

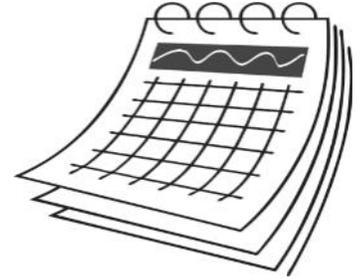


American Society of Farm Managers and Rural Appraisers Iowa Chapter

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 Iowa Chapter Annual Meeting: February 5-7, 2019—Ames, IA
- ASFMRA/RLI Joint Spring Seminar: March 13, 2019—Ames, IA
- ASFMRA IA and MN Chapters Joint Meeting: June 19-21, 2019 —Okoboji, IA
- ASFMRA Education Week: July 21-26, 2019—La Vista, NE
- ASFMRA Annual Conference November 16 - 22, 2019—Louisville, KY
- USPAP—TBD: December 2019



President's Comments, Chad Hertz, AFM

Hello fellow Iowa Chapter members,

I'd like to start off my comments with a thank you. Thank you for the work you do and the professionalism you demonstrate while performing it. This has been a tough fall regarding weather and grain markets, not to mention an intense midterm election cycle. Throughout it all, you are the voice of our profession and Iowa agriculture providing direction, counsel and common sense as you engage with anxious farmers and clients.

I'd also like to thank you for the leadership you provide within our chapter and the ASFMRA. Adam Thien is in the final stages of filling out our committees for next year and it is encouraging to see many of you step up and share your skills. As you will see in our Annual meeting update, your efforts make an impact and are recognized.

Our board met this past week to finalize annual meeting plans and to discuss legislative efforts to address a loophole regarding out-of-state appraiser oversight. We were pleased and grateful to have Mike Nissly back at our meetings.

Please mark your calendars for Wednesday and Thursday, February 6-7 2019 for our annual meeting at the Scheman Center. We have a great lineup of sessions, will have some opportunities for you to get professional headshots for your promotional materials, order some logo wear and support our foundation at the auction.

In regards to the legislative efforts, the Iowa Appraisal Review board members are proposing a change in the Iowa code to allow the review board to take recourse when an out-of-state appraiser is turned in for performing substandard work. Iowa chapter members Fred Greder and Jim Pooley serve on the review board and presented the issue to our membership at our last annual meeting. The board voted to support their efforts and will be submitting a support letter to that effect.

Lastly, we met with the Nature Conservancy along with the RLI Iowa Chapter to learn more about the common interests and missions of our organizations and membership opportunities. Josh Spies and other members of their Iowa team will be attending our annual meeting.



Iowa Foundation Auction

The end of 2018 is fast approaching! That means when 2019 arrives our ISFMRA annual meeting will be one of the first major conferences our members have an opportunity to attend. This year's annual meeting on February 6-7, 2019 will have special significance since we will be holding a silent auction and live auction to complete our fund raising efforts relating to our chapter's 75th anniversary.



Thank you to our generous members and their willingness to fund our \$75,000 campaign we have successfully raised \$60,000 to date. That means we are 80% towards our goal. That is a great accomplishment, but we are intent on reaching our \$75,000 goal. To do that, we need every member's involvement and support at the annual meeting and our auctions. Wednesday evening's banquet and auction will be held in the ISU Alumni Association ball room.

The ISFMRA Foundation is asking that you participate by donating an item for the silent auction and/or live auction and be an active bidder at the auctions. If everyone participates, it will not be an undue financial burden on a small group of our members. We need your support and involvement. Let us know what your auction item will be. Be prepared to bid often and aggressively! Support your ISFMRA chapter! Help your Foundation raise the final \$15,000.

The funds we have raised to date have been key to funding multiple \$1,250 scholarships our chapter awards to Iowa State University students at our annual meeting. The scholarship program is being expanded to include applicants from the University of Northern Iowa who are majoring in the College of Business real estate degree program. The Foundation has been able to use the funds for awarding scholarships to our younger members for education toward their ARA, AFM or CCA designations. In addition, the chapter has provided a wider array of speakers at our annual meeting while keeping registration fees competitive and affordable. The funds have been well utilized in supporting our ISFMRA members and students at Iowa State.

Alternatively, if you prefer to make a donation prior to year-end, feel free to send your donation to treasure Mike Nissly.

Contact Traci Schermerhorn at iowaASFMRA@gmail.com or 515-633-7993 to let her know what your auction donation will be.

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. 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](#).

Young Professionals Network Event



On Tuesday, October 2, members of our YPN committee held a dinner at Olde Main in Ames. Students from Iowa State were invited to dinner and a presentation about membership with ASFMRA. We had a great turnout and many students chose to join our chapter.

If you are interested in joining our YPN group, contact Traci Schermerhorn to get connected! iowaASFMRA@gmail.com or 515.633.7993.

ASFMRA 2018 Annual Conference

The ASFMRA Annual Conference was held October 29-November 2 in Chandler, Arizona. "Trade, Taxes and Technology" 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 including "Valuing Rural America" which provided an overview of the new ASFMRA appraisal text book.

The Iowa Chapter was extremely well represented by incoming President **Tim Fevold, AFM**, First Vice President **Dennis Reyman, AFM, ARA** and District IV Vice President **Terry Kestner, ARA, RPRA**. Iowa Chapter members provided leadership throughout the week including **Morgan Troendle**, 2019 chair of the Management Education Committee. **Adam Thien, AFM** and **Dave Nebel, ARA** represented the Iowa Chapter as voting delegates at the board of directors meeting. They joined in a unanimous vote to approve the new Governance changes to the ASFMRA Amended and Restated Articles of Incorporation. This culminated an eight-year effort by the council and ASFMRA officer teams to improve our governance structure to be more nimble.

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



Darrell Linkeman, AFM, ARA was recognized with the D. Howard Doane Award. Darrell started his farm management career with Doane Agricultural Service in 1975 and may be the last active member to have been a Doane employee. He founded Mid States Farm Management Company in 1986 in Ottumwa, Iowa. Darrell is pictured on the left with his daughter, Wendy Barker and granddaughters, Lydia and Madeline Barker.

Richard Isaacson, AFM, ARA was recognized with the Syngenta Farm Manager of the Year Award. Dick began his farm management career in 1975 and started Agri Management Services in 1990. He was privileged to be joined by his son, Ben, in 2013 at their Marion, Iowa location. Dick is pictured on the right with Craig Abel and Brent Rockers, from Syngenta



Bill Northey, Under Secretary Farm Production and Conservation Mission Area, USDA, Washington D.C. received the Carl F. Hertz Distinguished Service in Agriculture Award. Bill served as the Iowa Secretary of Agriculture from 2006 to 2018. He is a fourth-generation farmer from Dickinson County, Iowa where he and his wife Cindy currently own the family farm.

Roger Christensen, AAC was recognized as a 40-year member of the ASFMRA.

The Accreditation Ceremony recognized the following Accredited Farm Managers:

Mollie Aronowitz, AFM	Daniel Niemeier, AFM
Clint Kaller, AFM	J.T. Oltman, AFM
Calvin McBride, AFM	Adam Pick, AFM
Sean McDonald, AFM	Thomas Shutter, AFM
Adam Meyer, AFM	Chris Smith, AFM

The Accreditation Ceremony also recognized the following Accredited Agricultural Consultants:

Kyle Walker, AFM, AAC

The Iowa Chapter is the third largest chapter in the nation behind Illinois and California. We currently have 210 members with national membership totaling 2,311.

The Iowa Chapter Board of Directors and Officer Team compliments and thanks our members for their active leadership roles in our organization and their home communities.

Mark your calendars for ASFMRA's 90th Annual Conference in Louisville, KY—November 16–22, 2019.

ASFMRA Member Focus

Mollie Arnowitz, AFM

Each issue of the ASFMRA Iowa Chapter newsletter will focus on one of our members. This month we introduce Mollie Arnowitz, AFM.

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

I graduated from Iowa State in 2006 with a degree in Horticulture. I worked for several years in public gardens across the Midwest: Millennium Park in downtown Chicago, IL; Lauritzen Botanic Gardens in Omaha, NE; Cedar Valley Arboretum in Waterloo, IA. I had the opportunity to begin working with my dad, Randy Luze, at Peoples Company in 2013. I had spent my growing-up years with him on our family farm as well as following his early years at Peoples Company when acquiring the company, so it was really special to join him as a manager.



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

The Iowa ASFMRA Chapter has allowed me the valuable opportunity to network with other managers across the state. As Peoples Company Land Management division has grown, I have been fortunate to have more seasoned managers to reach out to when needing advice or assistance. I continue to be amazed of the comradery and genuine goodwill between members.

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

I live in Ames with my husband, John, and two children Leigh (3) and Jack (2). We are avid Cyclone fans through thick and thin – certainly more fun to see them doing well right now! We live in an older, wooded area of Ames and I have enjoyed putting my horticulture background to use. The kids and I have taken over our cul-de-sac median for a community vegetable garden and it has been fun to see our neighbors get out and enjoy our efforts.

Describe a couple memorable or unique experiences in your life.

There have been many farmer and landowner interactions that have been memorable. Several of the older farmers I worked with at the beginning questioned having to work with a female manager so it has been especially rewarding to build those relationships. I recall my second summer on the job when an especially crusty, older farmer told me I had been the talk of the local coffee shop, but “the old guys decided that girl farm manager wasn’t all that bad.” I took that as a compliment! A couple of years ago I was able to lease to a young veteran and he sent me a letter thanking me for “making his farming dreams come true.” The landowners were pleased to be working with him and icing on the cake was being able to take advantage of the beginning farmer tax credit.

Anything else you’d like to share?

I have really enjoyed working with Jaleen at ASFMRA headquarters to set up a Women in Agriculture community group on the ASFMRA website. There has been great interaction within the group as well as many interactions offline that have inspired me. I encourage other women members to join if they have not yet – and join the conversation!

Year-End Foundation Donations

As you plan your year end giving, please consider the Education Foundation of the Iowa Chapter. We are close to achieving our goal of raising \$75,000 for our 75th year. Your contribution could push us over the top! Please send checks to:

Education Foundation Iowa Chapter ASRMRA
PO Box 606
Iowa Falls, IA 50126

November and December Anniversaries

Congratulations to the following members celebrating anniversaries with ASFMRA!

Greg Tritle - 11/1/07	Gary Grave - 11/29/77	William Holstine, AFM, ARA, AAC - 12/6/74
Lonnie Smith - 11/1/15	Sam Harper - 11/30/12	Brittany Shickell - 12/7/17
Steven Kock, AFM - 11/7/87	Rex Wilcox, AFM - 12/1/77	Charles White - 12/7/00
Travis Johnson, AFM - 11/14/03	Ben Isaacson - 12/2/13	Ward Hunter - 12/14/16
Joel Waskow, AFM - 11/15/10	Emily Logan - 12/2/13	Emily Henkes -12/16/14
Troy Vincent, ARA - 11/17/11	James Rothermich, MAI - 12/2/05	Chris Kahler - 12/21/17
Chad Hertz, AFM - 11/18/94	Max Evans, AFM, ARA - 12/2/58	James Franzen, AFM -12/21/11
Richard Carlson, AFM - 11/27/62	Sterling Young, AFM - 12/3/74	William Elgin - 12/22/00

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 ASFRMA Iowa Chapter logo wear. A variety of shirts are available—all orders include the ASFMRA Iowa Chapter Logo.

Order by January 4 and your items will be available to be picked up at the Annual Meeting in February! <https://asfmra.itemorder.com/sale>

Going forward, members will have the opportunity to purchase logo wear quarterly.



2019 ASFMRA Membership Directory

Make sure your contact information is correct for the 2019 ASFMRA printed Membership Directory! If your phone number, email address, company name or address has changed you need to update your listing today! Just follow these steps below:

- Sign in with your user name and password to the ASFMRA website.
- Click on the arrow next to your picture and if you have not added a picture to your profile, you are missing out on an opportunity to get noticed!
- Click on Profile.
- Click on the dark green Profile and Membership button, under your picture.
- Click on the +Profile button.

Need help? Contact the Denver staff at 303-758-3513. **Deadline for the directory is November 30!**

Iowa State Land Value Survey

ISU Land Value Survey is currently ongoing until December 1, 2018. Dr. Wendong Zhang at ISU encourages you and your colleagues to participate the survey, if you haven't already done so. You can access the questionnaire through this link <http://bit.ly/landvalue2018>.



This survey should only takes about five minutes. We sincerely appreciate your help with this important survey. The results will be released on Wednesday December 12 at 10am.

ASFMRA—Iowa Chapter

Traci Schermerhorn, Executive Secretary

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