

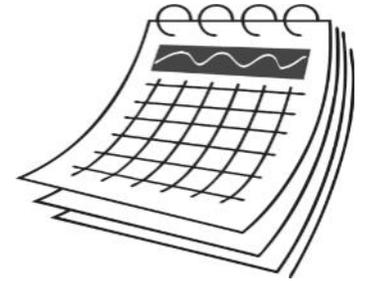


American Society of Farm Managers and Rural Appraisers Iowa Chapter

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
- ISU 92nd SMLV Conference: May 15, 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,

My comments for January include an invitation to join us this February 6 and 7 in Ames for our annual meeting and a brief summary of the Farmland Ownership and Tenure Survey published by Dr. Wendong Zhang and the Iowa State Extension last June.

The ASFMRA Iowa Chapter Annual Meeting will be held at the Scheman Building on February 6 and 7. Early Bird registration closes on Monday, January 21. This year Stephen Frerichs will deliver our Washington Perspective in person. With the signing of the Farm Bill, the government shutdown, tariffs and the change in the House of Representatives, we anticipate having several things to digest. Dr. Wendong Zhang will be diving deeper into trade with China and provide perspective regarding the trade war. We will also have several financial perspectives with sessions led by our own Glen Smith, Kelvin Leibold and Joe Pfeiffer. New this year will be a breakout session for appraisers and farm managers. One of those sessions is with the Nature Conservancy in Iowa and the other is an Appraisal Panel.

The Iowa Chapter Foundation invites you to our Chapter Social and Foundation Auction at the Iowa State Alumni Center during the evening of February 6. We continue to make steady progress toward our \$75,000 goal and know you will enjoy the festivities including a live and silent auction.

One of the strengths of the Iowa Chapter is its long-standing relationship with Iowa State University and the College of Agriculture and Extension staff. Dr. Wendong Zhang serves as our Academic Vice President. He and his colleague Alejandro Plastina published the Farmland Ownership and Tenure Survey this past June. The survey is conducted every five years and this survey provided a 35-year perspective. We can all attest to the reality that changes in agriculture are increasing at a faster rate. As we look to the future of our professions and the Iowa Chapter, I wanted to highlight several of their key findings and challenge us all to think about how we can strengthen the key role we play with Iowa's farmland owners and farmers. These are great talking points as you visit with policymakers, the public and farmland owners.



- 60% of Iowa farmland is owned by people 65 years or older and 35% is owned by people older than 75
- 53% of Iowa's 30 million acres of farmland is leased
- 29% of Iowa farmland is owned for family or sentimental reasons and 49% is owned for its current income
- 82% of the land is leased under a cash rental arrangement
- Landowners are more dispersed and the number of landowners per tenant is increasing.
- 34% of the farmland owned by non-operating landowners is owned by someone with no farming experience
- 20% of surveyed farmland owners indicated a willingness to pay a portion of planting costs to encourage more adoption of conservation practices on the land they own.

Based on these findings, the need for rural property professionals with sound expertise, solid communications skills and the ability to build trust will continue to increase. Working together to encourage our professional development through the Iowa Chapter and the ASFMRA we can continue to grow our profession and be "The Most Trusted Rural Property Professionals" and at the same time make a difference in our industry and Iowa.

It has been a pleasure and honor serving as your president this past year.

Iowa Foundation Auction

The success of our Foundation auctions depends on you! If you are willing to make a donation to the auctions, please contact Traci at 515-633-7993 or iowaASFMRA@gmail.com to let her know details on your donations.

We have some great donations that have been received already including:

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| • New Harbor Sauvignon Blanc | • Brat Sampler |
| • Vollereaux Champagne | • Turkey fillets |
| • Kings Pointe Waterpark Stay | • Iowa Pork Package |
| • Home of the Brave painting | • Principal Golf Charity Classic tickets |
| • ISU memorabilia | • And MORE |



Please let us know of your donations by no later than Wednesday, January 23, 2019.

ASFMRA/RLI Joint Spring Seminar

Registration will open soon for the 2019 Joint Spring Seminar hosted by the Iowa Chapters of ASFMRA and RLI. This one-day event will be held on Wednesday, March 13 at the Quality Inn in Ames.

Presentations include Automated Farming/Robotics, 2019 Agricultural Economy Outlook, Climate and Weather in Iowa, The Business Side of Organic Farming and Alternative Crops: Hops and Hemp.

As always, RLI Land Trends and Values Chair, Kyle Hansen will report the 2019 Spring Land Trends Survey. An email will be sent out in February asking for your participation in this survey, please help Kyle out by providing him with your information.

2019 Friends of the Iowa Chapter

Thank you to the following Friends who are supporting our Annual Meeting on February 6-7. Don't forget to register by Monday, January 21 to avoid a late fee.

- Platinum: Bayer and Pioneer
 Gold: LG Seeds and Syngenta
 Silver: Becks
 Bronze: BASF, Farm Credit and Farmland Finder

ASFMRA Member Focus

Dave Nebel, ARA

Each issue of the ASFMRA Iowa Chapter newsletter will focus on one of our members. This month we introduce Dave Nebel, ARA.

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

Twenty years ago, Ron Anderson of Washington, Iowa graciously agreed to serve as my supervising appraiser. Ron was an experienced appraiser, a former teacher, and an honorable man. While formal education has impacted my career, it is the personal investment by Ron Anderson that has really made it possible for me to have a career in property valuation. After training under Ron, I started my own appraisal company in Southeast Iowa, appraising a blend of residential, commercial, and agricultural properties. After a few years, I had the opportunity to join Hertz Farm Management/Hertz Appraisal Services at their Nevada location. For the last thirteen years I have had the privilege of specializing in agricultural properties.



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

Upon joining Hertz Farm Management, I was strongly encouraged by Loyd Brown to join ASFMRA. It has been a good decision from both a personal and a professional perspective. The relationships and the education provided by ASFMRA have been great!

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

My claim to fame is that I have the privilege and honor of being married to my grade-school sweetheart! Our two children are now early teenagers and we spend our time doing things that parents of teenagers do...providing free cab service and paying for never-ending activities. Life is busy but good, and we have many things to be thankful for.

Describe a couple memorable or unique experiences in your life.

One particular experience left an impression early in my appraisal career. Ron Anderson and I were appraising a vacant repossessed house in Keota, Iowa. As was common, the place was trashed, and the prior occupants left assorted belongings behind. It was an older story-and-a-half house with basement access through a trap door in the front porch floor...and of course the "trainee appraiser" was supposed to lead the way into the basement. When we opened that trap door and looked into the dark basement, a bare leg was sticking out from under the stairs! Talk about "stopping in your tracks"! After starring speechless for a few moments, we realized it was a leg off a manikin, and our hearts started beating again! We never did see the rest of the manikin, or figure out why they left behind one leg... Ever since then I have been vigilant when inspecting vacant houses. :)

Anything else you'd like to share?

Whatever success any of us have in our careers is in large part because somebody believed in giving us a chance. And then somebody believed we were worth teaching. It is so important for experienced folks to share their knowledge with new folk. I am thankful to have been the beneficiary of people investing in me. Hopefully I can someday return the favor to the next wave of new appraisers.

Education Week—Mark your Calendar



Education Week

JULY 17 - 24, 2019
LA VISTA, NEBRASKA

ASFMRA Education Week will be held from **July 17 - 24, 2019** in Omaha, Nebraska. There will be a NEW Introduction to Cannabis Operations Valuation Seminar, in addition to core education, new and/or updated appraisal seminars and a special seminar for seasoned managers and consultants on Alternative Management Strategies for Enhancing ROI! Registration opens March 29!

November and December Anniversaries

Congratulations to the following members celebrating anniversaries with ASFMRA!

Kenneth Kirk, AFM - 01/18/72	Randall Luze, AFM - 02/05/10	Daniel Niemeier, AFM - 02/23/15
Roger Christensen, AAC-1/01/78	Deb Stanbro - 01/06/11	Tim Ritland, AFM - 02/23/15
David Jacobsen, AFM - 01/27/79	Evan Summy - 02/01/11	Shelby Carey - 02/23/15
Edwin Roach, ARA - 01/27/79	Karey Dirks - 02/14/11	Thomas Schutter, AFM - 01/14/16
Larry Pohlman, ARA - 02/17/79	William Duey - 02/14/11	Kyle Walker, AFM, AAC - 01/14/16
Tom Volding, ARA - 02/19/79	Peter Smith - 01/16/12	Kristen Halbur - 01/14/16
Jeffrey Obrecht - 02/19/79	James Tonsfeldt - 02/23/12	Michael Smothers - 01/14/16
Randall Hertz, AFM - 01/27/80	Paul Handsaker - 02/23/12	Rita Swales - 01/14/16
Joseph Trumm, AFM - 02/02/81	Ryan Kay, AFM - 02/15/13	Wendong Zhang - 01/14/16
Timothy Fevold, AFM - 01/17/83	Emily Oberbroeckling - 02/15/13	Gregory Bopes - 02/05/16
Richard Pringnitz, AFM-1/17/86	Jacob Hartwig - 02/15/13	Alejandro Plastina - 02/24/16
Dan Kriener, AFM - 02/28/86	Angela Bickford - 01/20/14	Kathy Pettinger - 02/24/16
Kirk Petersen, ARA - 01/13/89	Brent Duey - 01/20/14	Traci Schermerhorn - 02/01/17
Sharon Chism, AFM, ARA-2/19/93	Jim Pooley - 01/01/15	Brian Frischmeyer - 02/22/17
Clifford Rossler, ARA - 02/19/93	JT Oltman, AFM - 01/21/15	Jennifer Walsh - 01/17/18
Chad McCollester, AFM-2/6/98	Adam Pick, AFM - 01/23/15	Shane Brant - 01/17/18
Chuck Schneider - 02/22/99	Clint Kaller, AFM - 01/23/15	Costas Hatzipavlidis - 01/18/18
Leo Smith - 02/17/00	Bradley Hayes - 01/23/15	Dale Kenne - 01/25/18
Jason Woods - 02/08/02	Emily Kann - 01/23/15	Matthew Mayer - 01/25/18
Benjamin Price, AFM - 01/01/08	Rick Shafer - 01/23/15	Brandon Hanson - 02/22/18
John Yeomans, AFM - 01/01/08	Ronald Dunker - 01/23/15	John Reburn - 02/22/18
Bruce Ahrens, AFM - 01/01/09	Chris Smith, AFM - 02/23/15	Leo Miller - 02/27/18

Aspen Grove Investments and Agri-Management Services Merge; Purchase Growthland Ag Realty

January 1, 2019: Aspen Grove Investments, Inc., of Cedar Rapids, has merged with AgriManagement Services, of Marion, and the merged company has purchased Growthland Ag Realty, of Humboldt. The resulting company will be called Agri-Management Services and will continue to do business under the Aspen Grove, Agri-Management and Growthland brands.

ASFMRA—Iowa Chapter

Traci Schermerhorn, Executive Secretary

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