



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.

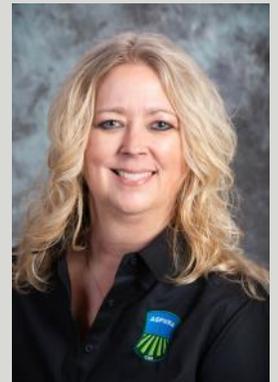
Mark Your Calendars

- ASFMRA Iowa Chapter Annual Meeting: February 3-4, 2021—Ames, IA
- ASFMRA/RLI Joint Spring Seminar: March 10, 2021—Ankeny, IA
- ASFMRA IA/IL Joint Summer Meeting: June 17-18, 2021—Quad Cities
- ASFMRA Education Week: July 19-24, 2021— Nebraska



President's Comments, Deb Stanbro

November has arrived and harvest is being completed in all areas of Iowa. We have been fortunate to have warmer weather the past week and now the winter chill is in the air. The board of directors met last week for our winter board meeting. Most of the board met in person and a few joined virtually. Those of us who were in attendance enjoyed seeing everyone again. We found out prior to the meeting that our chapter received the Patron Chapter honor from National ASFMRA again this year. Because of this, our chapter will receive \$500 to spend towards membership recruiting. We are looking for committee members. If you have interest, please contact me, Traci or Nathan Deters. Discussion also included finalizing plans for the Annual Meeting February 3-4, 2021. At this time, we are planning on returning to Iowa State. As you know with Covid-19, we need to remain flexible as things change. Watch your email for more details and registration.



This month was the first ever virtual ASFMRA Annual Meeting. This was a mostly free event, unless you wanted CE, with a lot of great presentations. I hope many of our members took time to attend. During the week, our own **Dennis Reyman, AFM, ARA** became the new National ASFMRA president. Congratulations, Dennis! Also, we had a couple members receive awards and accreditation.

- **Craig Harris** - D. Howard Doane Award
- **Ryan Kay, AFM** – H.E. Stalcup Excellence in Education Award
- **Justin Bahr, AFM** – Accredited Farm Manager
- **Matthew Kruse, AFM** – Accredited Farm Manager

I attended the Membership Advisory Group virtually and other events through the week. Zoom meetings worked well for this, but those attending mentioned that we all miss the in-person networking with other ASFMRA members. ASFMRA plans to provide more virtual seminars and online classes for CE. Be sure to keep an eye on upcoming events that are offered. ASFMRA has gotten very good at virtual meetings and classes this year! Take advantage of these offerings!

I wish everyone a happy holiday season! Count your blessings and take a moment to catch your breath.
Deb Stanbro, Chapter President

"You have power over your mind – not outside events. Realize this, and you will find strength." – Marcus Aurelius

Volunteer for an ASFMRA Committee!

The Iowa Chapter offers a variety of ways for our members to get involved. From volunteering on committees with one-day events like the scholarship and FFA committees to stepping in to a leadership role on our executive team, there's something for everyone!

Please complete this short survey to let us know how we can get you plugged in! [Member Survey](#)

Foundation Fund Raising

The Iowa Chapter Foundation board decided that we will not hold an in-person fundraising event along with the Iowa Chapter's annual meeting. We made this decision due to the potential for reduced attendance and the difficulty of having an online auction. However, this does not change the fact that funds are needed for the Iowa Chapter Foundation. Foundation funds are used for scholarships and awards given by the Iowa Chapter. It costs approximately \$10,000 per year to support students with scholarships and honor award recipients.

With that in mind we have set a goal of raising \$10,000 by the 2021 Annual Meeting. We are asking members to make a donation of any amount to the foundation.

We are also offering the opportunity to sponsor a scholarship. By sponsoring a \$1,250 scholarship, one of the scholarships awarded during the 2021 scholarship year will be named in your honor or in honor of someone of our choosing. The sponsorship could be from any individual or any company wanting to sponsor a scholarship.

To reach our goal of \$10,000 we will need the help from the membership. Providing these scholarships and awards is an excellent way to bring awareness to the Iowa Chapter and to financially support deserving students at Iowa universities.

The Iowa Chapter members have been very generous in the past with contributions to our 75-year anniversary fundraising campaign. I am hopeful that this generosity continues, and support will be found to fund these scholarships for the 2021 scholarship cycle. Donations and scholarship sponsorships can be made [online](#) or sent to our treasurer, Mike Nissy (PO Box 606, Iowa Falls, IA 50126).

Thank you for Support
Adam Thien AFM — President of Iowa Chapter Foundation

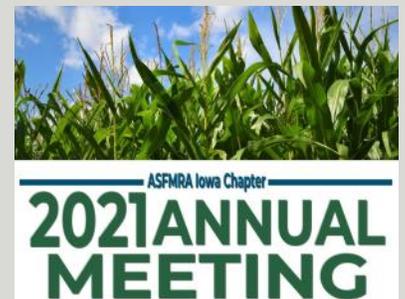


ASFMRA Iowa Annual Meeting

Our board of directors are in the final stages of planning the 2021 Annual Meeting. Registration will open in early December. This year's meeting will be held February 3-4 at the Scheman Building on the Iowa State campus. For those who are uncomfortable (or unable) to meet in person, we will also offer a virtual streaming option. If COVID-19 guidelines prohibit an in person meeting in February, the board has made the decision to cancel the meeting, rather than hold it 100% virtual.

As always, we have a great line up of speakers and topics including: Bruce Rastetter (Global Agriculture), Stephen Frerichs (Legislative Update), Kristine Tidgren (Law Update), Michelle Miller (Ag Advocacy), Walt Rodgers (Derecho Economic Impact), Derrell Peel (Livestock Issues), Brody Benton (Soil Health), Chad Hart (Grain Markets) and more.

Our social on Wednesday night will be an Iowa State "throwback" basketball watch party. We truly hope we are able to meet in person for this great opportunity for education, CEU and networking!



ASFMRA Member Focus

Joel Ambrose

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



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

My experience in rural appraisal started back at Oklahoma State University. My senior year I took a farm appraisal class and I really enjoyed it. My first career move in the industry was with the Commissioners of the Land Office with the State of Oklahoma. The Commissioners of the Land Office is a state organization that manages the property that is owned by the state for the purposes of funding the public schools. My role was to manage properties in a couple of counties and also appraise those properties every three years. From there I made the move to Iowa and started working with Farmers National Company. There was a pretty big learning curve coming from Oklahoma because I was coming from cattle and wheat country and didn't know much about corn and soybean production. I'm thankful for some of the folks I worked with that helped me learn the ins and outs of the crop production in Iowa. My qualifying appraisal education through the ASFMRA gave me a leg up too during that process. When I started appraising in Iowa, my focus was mainly on the typical farm properties in the state, but I have shifted to doing more specialized assignments. Along with the typical appraisal properties, I'm done extensive work with yellowbook appraisals, conservation easement appraisals, and undivided interest appraisals. These assignments can get pretty complicated and the education provided by the ASFMRA has prepared me for the challenges. Now I'm working towards my ARA and I'm looking forward to finishing that up by the end of next year.

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

Joining the Iowa ASFMRA Chapter was one of the first things that I did when I made the move to Iowa and began working with Farmers National Company. I had been involved a little bit in the organization back in Oklahoma through my early appraisal classes so I was familiar with the basics of the organization. Farmers National Company is very active in the organization and always encourages FNC employees to be involved. I knew from the beginning that ASFMRA was going to be a positive move for my career. Once I joined I realized how active and influential the Iowa Chapter is and I'm looking forward to continuing to be an active member in the chapter.

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

I grew up in a small town in rural southern Oklahoma. I was active in 4H and FFA and agriculture was always an important part of my life. I showed cattle and pigs and my family had a small cow/calf operation. I graduated from Oklahoma State University (Go Pokes!) with a bachelors of science degree in Agricultural Economics. I'm also a professional auctioneer and am fortunate enough to be able to bid call some of our FNC real estate auctions in Iowa. I call between 30 and 40 real estate auctions a year which gives me great insight into the real estate markets in the area and in what drives the buyer's decision making. I've been in Iowa since 2013 and have a 9-year-old daughter named Avery who is in fourth grade. I'm a very proud girl dad. I love Iowa, but I'll always have a soft spot for Oklahoma. You'll never meet a bigger Oklahoma State supporter and I'm not afraid to run my mouth a little bit when we're playing the Cyclones. I'm also a singer and guitarist and hoped to make a living playing guitar directly after college. I was fortunate enough to play with some awesome people and see lots of cool places. I still play out with a couple different bands from time to time and it's something I hope to continue doing as long as I can.

Describe a couple memorable or unique experiences in your life.

I'm a huge golf fan and I was fortunate enough to have a ticket to the 2019 Masters. My cousin won the ticket lottery and asked me to road trip with him to Augusta. We had Saturday round tickets so we were able to witness the Tiger roar first hand as he made his run on the back nine. Definitely the coolest experience of my life and I'm hoping I can make it back there sometime.

Annual ISU Land Value Survey

Dr. Wendong Zhang is administering the 2020 Iowa Land Value Survey. This survey, started in 1941, has benefited from valuable information from farm managers, agricultural lenders, rural appraisers, real estate brokers, county assessors and other agricultural professionals. If you, or someone you know, has not participated in the survey yet, please do so [online](#) before December 1. All responses are voluntary and will be treated confidentially. As always, your help is appreciated—we can't produce the county-level estimates without you.

The survey results will be released at a press conference on Tuesday, December 15 at 10:00 a.m. in Curtiss Hall 0009. There will be a [live stream](#) of this press conference as it happens.

If you have any questions concerning the survey please call 515-294-1183 or email landvalue@iastate.edu.

Early Career Award

The Early Career Award is given annually by the ASFMRA Iowa Chapter at our annual meeting. The Early Career Award, similar to the national award, recognizes early career Iowa Chapter members who are making outstanding contributions to the Iowa Chapter, ASFMRA, and the profession.



Nominations for this award can be made by any chapter member, officer or director. Self-nominations are welcomed and encouraged.

Award requirements and application can be found [online](#).

The Early Career Award Winner will be announced at the Iowa Chapter annual meeting. The recipient will be presented a plaque and a cash award of \$750 to be used for expenses to attend an ASFMRA annual meeting, expenses to attend an ASFMRA education school or multi-day seminar required for accreditation, or expenses to attend the ASFMRA Leadership Institute.

November and December Anniversaries

Congratulations to the following members celebrating anniversaries with ASFMRA!

Max Evans, AFM, ARA - 12/02/58

Richard Carlson, AFM - 11/27/62

Sterling Young, AFM - 12/03/74

William Holstine, AFM, ARA, AAC- 12/6/74

Gary Grave - 11/29/77

Rex Wilcox, AFM - 12/01/77

Steven Kock, AFM - 11/07/87

Chad Hertz, AFM - 11/18/94

Charles White - 12/07/00

William Elgin - 12/22/00

Travis Johnson, AFM - 11/14/03

James Rothermich, ARA - 12/02/05

Greg Trittle - 11/01/07

Joel Waskow, AFM - 11/15/10

Troy Vincent, ARA - 11/17/11

James Franzen, AFM - 12/21/11

Sam Harper - 11/30/12

Ben Isaacson - 12/02/13

Emily Logan - 12/02/13

Emily Henkes - 12/16/14

Lance Foster - 11/13/18

Chris Grebner - 11/13/18

Brant McKibben - 11/13/18

Mark Nyentap - 11/13/18

Sloan Reighard - 11/13/18

Logan Street - 12/18/18

Jessie Ward - 12/18/18

Trace Bolsinger - 11/08/19

Dylan Daehn - 12/12/19

Susan Graves - 12/12/19

Michael Henter - 12/12/19

ASFMRA—Iowa Chapter

Traci Schermerhorn, Executive Secretary

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