

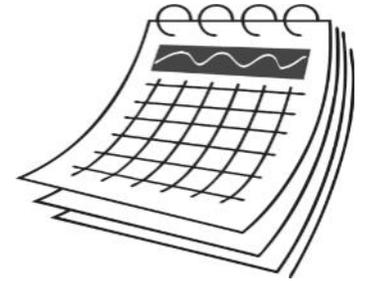


# American Society of Farm Managers and Rural Appraisers Iowa Chapter

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

- 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: December 2019—TBD



## President's Comments, Adam Thien, AFM

As I sit to write, I, like many of the membership, am wondering when the water will recede and what will be left when it is gone. Warm rains and rapidly melting snow have created some additional uncertainty in the agricultural communities. Uncertainty is one thing we could use less of this spring. Instead of wondering about what may be, I would like to reflect on what has been and the opportunities that lie ahead.

This past February and March we held two excellent meetings. The 2019 annual meeting in Ames was well attended with several great speakers. Highlights of the speakers included:

- Vance Crowe, Director on Millennial Engagement at Bayer, discussed working across the generations
- Dr. Wendong Zhang provided an update on trade relations with China
- Nathan Katzer with Eagles Catch discussed some alternative uses for Iowa farms by farm raising fish.



In addition to the speakers, the Education Foundation hosted the chapter social and fundraising auction. The event put the chapter over our goal of \$75,000 to celebrate the 75<sup>th</sup> anniversary of the Iowa Chapter. Thanks to the event committee and all who attended to help us reach our goal.

In March, the joint meeting between RLI and ASFMRA was held. It was well attended and provided a range of topics as well. The topics included an outlook for farming automation and other alternative crops including hops production and the possibility of hemp production in Iowa. The RLI Spring Land Trends and Values was presented at this meeting and showed how land values have changed in the past six months. This information would not be as valuable without the input provided by Iowa ASFMRA chapter members. Thank you all who replied to the RLI survey. You can see the result on the [RLI website](#).

Looking forward to the rest of 2019 there are several opportunities for additional education, networking, and social activities. The Soil Management and Land Valuation Conference will be held May 15 in Ames. June 19-21, we will hold the first Iowa and Minnesota Joint Summer Meeting at the Arrowwood Resort in Okoboji. This event will have classes for appraisers and managers. ASFMRA Education Week will be in La Vista, NE from July 17-27. Education Week offers core education for designations and a variety of classes for continuing education. We have a full calendar of events, I hope to see many of our members take

advantage of these offerings.

I am still in need of some committee members. I want to get the Public Relations Committee up and going. This committee would be responsible for increasing public awareness of the Iowa ASFMRA and our chapter members. The PR committee will submit press releases when our members receive awards and recognition and also reach out to the press to invite them to our meetings and events. I believe this is an important initiative for the chapter and would like to ask for volunteers to run this committee.

With planting rapidly approaching, I am looking forward to another great growing season and the opportunities that it will provide.

## Update Your ASFMRA Profile

Promote your services and expand your clientele by making it easier for others to locate you on the ASFMRA website. Review your profile and ensure that it is up-to-date, and be sure to include important keywords that can help members and potential clients find you as they search 'Find a Land Expert'.

To update your profile, go to [www.asfmra.org](http://www.asfmra.org) and login. Click on your picture by the search bar at the top of the page. If your picture isn't there, start updating your profile by adding one!



Pictures have been added already for those of you who had headshots taken at the Annual Meeting and did not have a picture loaded on your profile. Login and check it out. Publicity through the ASFMRA website is a great benefit of membership, don't miss out on it!

## 2019 Annual Meeting & Foundation Auction

Thank you to all who attended the 2019 ASFMRA Iowa Chapter Annual Meeting! We had great attendance again this year and our speakers were top notch. Presentations from the Annual Meeting can be found on the ASFMRA [website](#). Our members also helped us surpass our \$75K goal for the Education Foundation at our auction!! Thank you Craig Harris, Joel Ambrose and Spencer Smith for auctioneering for us!

Thank you to the Board of Directors, Friends Committee, Auction Committee and the Education Committee for all of your hard work. It takes many hands to pull off this event every year. Mark your calendars for February 5-6, 2020.



Congrats to Ben Isaacson, our 2018 Early Career Award Winner



Thank you Chad Hertz, AFM for your service as 2018 Chapter President



Thank you Jim Jensen, AFM, ARA for your service as 2018 Foundation President



Congrats to Dr. Paul Lasley, our 2018 Distinguished Service to Agriculture Award Winner



# ASFMRA Member Focus

## Nathan Deters, AFM

Each issue of the ASFMRA Iowa Chapter newsletter will focus on one of our members. This month we introduce Nathan Deters, AFM. Nathan is our new ASFMRA Iowa Chapter Vice President.



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

I grew up in a small town in southeast Minnesota, and gained an appreciation for agriculture through working on area farms and my father's farm implement business through my school years. I attended Iowa State University and graduated with an animal science degree. Following graduation I worked in a number of ag related fields including sales/management for a co-operative and a hog buying station manager before joining Stalcup Ag Service in 1998. I have completed my AFM and have enjoyed my career in farm management and farm real estate. One of the best things about agriculture is there is something new to learn every day.

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

Stalcup Ag Service has always encouraged membership and pursuing leadership opportunities in the chapter, and I quickly found that the education offerings and the chance to meet and learn from accomplished fellow members was a very valuable addition to my career development. I feel fortunate to have had many great experiences throughout my time in the chapter.

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

My wife Danette and I have two grown daughters, the oldest is a speech pathologist in Ankeny and the youngest is in grad school for animal science at Iowa State. Some of my interests include hiking, reading history and biography, fishing and travel.

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

One of the best things about the farm management profession is the chance to meet farm owners from many different areas of the country. I have enjoyed learning about their lives and have been fortunate to visit several in the course of my travels. My family has roots in both Germany and England and I've been able to visit family in both countries that we've kept ties with. Travel is a great eye opening experience, but it also makes you appreciate Iowa when you get back.

## Farm Manager of the Year

ASFMRA, AgPro magazine & Syngenta are now accepting nominations for the 2019 Farm Manager of the Year Award. This award recognizes farm managers whose dedication and commitment to agriculture has benefited their clients, the American consumer and our most precious commodity – the land.



Many Iowa members have received this award in the past. Last year, our own Dick Isaacson was given this prestigious award. You can read his story [online](#). Nominations should be submitted [online](#) by April 30, 2019.

## Farm Land Rental Survey

Dr. Alejandro Plastina is in the process of updating the Iowa Farm Land Rental Survey (annual publication) and the Farm Building Rental Rate Survey (last published in 2014). **He needs your help!!**

Responses should be submitted by April 20, 2019. Documents are included in this newsletter email. You can view the [2018 Farm Land Rental](#) survey and the [2014 Farm Building Rental Rate](#) survey online.

# March and April Anniversaries

Congratulations to the following members celebrating anniversaries with ASFMRA!

Donald Kearns - 03/01/09	Ed Brown, ARA - 03/19/88	Fred Greder, ARA - 03/29/85
Joel Klemish, ARA - 03/02/07	Dick Isaacson, AFM, ARA-3/19/77	Steven Tubbs, AFM - 03/29/85
Brian Linnemeyer, ARA - 03/06/87	Joel Ambrose - 03/21/14	Jeff Jorgensen - 04/03/13
Richard Zollinger - 03/07/17	Jerry Moss - 03/22/84	Rachel Hoy - 04/11/18
Sean McDonald, AFM - 03/11/15	Jon Sickelka, AFM - 03/22/91	John Van Zee - 04/16/99
Rodney Bortz - 03/12/99	Kent Smith, AFM - 03/22/84	Bob Regenwether, AFM - 04/21/95
Kevin Flaherty - 03/12/99	Jeannie Fetrow - 03/23/16	Elliot Smith - 04/21/16
Tim Janssen - 03/12/99	Austin Haywood - 03/23/11	Gerald Stein - 04/21/16
Dale Knight - 03/12/99	Clint Freund, AFM - 03/25/13	Carrie Seidel - 04/23/18
Michael Tometich - 03/12/99	Richard Dodds, AFM - 03/26/82	Kalleigh Tharp - 04/23/18
David Tonsfeldt - 03/12/99	Kenneth Schmitt, AFM - 03/27/92	Paul Mausser, AFM - 04/30/04
Thad Naeve - 03/17/95	Paul Sickler, AFM - 03/27/92	

## ASFMRA Government Relations Update

Dennis Reyman, AFM, ARA—Co-chair, ASFMRA Government Relations Committee



Most of you had a chance to listen to Stephen Frerichs at the chapter meeting in February. Hopefully you had a chance to visit with him one-on-one.

On the appraisal side of his message, Stephen mentioned that ASFMRA had signed onto a letter addressed to the Office of Comptroller of Currency, the Federal Reserve Board of Governors, and the FDIC regarding their desire to increase the appraisal threshold on residential lending from \$250,000 to \$400,000. The letter requested a public hearing be held no fewer than 30 days after the expiration of the comment period which ended February 5, 2019.

Co-signers on the letter included the Appraisal Institute (AI), the American Society of Appraisers (ASA), Massachusetts Board of Real Estate and Appraisal (MBREA), the American Guild of Appraisers, the Royal Institute of Chartered Surveyors (RICS), and the National Association of Realtors (NAR). Clearly, the major players in the appraisal and residential real estate businesses were on board with this request.

On February 7, a letter of denial was addressed to the above parties. Reasoning is that the public comment period offers ample opportunity to express views on public rulemaking. This group did have a conference call with the OCC, FDIC, and Fed on January 17 requesting a hearing, as well.

From the ASFMRA perspective, most of our members don't engage in much, or any, residential property appraisal, but that is the dog that wags the tail. It is not a stretch to anticipate that changes to the residential side will find their way across all property types.

On the farm management side, ASFMRA was one of approximately sixty organizations which signed onto a letter addressed to House and Senate Budget Committees with the message "we urge you to oppose cuts to crop insurance during this year's budget process." This letter has recently received media attention. A similar letter was sent to Secretary Perdue urging him to protect crop insurance.

If you have any questions or comments regarding Government Relations Committee activities, please feel free to e-mail Stephen at [sfrerichs8@comcast.net](mailto:sfrerichs8@comcast.net) or me at [dreyman@stalcupag.com](mailto:dreyman@stalcupag.com).

ASFMRA—Iowa Chapter

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