorcycle of Okoboji



Dinner at Barefoot Bar

## USPAP Registration is Open

Date: Tuesday, December 3, 2019 from 8:00 AM to 5:00 PM

Location: Hertz Farm Management Office: 415 S 11th St, Nevada, IA 50201

Instructor: Jeff Berg, ARA

Registration Fee: \$250

Online Registration: <https://www.asfmra.org/education/education-calendar>

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.

## July and August Anniversaries

Congratulations to the following members celebrating anniversaries with ASFMRA!

Larry Trede, Ph.D - 08/12/71

Kenneth Conrad, AFM - 07/07/73

Michael Baltas, AFM - 07/19/79

Kelly Summy, AFM - 08/07/79

Gary Loos, AFM - 08/08/86

Michael Prohaska, AFM - 08/08/86

Jeffrey Troendle, AFM - 08/08/86

James Horras - 07/18/97

Scott Louscher, AFM - 07/02/98

Robert Frizell, AFM - 08/07/98

Michael Callon - 07/02/99

Michael Downey, AFM AAC- 8/11/00

Adam Thien, AFM - 07/05/05

David Nebel, ARA - 07/21/06

Danielle Peebler - 08/27/09

Robert Vincent - 07/07/11

Grant Aschinger, AFM - 07/05/13

Scott Henrichsen, AFM - 07/05/13

Kevin Kerns - 08/01/14

Nicole Dunn - 07/12/17