

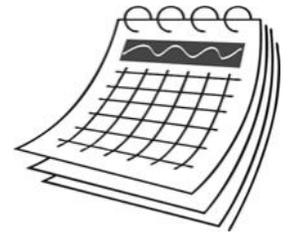


American Society of Farm Managers and Rural Appraisers Iowa Chapter

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 Soil Management and Land Valuation Conference: May 19, 2021—Ames, IA
- ASFMRA Education Week: July 13-24, 2021—La Vista, NE
- ASFMRA IA/IL Joint Summer Meeting: August 12-13, 2021—Davenport, IA
- ASFMRA National Meeting: November 2-5, 2021—Las Vegas, NV
- USPAP: December 7, 2021—Nevada, IA
- ASFMRA Iowa Chapter Annual Meeting: February 2-3, 2022—Des Moines, IA



President's Comments, Nathan Deters, AFM

March is half over already and spring is just around the corner, although the several inches of recent snow outside the window makes it seem a littler further away. I know a lot of people (myself included) have more “cabin fever” than usual this year, not only from a long winter, but also from an even longer Covid environment that has constrained everyone’s routines in one way or another. Just like signs of spring, we are starting to see signs of optimism on the pandemic front as well, and hopefully we can get back to a more normal lifestyle.



The Iowa Chapter has been affected by the pandemic as well. As most of you know, we held this year’s annual meeting virtually in early February. While we did miss the opportunity to network and rub elbows with associates we might only see once a year, the meeting went very well. We even got to enjoy a “snow day” on the second day of the meeting that normally would have caused travel related angst among the attendees and planners.

We had several great speakers including:

- Bruce Rastetter on Global Agriculture
- Eric Snodgrass on Weather
- Chad Hart with a Grain Market Update
- Iowa Secretary of Agriculture, Mike Naig, on Iowa Ag Issues

If you missed the meeting and would like to see the presentations, you can log in to the ASFMRA website and find them in our [Iowa Chapter Library](#).

I would like to give a mention of thanks to all who filled out the survey at the end of the meeting. I know this is an afterthought sometimes, but having served on the board for a long time I can attest to the value we receive from member's input. We do review the comments and keep them in mind as we make plans for upcoming meetings.

A couple weeks ago we held our joint meeting with the RLI Iowa Chapter. This meeting was held hybrid,
Continued

with roughly 25% of the attendees in person and the remainder online. The meeting went well, and is likely a template for future meetings as we become more familiar with the virtual format. Speaking as one of the in-person attendees, it was good to shake some hands and talk in the halls again.

Some of the speakers from the Spring Seminar included:

- Sean McMahon on Soil Health
- Bill Jennings on Real Estate Pattern Changes
- Steve Bohr on Macro Economics in Farm Transition

Presentations from this meeting can be found on the RLI website: rliiowachapter.com/spring-seminar

I want to personally invite you to take advantage of the upcoming events listed in this month's newsletter. We are moving back toward "normal" and it is good to have these events to look forward to.

Here's wishing you all a safe and productive spring!

Iowa Farm Land Rental Survey

Every year many farmers, landowners, and others want information about cash rental rates for farmland in Iowa. Although the final rate is a joint decision between the landowner and tenant, knowledge of typical rental rates is helpful in the negotiating process. As an ag professional with knowledge about cash rental rates in one or more counties, you can help Dr. Alejandro Plastina by completing this annual survey.

Your cooperation is appreciated and your individual replies are confidential. Please complete the survey by April 23, 2021. Surveys can be completed [online](#). Last year's survey results are available on [ISU's website](#).

Contact Alejandro Plastina with questions, plastina@iastate.edu or 515.294.6160.

Registration is Open for Education Week



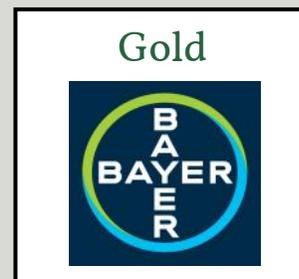
**Education
Week**

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.

Check out the great line up of classes online: www.asfmra.org/conferences/edu-week

Friends of the Iowa Chapter



ASFMRA Member Focus

Jeannie Fetrow

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



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

I graduated from ISU in 2003 with a Bachelor of Science in Agriculture Business. Then, I began my career at Farm Credit Services of America in the Webster City office on the lending team. After serving in various roles on the lending team, I accepted a job on the appraisal team in 2013 in the Perry office. In Perry, I focused primarily on bare land appraisals, obtaining my chattel designation, and working through the general certification process. In 2015 I had the opportunity to move to the Sioux City office, where I was responsible for covering several counties' appraisal needs in northwest Iowa. I received my general certification in 2017 and continued to become more proficient on highly improved and specialized ag properties. Most recently, I transferred to the Sheldon office, where I cover the same territory. In 2019, I returned to school at Bellevue University and am working to obtain a Master of Business Administration with an emphasis in Finance.

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

I became an ASFMRA member at the recommendation of my appraisal mentors. I remain a member as I see great value in the networking opportunities and continuing education benefits. When we, as appraisers, farm managers, and other ag professionals, collaborate, advocate, and work together, we make great strides in improving the industry and educating the public. I believe the ASFMRA is vital to maintaining the professionalism and relevance of ag appraisers in the future.

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

Growing up in the rural Duncombe area, I found my passion for agriculture at a young age. I remember riding bean bar, walking beans, and detasseling as young as 8 for a neighbor with a large row crop operation. It was fun to start earning money at such a young age! I worked for Northrup King and Land O'Lakes doing various jobs related to agronomy research in high school. Also, in high school, I obtained my CNA certification and worked nights in a nursing home. While at Iowa State, I continued working at Land O'Lakes and worked at the Iowa State Continuing Education Farm.

I was active in multiple sports and FFA in high school, serving as chapter president my senior year. I joined a professional ag sorority, Sigma Alpha, which presented me with excellent networking opportunities in college. Following college, I shifted my involvement focus to my kids' activities: soccer coach, baseball/softball coach, bowling coach, Sunday School teacher, Vacation Bible School volunteer, and youth group leader. I also served as church secretary for many years and was an active member in my local Rotary Club.

More recently, my involvement has shifted again, focusing much of my time on our internal appraisal team. I currently mentor one appraisal trainee who is nearing general certification and will have another mentee soon working toward obtaining appraisal trainee status. I am involved in our engagement team and participate in our internal review team when possible. I appreciate the culture of change at Farm Credit Services of America and am looking forward to participating where possible as new technologies are developed to improve efficiencies on the appraisal team. Outside of FCSAmerica, I am involved with ASFMRA as a director on the Education Foundation and serve on our local FFA chapter's advisory council.

On a personal note, I live in Milford with my fiancé, Brian, an agronomist at MaxYield Coop. We are excited to be planning a post-COVID wedding for the summer of 2022. Brian and I have a blended family with five children: Ethen will be a junior at Cal Poly majoring in Landscape Engineering; John will be attending Iowa Central's Diesel Tech program; Aveary will be a sophomore at Northwest Missouri State majoring in Ag Business; Laci will be a freshman at the University of Nebraska majoring in International Business and Corporate Accounting; and Eli will be a first grader! We have a family trip planned for the end of July to the Black Hills, and getting this group of kids together is entertaining, to say the least! In my spare time, I enjoy traveling, hiking, reading, cooking, baking, and CrossFit.

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Describe a couple memorable or unique experiences in your life.

One of the most memorable experiences in my life has been the relationships developed among my appraisal teammates at FCSAmerica. It's my second family, and the support we provide each other to succeed individually and as a team is fantastic! My mentors will always be my mentors no matter the experience or knowledge I gain, and I value the contributions they have made in my appraisal career.

Similarly, the relationships developed via the Iowa ASFMRA Chapter have had a substantial effect on my career. With this group, collaboration is inevitable, and the assistance we provide to each other makes our jobs much more manageable!

Iowa Corn Checkoff Dollars at Work in Emerging Markets

At Iowa Corn, we know trade matters, that is why the Iowa Corn Promotion Board (ICPB) invests checkoff dollars to partner with the U.S. Grains Council (USGC) to build demand for corn in all forms around the world. Farmers, landowners, farm managers, and allied industries can be assured these checkoff dollars are being spent to benefit them and everyone's bottom dollar as 32% of U.S. gross farm income comes directly from exports. By acting as a bridge between U.S. suppliers and international customers, USGC develops markets to enable trade for all. Ryan LeGrand serves as the president and CEO of USGC, making his knowledge in the promotion of the global use of U.S. corn, ethanol, and dried distiller's grains invaluable. Iowa Corn leans on industry professionals and partners such as LeGrand to keep us informed on programs in over 50 countries. Below are questions answered by LeGrand gathered from Iowa farmers across the state about the 2021 year ahead.

Can you expand on the strong corn exports the U.S. is seeing right now and where that corn is headed around the globe?

U.S. corn exports are off to a great start in the 2020/2021 marketing year. Having China make large purchases of U.S. corn over the first five months of the marketing year has been a big boost to U.S. corn export sales and shipments and has us on pace to potentially break the previous annual record. We have seen strong sales and shipments to our expected big buyers of corn such as Mexico, Japan, Colombia and South Korea, as well as the markets in Central America, Guatemala, Costa Rica, Panama, Nicaragua and Honduras. This marketing year we have seen markets like Taiwan, Peru, Morocco, Algeria, Tunisia and Egypt buying U.S. corn, compared to last year when buying from these markets was down. While China makes all the headlines, we do have good steady corn export business to several other key markets.

How can the National Corn Growers Association (NCGA) and USGC work together to benefit farmers in trade agreements?

It's critical we work together because we all play different roles in the process. The USGC collects information from overseas customers and stakeholders to transmit to the rest of the industry and to the U.S. government, including direct work with the United States Trade Representative (USTR) and United States Department of Agriculture (USDA). NCGA and all the state organizations also work with USTR and USDA, as well as Congress, to assert policy and priorities. ICPB works primarily with USGC, and ICGA with NCGA, to ensure the farmer voice is heard in the process of priority development, as well as in asking of our government what farmers really need to be successful. This process requires a lot of conversation and coordination but produces a product for Iowa corn farmers made stronger by lots of input and opinions.

What is the most exciting thing in global corn demand that you're proud to be a part of in the next five years?

I'll say two things. First, while working to keep the current strong corn buying going, the Council continues to look for the next new expanding corn market in the next 5-10 years. That could be Nigeria, Kenya, Myanmar or several other markets on our radar. Second, to continue our commitment to exporting U.S. feed grains in all forms globally. Our ethanol programs, our DDGS and other corn co-products programs, and our commitment to expand consumption of meat, milk and eggs globally can be met with locally produced animal proteins in combination with imports of U.S. meat, milk and egg products.

What's our biggest hurdle to exporting grain to many countries? How can we overcome that?

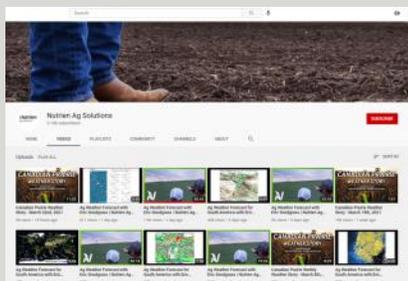
There is no one-sized-fits-all barrier to grain exports — overseas sales are more complex. For long-term success, we know we need strong trade policy to give us access to markets; robust market development in-country to help us prove to new customers that our products are the best and to show existing customers how to make the most of their purchases from the U.S.; strong defense of our products when we run into market barriers, as well as response mechanisms when there are problems contracting, shipping, etc.; and a strong domestic industry to continue to produce and ship high-quality grains, year in and out.



Carrie Dodds, Director of Grower Services

For more questions about checkoff dollar investments contact Iowa Corn's Director of Market Development, Grant Menke at gmenke@iowacorn.org. Interested in joining 7,500 other Iowa corn farmers and becoming a member? Contact Director of Grower Services Carrie Dodds at cdodds@iowacorn.org today!

Ag Weather Forecasts with Eric Snodgrass



One “bright side” of COVID is that we were able to have several high caliber speakers present at our virtual meetings that are normally hard to book with their busy schedules.

Meteorologist, Eric Snodgrass, is one such presenter that we've tried to have speak for a couple years and haven't been able to coordinate schedules. However, with travel restrictions, Eric was able to present at both our 2020 Joint RLI Meeting and our 2021 ASFMRA Iowa Chapter Annual Meeting. In our surveys, attendees spoke very highly of Eric.

He does a regular forecast that is posted on Nutrien's YouTube channel. If you are interested in following Eric's forecasts, you can do so on his [channel](#).

ISU Soil Management Land Valuation Conference

Sponsored by the ISU College of Agriculture and Life Sciences and ISU Extension, the Soil Management and Land Valuation Conference will be offered virtually via Zoom on **Wednesday, May 19 from 8am-3:30pm**. Six hours of CEU for real estate and appraiser has been requested.

This year's program will examine issues in rural property management, appraisal, and sale/purchase, as well as agricultural policy. Seven current issues and their implications to soil management and land valuation will be presented by leading experts in (1) agricultural policy priorities in 2021 from leading congressional staffer and USDA official, (2) agricultural carbon credits program for farmers, (3) weather outlook and its impacts on agricultural production, (4) how coalition to support Iowa farmers are helping livestock producers, (5) agricultural market outlook, (6) the impacts of COVID-19 pandemic on land and asset values, and (7) key developments in agricultural law and regulations such as the WOTUS rule.

Register online: <https://www.regcytes.extension.iastate.edu/smlv/>

March and April Anniversaries

Congratulations to the following members celebrating anniversaries with ASFMRA!

Richard Isaacson, AFM, ARA - 03/19/77	Robert Regenwether, AFM - 04/21/95	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	Gerald 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
Vernon Greder, ARA - 03/29/85	Michael Tometich - 03/12/99	Carrie Seidel - 04/23/18
Brian Linnemeyer, ARA - 03/06/87	John Van Zee - 04/16/99	Alanda Meyer - 03/06/19
Ed Brown, ARA - 03/19/88	Paul Mausser, AFM - 04/30/04	Tony Jennings - 03/12/19
Jon Sickelka, AFM - 03/22/91	Joel Klemish, ARA - 03/02/07	Cody Wernimont - 04/30/19
Kenneth Schmitt, AFM - 03/27/92	Clint Freund, AFM - 03/25/13	Olivia Schlarman - 03/06/20
Paul Sickler, AFM - 03/27/92	Jeff Jorgensen - 04/03/13	Colton Lacina - 04/16/20
Thad Naeve - 03/17/95	Joel Ambrose - 03/21/14	

ASFMRA—Iowa Chapter

Traci Schermerhorn, Executive Director

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