

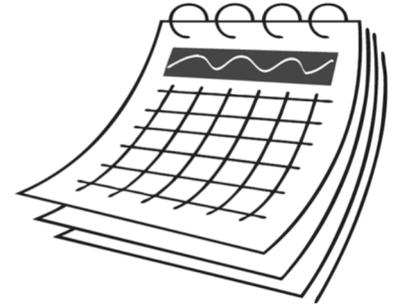


# American Society of Farm Managers and Rural Appraisers Iowa Chapter

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

- Iowa Chapter Annual Meeting: January 31 – February 1, 2018 – Ames, IA
- USPAP Training: March 20, 2018 – Ames, IA
- ASFMRA/RLI Spring Seminar: March 21, 2018 – Ames, IA
- SMLV Conference: May 16, 2018 – Ames, IA
- Summer Education Week: June 24 – 29, 2018 -Des Moines, IA
- ASFMRA National Meeting: October 29 – November 2, 2018 – Chandler, AZ



## President's Comments

### James Jensen, AFM, ARA

My year as president is drawing to a close but there is still much to do with our annual meeting coming the end of the month. We have a good assortment of talented speakers lined up to provide the latest information and continuing education to all of our members. The annual meeting is our most important meeting of the year and I hope to see many of you there.

Even though our annual meeting is important, it is also important that we keep the society in mind the year around. What can the society do for me and what can I do for the society. The American Society of Farm Managers and Rural Appraisers is a two-way street. We learn from others at the same time that we work together to promote our services and enhance the reputation of the organization. One way to enhance the organization's reputation is to make sure that we publicize the things we do to promote professionalism, honor people who have provided service to the field of agriculture, and set an example of how to provide the services our agricultural clients need. One way we can do this is by being noticed working with the public. We serve on boards and advisory groups for many organizations and government agencies.

It is our responsibility to advertise what we do and how we do it. It is difficult for many of us to "blow our horn" about what we are doing. I hope that our new publicity committee can help take that load off our members and help get the word out that people in our organization are providing a valuable service to the public. I can't imagine how non-members keep up on all the changes that occur in agriculture. We are not serving the public interest if we are not up-to-date on these changes. We now have a new tax revision. We need to understand the changes so that we can continue to service our client's needs. Do not forget to mention to the publicity committee things that need to be aired to the public.

Also, do not forget that we have a new set of logos that we need to incorporate into our work. As I said at the beginning, my work as president is coming to an end; but is it really work, work is a poor word to use to describe something that you enjoy doing. I have enjoyed working with everyone this past year and hope to continue finding ways to interact with the organization. Our networking is not only in Iowa but worldwide, as could be our business. Agriculture is constantly changing which makes it an interesting field to work in. The people of our organization also make working in agriculture easier and more fun.

# Iowa Chapter Committee Focus

## Friends Committee

Chair: Ben Price

The Friends Committee coordinates sponsorship from agribusiness companies to support our educational programs. Efforts are finishing up for 2018 and sponsorship is at a record high! New this year, our Friends will be recognized by sponsorship levels:

Platinum: Monsanto, Dupont Pioneer

Gold: LG Seeds

Silver: Beck's Hybrids, Syngenta

Bronze: Stutsmans, Golden Harvest, Farm Credit Services, Wyffels Hybrids



When you have an opportunity to meet with any of our Friends company's representatives, whether at our Chapter's Annual Meeting or elsewhere, be sure to thank them for their support. Without our Friends and their sponsorships, our Chapter would not be able to continue providing the high-quality, top-notch programs we have today. If you have any suggestions for other companies that may be interested in supporting our Chapter, be sure to let us know!

This was the last year of my term serving the Friends Committee. If you have interest in serving this committee you may contact me at [bprice@farmersnational.com](mailto:bprice@farmersnational.com) or Adam Thien at [adam@tfmgt.com](mailto:adam@tfmgt.com).

# ASFMRA National Meeting—Savannah, GA

Jim Jensen, AFM, ARA

The Iowa Chapter was well represented at the 2017 Annual Meeting in Savannah. We found that it was a little cooler than we had expected for November in Savannah but everything is relative...they recently received snow! The locals had told us that "us northerners" brought the cool weather in November, who will get the blame for the snow?

The Denver staff planned and executed a good meeting and the local people were friendly and anxious to show us around the area. It was interesting to learn about the rich history of the Savannah area as well as hear about the future plans for the expansion of the "Port Facilities" along the Savannah River. Those large container ships were something to watch slowly moving up the river to visit loading/unloading areas for their cargo.

The Annual Meeting started on Saturday, November 11 and continued through Friday, November 16. The early part of the meeting involved committee meetings, courses pertaining to accreditation requirements of our members, and exams for the accreditations. Registration opened Tuesday, November 14 as did some of the American Society's courses. Tuesday also brought the board of directors meeting that Chad Hertz and I attended. There were not any hot issues discussed at the meeting this year but it was a good opportunity to visit with the state representatives. Wednesday brought the DuPont Pioneer Farm Management Ag Tour and several spouse tours around Savannah. It also included the Accreditation and Award Ceremony where near record numbers received accreditations and Iowa did well again on raving in the awards.

The national awards that Iowa members received included the D. Howard Doane Award that was bestowed on **Kirk Weih**, the Meritorious Service in Communication which went to **Rod Swoboda**, and the Carl F. Hertz Distinguished Service award to **Thomas Vilsack**. Iowa had one member receive the ARA and four received the AFM accreditation. Five Iowans also were recognized for forty years of service to the organization. They included **Dick Coffman, Cary Grave, Richard Isaacson, Gary Thien** and **Rex Wilcox**.

Thursday morning started with a couple of breakfasts for networking including the Leadership Institute Alumni Breakfast. We then had really good presentations from excellent presenters on a number of topics including the Economic Transitions Challenging US Agriculture, Technology Changes in Agriculture and Estate Planning Concepts. There were also some rapid fire presentations concerning farm (cont.)

management and appraisal topics. The evening brought the Auction to raise money for the Education Foundation. I ended up being a pack mule for lowans who purchased items but had flown to the meeting instead of driving. Better pick up those items guys, they are getting tempting. Friday brought additional presentations from excellent speakers on the Georgia Ports, Chickens, and Agricultural Economics at the Crossroads by Dr. David Kohl. The meeting was over at noon but some of us stayed for an optional tour of the low lands of Savannah. The tour was a good way to end the experience.

The Annual Meeting is a good way to continue our continuing education, network with Iowa chapter members and members from other states, see a different part of the country, and in general, expand our horizon. We are fortunate that we have good sponsors to help defray some of the cost associated with putting on such an important and interesting meeting. I hope that Iowa can have even more people at the Arizona meeting in 2018. -Jim Jensen, AFM, ARA

## ASFMRA Member Focus

### Adam Thien AFM, President Elect

Each issue of the ASFMRA Iowa Chapter newsletter will focus on one of our members. This month we introduce Adam Thien, AFM. Adam will serve as President Elect of the Iowa Chapter in 2018.

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

I was introduced to farm management as a kid through my father Gary Thien. When I finished high school I knew I wanted to attend Iowa State University, since they were a great ag college. Once at ISU I became interested in their Horticulture program. Upon graduation from ISU, I began working at golf courses in New Hampshire and Arizona. I planned and implemented the agronomic programs for the golf courses. After several years of work on the golf courses, I wanted to make the move back to the Midwest and had the opportunity to work with my father and brother at Thien Farm Management.



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

When I began working as a farm manager, I was encouraged to join the ASFMRA by my father. He described all of the opportunities he was given by being a part of the society. I joined during my first year of work as a farm manager and quickly saw the value in the education provided and the networking with other colleagues across the state and country.

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

I have been married to my wife Hilary for 14 years. We have one son, Corbin (10) and one daughter, Stella (7). When we are not busy with youth sports, I spend time volunteering at the Pottawattamie Conservation Foundation. The foundation helps provide funds for conservation education in the schools throughout Pottawattamie County and provides money for conservation projects and land acquisitions for the Pottawattamie County Conservation Board.

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

While working in the golf industry I found it interesting that each golf course strived to produce the best playing conditions possible, but each had different methods of achieving those conditions. Some are very analytical striving for top plant health with soil sampling and precise fertilizer, pesticide, and water applications. And others are interested only in the aesthetics of the course utilizing turf dye and temporary solutions to provide green turf. These differences have stuck with me in my farm management career, trying to apply the analytical approach in all aspects of my career.

# Congratulations!

Congratulations to our newly accredited Iowa Chapter Members:

Brian Olson, AFM—Humboldt, IA

Tim Ritland, AFM— Garden City, IA

Troy Vincent, ARA—Mount Vernon, IA

Kyle Walker, AFM—Clive, IA

Todd Benton, AFM—Malvern, IA

Are you considering accreditation? We have Iowa Chapter members who would be happy to talk with you about the process and answer your questions. Contact Traci ([iowaasfmra@gmail.com](mailto:iowaasfmra@gmail.com)) to get connected.

## January and February Anniversaries

Congratulations to the following members celebrating anniversaries with ASFMRA!

Kenneth Kirk, AFM - 1/18/1972

Gary Thien, AFM, ARA - 1/12/1977

Roger Christensen, AAC-1/01/1978

David Jacobsen, AFM- 1/27/1979

Edwin Roach, ARA- 1/27/1979

Larry Pohlman, AFM - 2/17/1979

Jeffrey Obrecht - 2/19/1979

Tom Volding, ARA - 2/19/1979

Randall Hertz, AFM - 1/27/1980

Joseph Trumm, AFM - 2/02/1981

Timothy Fevold, AFM - 1/17/1983

Richard Pringnitz, AFM - 1/17/1986

Dan Kriener, AFM - 2/28/1986

Kirk Petersen, ARA - 1/13/1989

Clifford Rossler, ARA - 2/19/1993

Sharon Chism, AFM,ARA - 2/19/1993

Chad McCollester, AFM - 2/06/1998

Chuck Schneider - 2/22/1999

Leo Smith - 2/17/2000

Jason Woods - 2/08/2002

Benjamin Price, AFM - 1/01/2008

John Yeomans, AFM - 1/01/2008

Donald Kearn - 3/01/2009

Randall Luze, AFM - 2/05/2010

Randy Steenhoek - 2/05/2010

Deb Stanbro - 1/06/2011

Evan Summy - 2/01/2011

Karey Dirks - 2/14/2011

William Duey - 2/14/2011

Peter Smith - 1/16/2012

James Tonsfeldt - 2/23/2012

Paul Handsaker - 2/23/2012

Emily Oberbroeckling - 2/15/2013

Jacob Hartwig - 2/15/2013

Ryan Kay, AFM - 2/15/2013

Angela Bickford - 1/20/2014

Brent Duey - 1/20/2014

Todd Benton, AFM - 2/19/2014

JT Oltman - 1/21/2015

Adam Pick - 1/23/2015

Bradley Hayes - 1/23/2015

Clint Kaller - 1/23/2015

Emily Kann - 1/23/2015

Jim Pooley - 1/23/2015

Rick Shafer - 1/23/2015

Ronald Dunker - 1/23/2015

Chris Smith - 2/23/2015

Daniel Niemeier - 2/23/2015

Shelby Spratte - 2/23/2015

Tim Ritland, AFM - 2/23/2015

Kristen Blum - 1/14/2016

Kyle Walker, AFM - 1/14/2016

Michael Smothers - 1/14/2016

Rita Swales - 1/14/2016

Thomas Schutter - 1/14/2016

Wendong Zhang - 1/14/2016

Gregory Bopes - 2/05/2016

Alejandro Plastina - 2/24/2016

Kathy Pettinger - 2/24/2016

Sara Redmond - 1/18/2017

Brian Frischmeyer - 2/22/2017

## 2018 Iowa Farm Custom Rate Survey

Alejandro Plastina needs your assistance in bringing you up-to-date information about expected farm custom work rates and hired machinery rental rates in Iowa for 2018. Please go to this website to complete the 2018 Iowa Farm Custom Rate Survey. [https://iastate.qualtrics.com/jfe/form/SV\\_5uUpmM30MC6foN](https://iastate.qualtrics.com/jfe/form/SV_5uUpmM30MC6foN)

Even if you know only a few rates, he would like to have your response by February 16. Participation in this survey is completely voluntary and your response is strictly confidential. If you would rather fill out a hard copy, please contact Alejandro Plastina at (515) 294-6160 or [plastina@iastate.edu](mailto:plastina@iastate.edu).

ASFMRA—Iowa Chapter

Traci Schermerhorn, Executive Secretary

✉ PO Box 785, Ankeny Iowa ☎ 515.633.7993 📧 [IowaASFMRA@gmail.com](mailto:IowaASFMRA@gmail.com)