

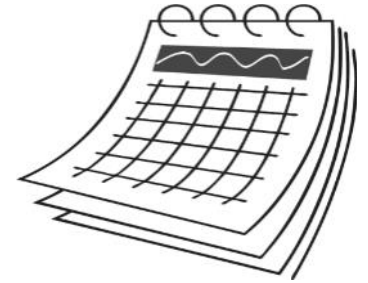


# American Society of Farm Managers and Rural Appraisers Iowa Chapter

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 National Meeting: October 29–November 2, 2018 – Chandler, AZ
- 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 National Meeting: November 18 - 22, 2019—Louisville, KY
- USPAP—TBD: December 2019

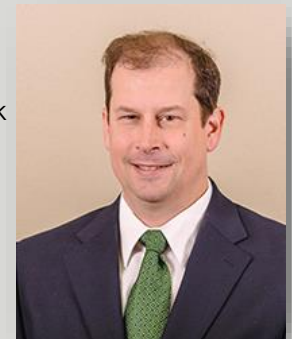


## President's Comments, Chad Hertz, AFM

Hello fellow Chapter members,

Planning is underway for our 2019 annual meeting February 5-7 in Ames. We look forward to connecting with you. We are always looking for speaker ideas, if you have some suggestions, please reach out to me at ChadH@Hertz.ag.

Ben Isaacson and Kathy Pettinger attended the 2018 Leadership Institute on behalf of the Iowa Chapter. Other members attending included Travis Nissen, Richard Zollinger, Adam Meyer, Dennis Reyman, AFM, ARA and Tim Fevold, AFM. Attendees received advocacy and communication training, met with lobbyists from other organizations and visited staff on the Hill. The ASFMRA prepared several talking points around crop insurance, de minimis standards and the passage of the farm bill.

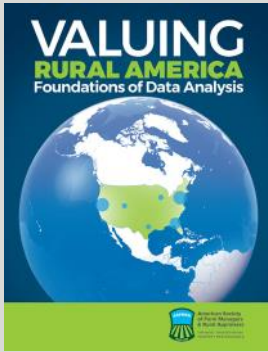


We had a productive September board meeting covering items from Land Value survey opportunities committee activities to preliminary planning for a summer 2019 joint meeting with the Minnesota chapter. We also had another in-depth discussion with ASFMRA Executive council members Tim Fevold (incoming president) and Terry Kestner (District 3 VP) regarding the proposed governance change.

For those of you attending the national meeting in Chandler, Arizona October 29 to November 2, you will have a role to play in the governance proposal even if you aren't one of our delegates. We are asking you to participate in the membership/Board of Directors meeting On Tuesday, October 30 from 4:00 pm to 5:30 pm and vote on the by-laws change enabling the directors to vote on proposed governance changes. According to ASFMRA by-laws. members must vote to approve a by-law change before the Board of Directors and our delegates can vote on the governance change.

Throughout the spring and summer, the ASFMRA has been holding regular conference call updates on ASFMRA happenings and in particular the proposed governance changes. Additionally, our chapter newsletters have had content addressing the changes and sharing the discussions our Iowa Chapter board of directors has been having. You can review the ASFMRA summaries on their [website](#). After several lengthy discussions with ASFMRA Executive Council members, the Iowa Chapter Board will be instructing our delegates to vote in favor of the change.

# Pre-Order the New ASFMRA Textbook Now



*Valuing Rural America: Foundations of Data Analysis* reflects a new way of analyzing data when preparing credible valuations. It is designed as a textbook for all appraisers, regardless of their career stage and level of experience, as well as for the consumers of appraisal services.

Thanks to the many volunteers who helped lead the efforts to publish this new textbook! You can pre-order your copy [online](#) today for \$109. Books are scheduled to ship in December.

## ISO: Auctioneers!

Both the Iowa Chapter and National ASFMRA are building a database of auctioneers. The Iowa Chapter will need volunteer auctioneers at our Annual Meeting in February 2019. National would like this information for upcoming National Meetings.

Please let Traci know if you are an auctioneer!  
Email: [iowaASFMRA@gmail.com](mailto:iowaASFMRA@gmail.com)



## Auctions for the Iowa Education Foundation

At our annual meeting in February 2019, we will hold an auction fundraiser to help us reach our \$75,000 goal. Mark your calendars for a fun night at the Iowa State Alumni Center on February 6. Much work goes into planning an auction fundraiser so we have put together a committee that is led by Craig Harris. If you are able to help with coordinating the auction or have an item to donate, please contact Craig at [craig.harris13@gmail.com](mailto:craig.harris13@gmail.com).

## ASFMRA Chapter Leaders Day

Adam Thien, Deb Stanbro and Traci Schermerhorn all attended Chapter Leaders Day in Denver in August. This 2-day event brings chapter leaders together from throughout the US to discuss best practices. Our leadership team brought back some new ideas that our board will discuss this year.

Adam, Deb and Traci also made connections with other chapter leaders and hope to partner with other state chapters for future joint meetings and training opportunities.



# ASFMRA Member Focus

## Ben Price, AFM— Iowa Chapter Director

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

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

I graduated from Iowa State University in 2008 with a Degree in Agricultural Business and began working at Farmers National Company. I recognized 10 years with Farmers National this past May. I earned the Accredited Farm Manager designation in 2012.



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

I became a student member in 2007 after being awarded a scholarship from the Iowa Chapter. Attending the Scholarship Luncheon was a great experience. I met and saw the 'Who's Who' of the profession and I immediately knew I wanted to become a member and/or become employed in the profession. Prior to applying for the scholarship, I was not aware of the organization, however, my interest grew even more when I found out my grandmother worked with Farmers National in the management of her 400+ acre river bottom farm property in Monona County Iowa. I am thankful that Farmers National is very supportive of continued membership and education.

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

I developed interest in agriculture while being raised on my family's farm in northwest Madison County, Iowa, where I grew up growing corn, soybeans, forages, cattle and helped with our seed dealership. Our family farm was established in 1872, which my father and brother operate today. My hobby is CrossFit. I very much enjoy training to become a faster/stronger athlete as well as diligently tracking my macro nutrition. I reached a goal earlier this month by deadlifting 500 lbs. I have a son(9) and daughter (5).

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

It is memorable to get started with a new client and realize the amount of pressure our profession can take off their family and enhance their connection to their family land legacy. Their properties are often a heartstring asset to their family history. Our services are becoming more and more important. In most cases, the farm is not what our clients are most known for to society. However, their farms are still very important to them and their families. In many cases, I could argue that their connection to their farm is the best kept secret regarding what brings them happiness in their life.

### **Anything else you'd like to share?**

Earlier this year, I moved to Waukee. Mister Car Wash has a location just down the street and I am a member of the Unlimited Car Wash Club. I do not think any further explanation is needed.

# ASFMRA Education Approved for GI Bill



ASFMRA has been approved by the Veterans Administration for veterans to use their benefits under the GI Bill® towards education in the agricultural appraisal industry.

ASFMRA core education classes held at the campus in Glendale, Colorado for those seeking their Trainee License, Certified General Appraiser License and for attainment of the Accredited Rural Appraiser designation are part of the Veterans Administration approval.

More information is available in this ASFMRA [Press Release](#).

# September and October Anniversaries

Congratulations to the following members celebrating anniversaries with ASFMRA!

Loyd Brown, AFM, ARA - 10/2/1971	Glen Smith, ARA -9/6/1985	Thomas Hertz -10/1/2005
James Jensen, AFM, ARA -10/25/1976	Terry Kestner, ARA, RPRA-10/10/89	Matthew Mann, AFM -9/1/2007
Darrell Limkeman,AFM,ARA-10/25/76	Peter Bell -10/18/1991	Ryan Roetman, AFM -10/1/2007
Dick Coffman, AFM, ARA -10/12/1977	Roger Williams, AFM -10/30/1992	Tyler Fitterer -9/24/2015
Michael Nissly, AFM -9/23/1982	Wayne Nosbisch -10/29/1993	Ken Kruger -9/25/2015
Douglas Helvig -9/21/1984	Lawain Biermann, AFM-10/29/1993	Chad Kalaher -10/22/2015
Neil Goeppinger -9/21/1984	Nathan Deters, AFM -9/25/1998	Molly Zaver -10/23/2015
Mark Akers, ARA -10/18/1984	Kraig Van Hulzen -9/20/2002	Caitlin Klett -10/20/2016

## Limkeman Praised for his Work as Farm Manager

Our very own, Darrell Limkeman was the focus of an article in Wallaces Farmer. Darrell was praised for his work as the farm manager of Tom Vilsack's farm in southeast Iowa. It is a great article promoting the farm management profession. Check out the entire article on the Wallaces Farmer [website](#).

## Iowa Chapter Committee Volunteers Needed

Incoming Iowa Chapter President, Adam Thien is working on filling our committees for 2019. There are many ways to get involved in our chapter. Options range from a one-day commitment to joining our board of directors. Below is a list of committees and leadership roles. Please contact Traci Schermerhorn to express your interest in volunteering. [iowaasfmra@gmail.com](mailto:iowaasfmra@gmail.com)

- Scholarship Committee
- YPN Committee
- Professional Education Committee
- Ethics Committee
- Publicity Committee
- Ethics Committee
- FFA Committee
- Friends Committee
- Financial Review Committee
- Professional Advancement Committee
- Legislative Committee
- Membership Committee
- Chapter Board—Director
- Foundation Board—Director

## AAC Fast Track for AFM, ARA or RPRA

Consulting is the fastest growing field in agriculture. The role of agricultural consultants is becoming more and more critical as agriculture enters the fast paced era of consolidation, technology, specialization, mergers, and reformation. An Accredited Agricultural Consultant (AAC) trained in the delivery of their consulting expertise to the market and in the management of their consulting business have set themselves apart from the competition by earning the AAC designation.

ASFMRA offers a fast track option for those who currently hold the AFM, ARA, or RPRA designations. See the flyer at the end of this newsletter for more information.

ASFMRA—Iowa Chapter

Traci Schermerhorn, Executive Secretary

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

# Accredited Agricultural Consultant (ACC) DESIGNATION REQUIREMENTS



**American Society  
of Farm Managers  
& Rural Appraisers**  
THE MOST TRUSTED RURAL  
PROPERTY PROFESSIONALS



## TRADITIONAL PATH

- MEMBERSHIP:**
- Become an ASFMRA member and take Best in Business Ethics course at any time during the process
  - Members benefit from discounted education

- STEP 1 EDUCATION:**
- Ag Consulting Principles
  - Ag Consulting Practices
  - 40 additional CE Hours in consulting related education

- STEP 2 EXPERIENCE:**
- Minimum of 4 years agricultural consulting experience or equivalent (approved by ASFMRA)
  - No less than 1,600 hours per calendar year
  - At least 600 of the 1,600 hours must be spent consulting in agriculture or an agribusiness situation for a fee or salary

- STEP 3 AAC APPLICATION:**
- Application must be submitted prior to sitting for the AAC Exam
  - **April 15** – Submission Due Date

- STEP 4 CONSULTING REPORT:**
- **September 1** – Submission Due Date

- STEP 5 AAC EXAM:**
- 8 Hr Review Day prior to start of exam
  - 2 day exam at the end of the of the Ag Consulting Practices Course

## FAST TRACK

- STEP 1 EXPERIENCE:**
- Be a current AFM, ARA or RPRA member

- STEP 2 EDUCATION:**
- Ag Consulting Practices
  - 40 additional CE Hours in consulting related education

- STEP 3 AAC APPLICATION:**
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