

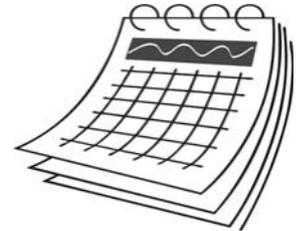


# American Society of Farm Managers and Rural Appraisers Iowa Chapter

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
- ISU Soil Management and Land Valuation Conference: May 19, 2021—Ames, IA
- ASFMRA IA/IL Joint Summer Meeting: June 17-18, 2021—Davenport, IA
- ASFMRA Education Week: July 13-24, 2021—La Vista, NE
- ASFMRA National Meeting: November 2-5, 2021—Las Vegas, NV
- USPAP: December 7, 2021—Nevada, IA



## President's Comments, Deb Stanbro

It's January 2021 already! That means that our chapter Annual Meeting is right around the corner. Our board has prepared a good meeting for our membership and I encourage everyone to attend.

This year our meeting is unique in that it will be a virtual meeting (I know many of us are tired of that phrase!) but think of the opportunity for those in our membership that don't attend in a typical year. No travel or overnight away from home as an excuse this year! However, for those of us that enjoy the networking that takes place at this event, the board is aware that this isn't what several members were wanting. But, at the time we were preparing, we had to make a call. We hope you will take a look at our speaker line-up and plan to attend.

At the Annual Meeting, my year as the president of Iowa Chapter of the American Society of Farm Managers and Appraisers will close. Thank you to everyone who supported me in this roll, especially Traci! This past year I chose to work on job descriptions for the board members. With the transition in these roles annually, it is nice to know what is expected as a new member. We also worked on developing a budget, another item that is nice for a new board member to see. There has been work on the Public Relations Committee, with articles released to a wider audience through press releases in the past year. It was decided that we would continue this into 2021. If you are interested in writing an article for the chapter do a press release on, please let Traci Schermerhorn or Chad Hertz know! The board has begun discussions on how we grow our Affiliate membership. The last two items are exciting things for our Chapter growth!

The ASFMRA Education calendar is getting full. I urge you to check out the educational opportunities that are offered at [www.asfmra.org](http://www.asfmra.org). There are several webinars that are available. In Iowa, we have the Spring Seminar in March, Education Week will be in Nebraska this year, and USPAP is scheduled in December.

To end, I saw this quote and feel it is fitting for the times we Americans are in: *"Don't let yesterday take up too much of today."* – Will Rogers



# ASFMRA Iowa Annual Meeting 2021



The 2021 ASFMRA Iowa Chapter Annual Meeting is almost here and time is running out to register. As of January 19, we have just over 100 people signed up for our first virtual annual meeting. Although we are disappointed we won't be together for this meeting, it will still be good to "see" each other virtually.

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.

We will hold our annual membership meeting on February 3, to welcome new board members and thank those whose terms are ending. We will also hear from all of our scholarship winners and those who received our Iowa Chapter awards. Secretary of Agriculture, Mike Naig will join us on Thursday to discuss a recap of 2020 his outlook on 2021 Iowa Agriculture.

On behalf of the board of directors, we hope you will support the Iowa Chapter and join us on February 3 and 4! Register today on our website. [www.asfmra.org/iowa/events](http://www.asfmra.org/iowa/events)

## Friends of the Iowa Chapter

The Iowa Chapter is fortunate to find great support from companies that sponsor our annual meeting. In the past, our "Friends of the Chapter" have provided funds to sponsor a specific part of the annual meeting. Since our meeting is not in person this year, we have changed our approach and companies will sponsor our virtual meeting at one of four levels. If your company is interested in being a "Friend of the Chapter" and sponsoring our 2021 meeting, you can find more details on our [website](#) including the benefits of each level of sponsorship.

We would like to thank the following companies who have already committed to the Iowa Chapter and our members!

### Platinum Sponsors



**PIONEER**



An Agricultural  
Sciences Company

### Gold Sponsors



### Silver Sponsors

Farm Credit Services of  
America

### Bronze Sponsors

LG Seeds  
Springfield Plastics, Inc

# In Memory of John Nissly

## Mike Nissly, AFM

In memory of our father, John V. Nissly, Roger and I have decided to endow a scholarship in his name. Utilizing the Community Foundation of Greater Des Moines we will contribute \$25,000. The foundation allows us to use 5% of the fund balance each year so the \$1,250 will fund one of our Education Foundation's scholarships each year. We are happy to have the opportunity to do this in his memory.



He joined the society in 1951 while working in Spencer, Iowa for Equitable Life Ins. His boss Ben Aben was a member and encouraged membership. He continued his membership when he moved to Iowa Falls in 1955, attaining his Accredited Farm Manager designation in 1962. He served the Iowa Chapter as President in 1963. He and I served together on the auditing committee for many years until I took over the treasurer's position when Larry Trede retired.

By endowing the scholarship in his name we are hopeful that other firms, or individuals might also want to endow scholarships for others. We chose to use the Community Foundation of Greater Des Moines because they have a larger pool of investment funds from which we can benefit. Your board of directors for the Education Foundation had been considering an arrangement with them, it was just a matter of how to start the fund. Certainly, our Education Foundation could accept this donation, but placing it with the Greater Des Moines group offers other incentives.

Dad loved the American Society and the Iowa Chapter. Rog and I feel blessed we were able to work by his side for so many years and are thrilled to make this contribution.

## ASFMRA/RLI Joint Spring Seminar

Registration will open next month for the 2021 Joint Spring Seminar hosted by the Iowa Chapters of ASFMRA and RLI. This one-day event will be held on Wednesday, March 10 at the Courtyard Marriott in Ankeny. We are excited to hold this meeting in person and plan to follow all COVID recommendations.

Presentation topics include Soil Health, Carbon Credits and Water Quality, Farm Financial Strategies, Real Estate Pattern Changes, Weather Update and more. As always, we will be the first to hear the RLI Land Trends and Values 2021 Spring survey results.

An email be sent out in February asking for your participation in the Land Trends and Values survey, please help the RLI team out by providing them with your information.

## Education Week—Mark your Calendar



### Education Week

JULY 13-24, 2021  
LA VISTA, NEBRASKA

From July 13-24, the ASFMRA will offer qualifying and continuing education courses and seminars for rural appraisers, farm managers and agricultural consultants during its annual Education Week.

This year's event will take place at the Embassy Suites Omaha-La Vista Hotel & Conference Center in La Vista, NE, with the main seminars and networking events taking place from July 18-20.

The schedule will include: Investment Grade Properties Seminar, Appraising Non-Income Producing Properties Seminar, Practical Applications of the Equivalency Ratio Seminar, Management Seminar & Ringman Training, Ag Land Management 1-4 Courses plus AFM Exam, Advanced Appraisal Exam Prep Course plus ARA Exam, Appraisal QE Courses (TBD), YPN Leadership Workshop, Networking Events, and More! More information can be found online: [www.asfmra.org/conferences/edu-week](http://www.asfmra.org/conferences/edu-week)

# ASFMRA Member Focus

## Grant Aschinger, AFM

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



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

My agriculture career started right after college working as a salesman for a retail agronomy company that is now part of Nutrien Ag Solutions. Working there was a great learning experience from both the agronomy standpoint and the customer relations side. One of my mentors told me “The customer usually already knows the answer to the question, they are just checking to see if you know.” The main point I believe he was trying to make was about honesty. After 4 years of retail I made the move to strictly seed and worked as a DSM for a national company for 4 years. The change from strictly selling inputs to a role of managing people was quite a change and really helped in my transition to managing farms when I started working for Stalcup Ag Service in April of 2013. The original idea I had of what farm managers do was so much smaller than the reality. Attending the AFM classes was instrumental in helping me learn what exactly a professional farm manager actually does. I had some wonderful instructors that deserve a lot of credit for the time and effort they put into training the next group of property professionals. Also, the experience I was able to draw and learn from in the Stalcup office has been irreplaceable

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

Right after starting at Stalcup Ag Service I became an associate member of ASFMRA. Our company believes that membership is not an option, but a requirement because of the benefits of becoming a member. I didn't realize, at first, how big of role the organization would play in my professional career. Attending my first Ag Land Management class at Education Week was when it really clicked for me about the positive role this group will play in your life. This is one of the few organizations I know of where you get together with your competitors and become great friends.

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

I grew up on a grain and livestock farm in Northwest Iowa. Luckily I was young enough during the 80's to not entirely know how things were really going other than we didn't have a lot of excess money. My parents insisted that my brothers and I all go to college so we had options when we graduated. My wife (Megan) and I got married shortly after college and have 4 children. Zoey is 13, Jayna is 11, Pryce is 9, and Suttyn is 6. They keep us busy with school activities and other athletic teams. I love to play golf when the weather permits and usually play 9 holes every morning before coming into the office.

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

Some of the best memories I have growing up revolved around my time playing college baseball. My old teammates are still some of my best friends 15+ years later. Travelling to different places and being part of some good teams is something that can't be replaced. Another experience was getting to be a member in “Arnie's Army” while attending the 1999 PGA US Senior Open in Des Moines when I was in high school. Attending ASFMRA's Leadership Institute in September of 2016 is my most unique trip I have been on. I would highly recommend going if you have not gone yet.

### **Anything else you would like to share...**

I am a big Iowa Hawkeyes fan. This is both rare and detrimental in the ag field, but that is not going to change my mind and Iowa will always be known as the “Hawkeye State”!

# Ag Policy and the New Administration



On February 2, at 12:00pm CT, Stephen Frerichs will hold a webinar on Ag Policy and the New Administration. Stephen will take an early look into the Biden Administration and the 117th Congress, new members, chairs and ranking members, political appointees relevant to agriculture and the potential impact to agriculture policy. This webinar is free to ASFMRA members, \$25 for nonmembers.

You must preregister on the ASFMRA [website](#).

## January and February Anniversaries

Congratulations to the following members celebrating anniversaries with ASFMRA!

Kenneth Kirk, AFM - 01/18/72  
Gary Thien, AFM, ARA - 01/12/77  
Roger Christensen, AAC - 01/01/78  
David Jacobsen, AFM - 01/27/79  
Edwin Roach, ARA - 01/27/79  
Tom Volding, ARA - 02/19/79  
Jeffrey Obrecht - 02/19/79  
Randall Hertz, AFM - 01/27/80  
Joseph Trumm, AFM - 02/02/81  
Timothy Fevold, AFM - 01/17/83  
Richard Pringnitz, AFM - 01/17/86  
Dan Kriener, AFM - 02/28/86  
Kirk Petersen, ARA - 01/13/89  
Sharon Chism, AFM, ARA - 02/19/93  
Clifford Rossler, ARA - 02/19/93  
Chad McCollester, AFM - 02/06/98  
Chuck Schneider - 02/22/99  
Leo Smith - 02/17/00  
Jason Woods - 02/08/02  
Benjamin Price, AFM - 01/01/08  
John Yeomans, AFM - 01/01/08  
Randall Luze, AFM - 02/05/10  
Deb Stanbro - 01/06/11

Evan Summy - 02/01/11  
Karey Dirks - 02/14/11  
William Duey - 02/14/11  
Peter Smith - 01/16/12  
James Tonsfeldt - 02/23/12  
Paul Handsaker - 02/23/12  
Ryan Kay, AFM - 02/15/13  
Emily Oberbroeckling - 02/15/13  
Jacob Hartwig - 02/15/13  
Angela Bickford - 01/20/14  
Brent Duey - 01/20/14  
Jonathan Oltman, AFM - 01/21/15  
Adam Pick, AFM - 01/23/15  
Clint Kaller, AFM - 01/23/15  
Bradley Hayes - 01/23/15  
Emily Kann - 01/23/15  
Rick Shafer - 01/23/15  
Ronald Dunker - 01/23/15  
Chris Smith, AFM - 02/23/15  
Daniel Niemeier, AFM - 02/23/15  
Tim Ritland, AFM - 02/23/15  
Shelby Carey - 02/23/15  
Thomas Schutter, AFM - 01/14/16

Kyle Walker, AFM, AAC - 01/14/16  
Kristen Halbur - 01/14/16  
Michael Smothers - 01/14/16  
Rita Swales - 01/14/16  
Wendong Zhang - 01/14/16  
Gregory Bopes, AFM - 02/05/16  
Alejandro Plastina - 02/24/16  
Kathy Pettinger - 02/24/16  
Traci Schermerhorn - 02/01/17  
Leo Miller - 01/01/18  
Shane Brant - 01/17/18  
Costas Hatzipavlidis - 01/18/18  
Dale Kenne - 01/25/18  
Jolee Saddoris - 01/14/19  
Michael Koenecke - 01/17/19  
Austin Hively - 01/28/19  
Jesse Lochman - 01/30/19  
John Airy - 02/11/19  
Alex Mealy - 01/09/20  
Eric Heick - 01/15/20  
Tyler Weaver - 01/16/20  
Allison Bishop - 01/21/20  
John Nosbisch - 02/05/20

ASFMRA—Iowa Chapter

Traci Schermerhorn, Executive Director

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