

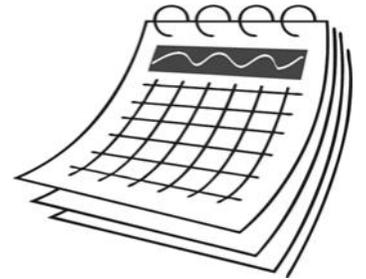


American Society of Farm Managers and Rural Appraisers Iowa Chapter

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 State SMLV Conference: May 13, 2020—Ames, IA
- ASFMRA Education Week: July 14-26, 2020—Des Moines, IA
- ASFRMA Leadership Institute: September 7-11, 2020—Washington, DC
- ASFMRA/RLI “Spring” Seminar: September 23, 2020—TBD
- ASFMRA National Meeting: November 7-13, 2020—San Antonio, Texas
- ASFMRA Iowa Chapter Annual Meeting: February 3-4, 2021—Ames, IA
- ASFMRA IA/IL Joint Summer Meeting: June 17-18, 2021—Quad Cities



President’s Comments, Deb Stanbro

Hello fellow Iowa Chapter members,

I had written this message a week or so ago when it was a sunny day and high was 60’s. What a change it is today, raining, tornadic activity predicted, cold and snow depending on where you are in Iowa! A beautiful day in March! In my recent visits with farmers, they are already getting excited for spring planting. Some will have fall tillage work to finish, but others are ready to roll for spring, which is in a couple of weeks. Compared to a year ago, with lots of snow and flooding, they have a better outlook. For those that don’t know me, I am a Real Estate and Chattel Appraiser at Farm Credit Services of America, in Central Iowa. I have been with the company 20 years and in Newton for 7 years. I look forward serving as the Chapter President this year.



Soon you will be receiving a Membership Reach Survey that Adam Thien, AFM and the Board developed. This survey is sent out to our business leaders of each farm management and appraisal company within our membership. Reminder that this is intended to determine the reach of the Iowa Chapter in both farm management and appraisal services. This information will be collected by Traci Schermerhorn, our executive secretary. The individual information will not be shared with the Board or any members of the organization. The compiled data will be information to share with our “Friends” providing details on the reach that their sponsorship dollars have within our organization. For this survey to be of any value, we need to have high participation rate amongst the membership.

We held our Annual Meeting the first week of February this year. For a time of year where we typically are dealing with snow and storms, this year’s weather was perfect for the two days. We had several good speakers which was reflected in our member surveys. Highlights include, but aren’t limited to: Wayne Humphreys who provided energy and insight on the world agriculture environment; Mike Naig, Iowa Secretary of Agriculture; Dennis Todey who provided weather outlook, and Doug Peterson who provided soil health information. If you want to see Doug’s presentation there is a [video](#) on YouTube. You can see all of the [annual meeting presentations](#) on the ASFMRA website. Once logged in, you will find each of

the presentations shared with us. We look forward to planning the 2021 Annual Meeting. If you have a speaker suggestion, please contact me.

In addition, the Education Foundation hosted an ISU Men's basketball game watch party and social hour. This event was well attended and enjoyed by all.

With more and more changes daily with COVID-19 our upcoming educational opportunities may be postponed or cancelled. We will update you as changes are made. Please "save the date" for now though.

We have postponed the March 25 Joint Spring Seminar with RLI and ASFMRA to September. Other education opportunities coming up this year include the ISU Soil Management and Land Valuation Conference on May 13. It was decided today to postpone our Joint Meeting in June with the Illinois Chapter in the Quad Cities to Summer 2021. Also, this is the year that the ASFMRA Education week will be in Des Moines, July 16–24. Education week offers core education for designations and a variety of classes for continuing education. Ethics will also be offered during the week **with** continuing education hours. If you decide that the Ethics online class is better for your schedule, we want to let you know that there are **no** continuing education hours offered for your time. Additionally, this year will feature a Ring Man Training which will be led by Dennis Reyman. There are several opportunities this year for education and networking with fellow members. I would also encourage you to bring a friend to some or all of these meetings to introduce them to ASFMRA.

With all the quick changes in our lives the past "normal" will change our future. Just the past week we went from political news 24/7 to hearing wash your hands often, don't touch your face, handshakes to no handshakes, and checking temps before doing a variety of things. Social isolating has changed our world as we know it. So many things are affected: sports, education, entertainment, shopping, exercising, dining out, job loss in some instances, and travel, such as spring vacations. These are things we take for granted in the U.S.A. Companies who have been slow to letting employees work remote are having to change their philosophy and immediately have employees work from home, which may or may not create new issues in technology and WiFi service at home. Virtual "Zoom" meetings are becoming more popular. Some companies were ready for this transition and some weren't and aren't. Many companies are closing off customer access to offices. And the great Economy is in economic turmoil, I don't need to say anymore. We get enough of that from the news. Just be ready for change, hourly, daily, whatever it may be.

I'll leave you with a quote from Richard Devos, Co-Founder of Amway, *"Few things in the world are more powerful than a positive push – a smile, a word of optimism and hope, a 'you can do it!' when things are tough."*

Farm Land Rental Survey

Dr. Alejandro Plastina is in the process of updating the Iowa Farm Land Rental Survey (annual publication) and **he needs your help!!**

Responses should be submitted by April 20, 2020. Documents are included in this newsletter email. You can view the [2019 Farm Land Rental](#) survey online.

Young Professionals Network

The Young Professionals Network is a sub-group of the American Society of Farm Managers and Rural Appraisers geared toward professionals under the age of 35. The purpose of the YPN is to help young professionals start and/or further their careers in Farm Management, Consulting and Rural Appraisal through education, networking and leadership training.



Make sure your birthdate is correct on your ASFMRA membership profile to be included in messages about Iowa Chapter YPN events.

ASFMRA Member Focus

Brad Hayes

Each issue of the ASFMRA Iowa Chapter newsletter will focus on one of our members. This month we introduce Brad Hayes is one of our ASFMRA Iowa Chapter Directors.

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

After working a couple of years in the commercial real estate sector, I transitioned into the agricultural real estate industry and started my career in appraising agricultural real estate assets. My passion for the agricultural industry and experience in real estate led me to this profession. I joined Peoples Company in 2014 and was provided the opportunity to develop the firm's appraisal division where we worked with clients throughout the Midwest. In January 2020, I took a leap and started my own appraisal firm in my hometown of Panora where I work with clients in central and west-central Iowa.



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

I have always been an advocate of being involved with professional groups and organizations. When I transitioned my career to the agricultural sector, I joined the ASFMRA and several other professional organizations as an opportunity to network with other ag professionals. Being involved in the Iowa Chapter and National Chapter of the ASFMRA has served me well in my career. Our profession consists of a rather small group of individuals, so being well-connected in the ASFMRA adds value in the day-to-day workflow of the appraisal profession. I joined the Board of Directors of the Iowa Chapter to provide leadership and as an opportunity to give back to the chapter.

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

I am highly involved in the day-to-day routine of my family's cow/calf operation. Being involved in the agricultural real estate industry as a farm manager, broker and/or farm manager is very complimentary to individuals who also desire to be involved in a farming enterprise whether it's a full-time operation or hobby.

Describe a couple memorable or unique experiences in your life.

I have a twin brother and although we are not identical, we look very similar. Growing up in small town Iowa, I always thought Des Moines was a big city. However, with both of us being professionals in the Des Moines Metro, we quickly figured out how small the city was. We frequently crossed paths with each other's professional contacts, which made for some comical memories over the years! If you happen to see me at a non-ag related function, there is a 50/50 probability that it is my twin brother, Ben. Just ask Terry Kestner.

Farm Manager of the Year Nominations

ASFMRA, AgPro magazine and Syngenta are now accepting nominations for the 2020 Professional 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 Lawain Biermann was given this prestigious award. You can read his story [online](#). Nominations should be submitted [online](#) by April 30, 2020.



2020 Annual Meeting

Thank you to all who attended the 2020 ASFMRA Iowa Chapter Annual Meeting! We had great attendance again this year and our speakers were fantastic. Presentations from the Annual Meeting can be found on the ASFMRA [website](#).

Thank you to the Board of Directors, Friends 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 3-4, 2021.



Congrats to Ryan Kay, AFM, our 2019 Early Career Award Winner



Thank you Chad Hertz, AFM and Adam Thien, AFM for their service to our chapter



Welcome to our new Chapter President, Deb Stanbro. (Our first FEMALE chapter president!)



Congrats to Steve Johnson, our 2019 Distinguished Service to Agriculture Award Winner



2019 Iowa State Scholarship Winners and Committee Members



Secretary of Agriculture Mike Naig speaks to Iowa Chapter members



Iowa Chapter members watch a live stream of the Iowa State men's basketball game together.

Welcome to our new Iowa Chapter Members

The following individuals joined the Iowa Chapter since October 1, 2019.



Luke Pearson

Farm Manager
Stalcup Ag Services



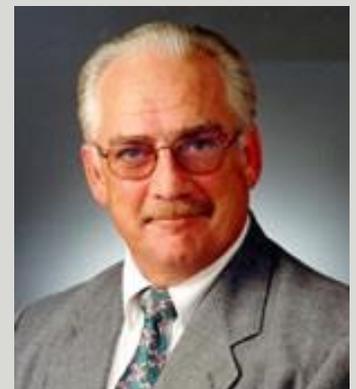
Dylan Daehn

Farm Manager
Hertz Farm Management



Tyler Weaver

Certified General Appraiser
Peoples Company



Mike Duffy

Professor of Economics
Iowa State University

March and April Anniversaries

Congratulations to the following members celebrating anniversaries with ASFMRA!

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

ASFMRA—Iowa Chapter

Traci Schermerhorn, Executive Secretary

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