

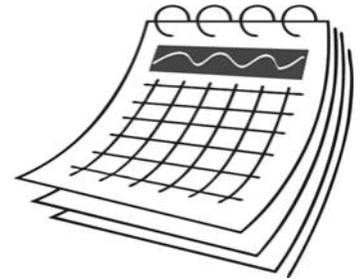


American Society of Farm Managers and Rural Appraisers Iowa Chapter

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

- USPAP: December 3, 2019—Nevada, IA
- ASFRMA Annual Meeting: February 5-6, 2020—Ames, IA
- ASFMRA/RLI Spring Seminar: March 25, 2020—Ankeny, IA
- Iowa State SMLV Conference: May 13, 2020—Ames, IA
- ASFMRA IA/IL Joint Summer Meeting: June 18-19, 2020—Quad Cities
- ASFMRA Education Week: July 14-26, 2020—Des Moines, IA



President's Comments, Adam Thien, AFM

As we approach the annual meeting for the Iowa ASFMRA, there are a few things that we need membership involvement to complete. These include voting on by law updates, participation in a new survey and nominations for the early career award.

The Iowa chapter board has gone through the current bylaws of the Iowa chapter and have identified a few updates that need to be made. These updates are needed to reflect the current operation of the Iowa chapter. Previously the secretary and treasurer roles were held by a member of the chapter. With the retirement of Larry Trede, we have split the responsibilities of secretary and treasurer into two contracted roles: secretary (Traci Schermerhorn) and treasurer (Mike Nissly). We thought it was time to update the bylaws to reflect the current operation of the organization. These bylaws will be presented to the membership at the membership meeting and voted on for approval. If you have any questions regarding these bylaw updates, please feel free to contact me.



We have recently developed a survey which will be sent out to leadership of each farm management and appraisal company. This survey is intended to determine the reach of the Iowa chapter in both farm management and appraisal services. This information will be collected and tabulated by the secretary and individual information will not be shared with the board or any members of the organization. Once compiled the data will be used to show our "Friends" the reach that their sponsorship dollars have. We will be asking for one survey to be completed by each company to include the information for their company. A letter will be sent out along with the survey to detail the goals of the survey. In order for this survey to be of any value we will need a high participation rate amongst the membership.

Each year the Iowa chapter presents the early career award to recognize a member new to the industry. If you know of an early career member, please encourage them to complete the application. If you have any questions regarding any of these issues, please [contact me](#).

ASFMRA Member Focus

Sam Harper

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



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

I am alum of Iowa State University with a major in Fisheries and Wildlife Management; however I later worked in the agronomy field before transitioning into farm management and realty. My past education and experiences have been useful with farm management and working with my clients and tenants. ASFMRA has also provided me with valuable education as I have been working my way towards AFM. The many different topics and aspects of the classes provide a solid foundation for me and helps me provide the services my clients deserve.

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

I joined ASFMRA my first week as a new farm manager and went off to Indianapolis for the annual conference in 2012. As a one-man organization I had been told that this organization may be useful for education, networking, and to provide some contacts that have proven to be useful since. That statement has proven to be true. I have made some good friends at both the state level and the national level. It's not hard to find someone within our directory if you have questions outside your normal area. I have been lucky to find a couple mentors along the way and they have always provided support whenever needed. I was called to action by the chapter board and have enjoyed serving on several committees and now the board of directors as well.

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

I enjoy doing a lot of different activities and always seem to find things to do when I am not doing my regular work activities. I spend a lot of time volunteering within my community, but I also enjoy being outside during most of the year. Activities may include random trips on a whim, riding bikes, thrifting, concerts, or cheering on the Cyclones or Pittsburg Steelers. I enjoy doing things with my daughter, which at age 11 means following her to her soccer tournaments, coaching her softball team, watching her dance and just spending time with her. But one specific thing that interests people is my love for smoking BBQ. My smoking partner and I have operated our hobby business for over ten years now called Smoke Daddies. We started out as backyard enthusiasts, and then tried our hand at competition. Through grass roots word of mouth, we offer some favorites such as brisket, pulled pork, smoked meatballs, our signature smoked beans, turkeys, pit beef, and occasionally ribs. We usually have some frozen ready to heat and eat. It's enough to keep us busy, but not so much that we stop enjoying it.

Describe a couple memorable or unique experiences in your life.

I like to experience as many things as I can. I have enjoyed being on stage in several shows at our Spencer Community Theatre as well as worked behind the scenes for other shows. It is quite a thrill performing for an audience. I have also enjoyed going to a lot of concerts, but something I find interesting is working for stage crews backstage. Several times in the past year I have been able to work shows. It has been fun to meet the touring crews and hear their stories of the road and you often get to meet the members of the acts that are performing. You find that they are just regular people and life on tour isn't easy. I look forward to continuing to be able to do that and get a few autographs along the way

Year-End Foundation Donations

As you plan your year end giving, please consider the Education Foundation of the Iowa Chapter. Donations to the education foundation are used for our scholarship program and to bring high quality speakers to our meetings. Donations can be sent to: Education Foundation Iowa Chapter ASRMRA, PO Box 606, Iowa Falls, IA 50126.

ASFMRA 2019 Annual Conference

The ASFMRA Annual Conference was held November 16-22, 2019 in Louisville, KY. "The Future is Now! Converging Technology and Ag" was the theme supported by multiple top speakers in the nation to assist attendees in addressing the multitude of challenges that we all face daily. Preceding the meeting members attended multiple appraisal education courses and national leadership meetings.

The following Iowa Chapter members were awarded with national awards and accreditation.

James C. Borel was recognized with the Carl F Hertz Distinguished Service award. Jim has over 40 years of experience in the global agriculture and food industry. He served as executive vice president until early 2016 with responsibility for the DuPont Pioneer Crop Production and Nutrition and Health business. He currently serves on several corporate and non-profit boards.



Ben Isaacson was awarded with the Bayer CropScience Early Career Award. Ben is part owner of Agri-Management Services & Affiliates. Previously, he worked within the swine industry and has degrees from Iowa State University. This background provides a skill set in valuing, managing, and selling both land and livestock facilities. Ben also serves as a director of the Iowa Chapter.

Lawain Biermann, AFM was awarded with the Syngenta Farm Manager of the Year Award. For Lawain, a strong agronomic background combined with four generations of family-owned farming proved to be the perfect recipe for a successful career in farm management. Biermann was named the 2019 Farm Manager of the Year due to his industry knowledge, strong attention to detail and noticeable passion for his job. Watch this [video](#) below to learn about Lawain's story.

Rex Wilcox, AFM received the D. Howard Doane award. Raised on a western Iowa farm, Rex graduated from ISU in 1972 and joined Stalcup Ag Services in 1973, where he would later serve as president from 1995-2015. He received his AFM designation in 1980, and would go on to become the Iowa Chapter's President in 1990. Wilcox received the HE Stalcup Excellence in Education Award in 1999.

David Jacobsen, AFM, Edwin Roach, ARA, Jeff Obrecht, Tom Volding, ARA, Michael Baltes, AFM, and Kelly Summy, AFM were recognized as a 40-year member of the ASFMRA.

The Accreditation Ceremony recognized the following Accredited Farm Managers:

Gregory Bopes, AFM

Gerry Stein, AFM

Colin Hogrefe, AFM

The Accreditation Ceremony recognized the following Accredited Rural Appraisers:

Travis Nissen, ARA

James Rothermich, ARA



Thank you to **Tim Fevold, AFM** for serving as national ASFMRA President in 2019. Paul E. Moore, of the Kentucky Chapter, officially took the gavel from Tim at this year's Annual Conference.

The Iowa Chapter received the 2019 Patron Chapter award. To obtain this award, chapters must meet 10 requirements that have been identified as key to a chapter's success such as membership growth, member accreditation, hosting education meetings and YPN events.



Mark your calendars for ASFMRA's 2020 Annual Conference
San Antonio, TX
November 7-13, 2020.

Annual ISU Land Value Survey

Dr. Wendong Zhang is currently leading the 2019 annual ISU Land Value Survey, which has benefited from your continuous support throughout the years. If you or your colleague hasn't completed the survey via mail or online, please take five minutes to participate the [survey](#) by **December 1**. We especially need help for these following counties::

- North Central: Humboldt
- Northeast: Chickasaw
- West Central: Carroll, **Crawford**, Sac
- Central: Hamilton, Polk
- East Central: Scott
- Southwest: Adair, Cass, Mills, Montgomery
- West Central: Appanoose, **Decatur**
- Southeast: Lee, Wapello

Questions or concerns can be directed to Wendong at wdzhang@iastate.edu or call 515-294-1183.

A news conference will be held at 10:00 a.m. on **Wednesday, December 11** to announce the results of the 2019 Iowa Land Value Survey. This year's conference will take place in the Horton Room of the ISU Alumni Center, located on the ISU campus. For those who can't attend the conference, a livestream will be available on YouTube at <http://bit.ly/LandResults2019>.

You can also see the land value trends at the county, district, and state level since 1950 at the interactive Iowa Farmland Value Portal at <https://www.card.iastate.edu/farmland/>. An archive of the video and the printed materials available at the conference will be posted on the CARD homepage at <https://www.card.iastate.edu> soon after the conference.

ASFMRA Iowa Logo Wear

As a new way to show off your ASFMRA Iowa Chapter membership, a website has been put together where you can order ASFMRA Iowa Chapter logo wear. A variety of shirts are available—all orders include the ASFMRA Iowa Chapter Logo. The store will be open from December 2—January 6, 2020.

Orders will be available to be picked up at the Annual Meeting in February!
<https://asfmra.itemorder.com/sale>



ASFMRA Iowa Annual Meeting



Our board of directors are in the final stages of planning the 2020 Annual Meeting. Registration will open in early December. This year's meeting will be held February 5-6 at the Scheman Building on the Iowa State campus.

As always, we have a great line up of speakers and topics including: Wayne Humphreys (Changes in Agriculture), Stephen Frerichs (Legislative Update), Kristine Tidgren (Law Update), Betsy Freese (Livestock), Doug Peterson (Soil Health), Scott Buchanan (Wind Energy), Chad Hart (Grain Markets) and more.

Our social on Wednesday night will be an Iowa State men's basketball watch party held at Scheman.

We hope you are able join us for this great opportunity for education, CEU and networking!

Early Career Award

The Early Career Award is given annually by the ASFMRA Iowa Chapter at our annual meeting. The Early Career Award, similar to the national award, recognizes early career Iowa Chapter members who are making outstanding contributions to the Iowa Chapter, ASFMRA, and the profession.



Eligibility requirements include:

- An active member of the Iowa Chapter with more than three (3) but less than ten (10) years of work experience in professional farm management, rural appraisal, or consultation
- Actively involved in farm management, rural appraisal, rural property review, or appropriate consultation.
- Demonstrated progress and/or success in completing the necessary requirements for an appropriate accredited ASFMRA title or has been recently accredited
- Active in the Iowa Chapter by serving on committee(s) or other leadership responsibilities
- Active in his/her local community through participation in community service activities
- Active in the ASFMRA through ASFMRA national convention(s) or committee participation or other appropriate leadership responsibilities

Nominations for this award can be made by any chapter member, chapter officer or a chapter director. Self-nominations are welcomed and encouraged. Award requirements and application can be found [online](#).

The Early Career Award Winner will be announced and recognized at the Iowa Chapter annual meeting. The recipient will be presented a plaque and a cash award of \$750 to be used for expenses to attend an ASFMRA annual meeting, expenses to attend an ASFMRA education school or multi-day seminar required for accreditation, or expenses to attend the ASFMRA Leadership Institute. The award will be funded by the Education Foundation of the Iowa Chapter of Farm Managers and Rural Appraisers.

November and December Anniversaries

Congratulations to the following members celebrating anniversaries with ASFMRA!

Max Evans, AFM, ARA - 12/02/58	Greg Tritle - 11/01/07	Tyler Geiger - 11/13/18
Richard Carlson, AFM - 11/27/62	Joel Waskow, AFM - 11/15/10	Chris Grebner - 11/13/18
Sterling Young, AFM - 12/03/74	Troy Vincent, ARA - 11/17/11	Madison Howard - 11/13/18
William Holstine, AFM, ARA, AAC - 12/6/74	James Franzen, AFM - 12/21/11	Brant McKibben - 11/13/18
Gary Grave - 11/29/77	Sam Harper - 11/30/12	Morrigan Miller - 11/13/18
Rex Wilcox, AFM - 12/01/77	Ben Isaacson - 12/02/13	Mark Nyentap - 11/13/18
Steven Kock, AFM - 11/07/87	Emily Logan - 12/02/13	Sloan Reighard - 11/13/18
Chad Hertz, AFM - 11/18/94	Emily Henkes - 12/16/14	Ashley Uthe - 11/13/18
Charles White - 12/07/00	Lonnie Smith - 11/01/15	Taylor Westhoff - 11/13/18
William Elgin - 12/22/00	Chris Kahler - 12/21/17	Jessie Morische - 12/18/18
Travis Johnson, AFM - 11/14/03	Taylor Dohlman - 11/13/18	Attylissa Bailey - 12/18/18
James Rothermich, ARA - 12/02/05	Landon Foster - 11/13/18	Logan Street - 12/18/18

ASFMRA—Iowa Chapter

Traci Schermerhorn, Executive Secretary

✉ PO Box 785, Ankeny Iowa ☎ 515.633.7993 📧 IowaASFMRA@gmail.com