

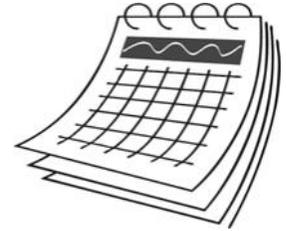


American Society of Farm Managers and Rural Appraisers Iowa Chapter

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 Education Week: July 13-24, 2021—La Vista, NE
- ASFMRA IA/IL Joint Summer Meeting: August 12-13, 2021—Davenport, IA
- ASFMRA Leadership Institute: September 15-17, 2021—Des Moines, 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—Ames, IA



President's Comments, Nathan Deters, AFM

Greetings Iowa Chapter Members:

It is good to have spring here, and for most, a good planting season behind us. The upcoming summer offers some great opportunities for education and networking. After the past year, I'm sure everyone will welcome the chance to get together in person again.

Leading off is **Summer Education Week** in La Vista, NE. July 13-24, 2021.

This meeting will provide an excellent chance to pick up farm management and appraisal classes for our members working towards accreditation. On Tuesday July 20, Ringman Training and a tour of Midwest Labs will be an interesting chance for all members to broaden their horizons, maybe move a little out of our comfort zone, and pick up some continuing education hours. Sign up is available now on the national [website](#).

Next on the agenda for this summer is the **Iowa/Illinois Joint Meeting and Tours** in Davenport, Iowa, August 12 and 13. The organizers of this meeting have put together what looks to be a great mix of tours and education opportunities while giving a chance to rub elbows with our friends on the "east side of the river." [Registration](#) is open now for this meeting.

Finally, a favorite of everyone who has attended it, **Leadership Institute**, is back. A change this year is that it will be held in Des Moines, September 15 through 17. The plans are still in process, but the goal is to provide an opportunity for a mixture of face-to-face with political figures and leadership training similar to past events, but in a new venue. The central location will make it easy to attend, so keep an eye out for more information to come.

Our leadership team met with multiple venues this year to find the most affordable and convenient location for our **2022 Iowa Chapter Annual Meeting**, I'm pleased to share that we were able to work out an acceptable budget to keep the meeting at Iowa State.

I hope you all have a good start to summer, and look forward to seeing you at some great upcoming ASFMRA events!



Iowa Chapter Seeks Accredited Mentors



One of the key benefits of membership with ASFRMA is the ability to obtain the ARA, AFM, RPRRA and AAC accreditations. Obtaining these designations takes commitment and dedication. We currently have several members going through this process and we would like to help show them support from our chapter.

If you are an accredited member and would be interested in helping support those going through the process, please contact [Kyle Walker](#), 515-291-5766.

If you are currently in the process of getting accredited (and haven't already given your information to Traci), please contact [Traci Schermerhorn](#), 515-633-7993 so we can keep track of Iowa members who are going through this process.

ASFMRA National Committee Volunteers Needed

ASFMRA members may apply to serve on nine different committees beginning in 2021-22. Volunteers are needed on the following committees:

- Appraisal Education and Accreditation Committee
- Bylaws Committee
- Ethics and Standards Committee
- Education Foundation Legacy Funding Committee
- Government Relations Committee
- Management/Consulting Education and Accreditation Committee
- Membership Committee
- Nominating Committee
- Young Professionals Network Leadership Committee

In addition, applications and nominations will be accepted for openings on the ASFMRA's Executive Council, including the roles of First Vice President and Academic Vice President.

While term lengths and requirements differ depending on the committee, all who are selected would begin their duties in October 2021. Members may apply for multiple committees, but must complete a separate application for each position. Those selected or elected to serve will be notified in mid-August.

A brief overview of each position and the application are available [online](#). The application deadline is Friday, June 4, 2021.

Friends of the Iowa Chapter



ASFMRA Member Focus

Kyle Walker, AFM, AAC

Each issue of the ASFMRA Iowa Chapter newsletter will focus on one of our members. This month we introduce Kyle Walker, AFM, AAC. Kyle is one of our ASFMRA Iowa Chapter Directors.

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

I grew up in West Central Iowa and graduated from Iowa State University in 2004. I started working for Peoples Company nearly eight years ago, managing farmland throughout central and southern Iowa. I currently oversee the Land Management Division for Peoples Company and manage assets across the county. I also complete consulting projects and court ordered receiver / referee work. I am an Accredited Farm Manager (AFM) and Accredited Agricultural Consultant (AAC) and work out of the Peoples Company Indianola, IA location.



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

I appreciate the networking events and continuing education opportunities which are provided by the society. The Iowa Chapter has great members and I enjoy interacting with them on a regular basis. I also like attending the national conference and going to places like Vegas, Savannah, and Louisville. Peoples Company believes membership in the ASFMRA is important both professionally and personally. We encourage new employees to become members within the first year of employment.

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

My wife (Jessica) and I have two children, Hailey (13) and Holden (8). We also have two dogs, an English Bulldog and Goldendoodle. Most people don't know that I have a twin brother who lives in Houston, Texas. I also have a younger brother who lives in Cedar Rapids. My hobbies include traveling with my family, playing golf a couple times a year, and bow hunting.

Describe a couple memorable or unique experiences in your life.

Some of the most memorable experiences in my professional career are centered around managing farms throughout the country. I enjoy traveling and seeing how different crops are produced in diverse geographic regions and climates.

FFA Committee Judges Leadership Conference

Five members of the Iowa Chapter had the privilege of attending the Iowa FFA Leadership conference in Des Moines on April 19. Participating were Mollie Aronowitz, Kraig Van Hulzen, Nathan Deters, Joel Ambrose and Carrie Seidel.

Our job was to judge the presentations of approximately 10 schools in the Agriculture Issues and Perceptions Contest. Each team picks a current topic in agriculture and develops a presentation in which 5-8 members participate. In addition to our group, each team has already typically presented to home town groups, so we were seeing a more "polished" presentation in most cases.



All in all, it was a great opportunity to see some future leaders of agriculture in action, and give some feedback to them during the question and answer portion after their presentations. The winner goes on to the National FFA contest this fall.

IDALS Crop Insurance Discount Program

Kate Bussanmas, Iowa Department of Agriculture and Land Stewardship

Many of you are familiar with the multiple state and federal cost share programs available for cover crops. As you talk with your clients regarding their fall cover crop needs, be aware of a lesser-known program that exists to help producers get cover crops on those acres not otherwise cost-shared.

Under a joint, ongoing project administered by the Iowa Department of Agriculture and Land Stewardship (IDALS) and USDA Risk Management Agency (RMA), farmers who plant cover crops in the fall may be eligible for a \$5 per acre reduction on their cash crop insurance premiums the following spring. Interest in the program continues to grow and new farmers and fields join each year. Since the program began over four years ago, nearly 1,700 farmers and landowners have enrolled more than 500,000 acres of cover crops in the crop insurance discount program.

The Crop Insurance Discount Program was designed with simplicity in mind:

- **Verified cover crops are eligible for up to \$5/acre** in crop insurance premium reductions.
- **There is currently no limit on acres per individual**, though the total available funding cannot be exceeded.
- Unlike other state/federal programs, there is **no cap** on the acres that can be applied for, or limits on the amount of state premium subsidy that can be received, up to the amount under contract with RMA.
- **Sign-ups are eligible AFTER cover crops have been seeded in the fall.** This helps prevent changes to the application if acres or fields seeded to cover crops were to change.
- **Acres enrolled in another state or federally funded program are NOT eligible.**
- **Some policies may be excluded** such as Whole-Farm Revenue Protection or those covered through written agreements.

Approved crop insurance premium discounts are applied to bills by RMA through normal crop insurance processes. Participating farmers must follow all existing good farming practices required by their policy and work with their insurance agent to maintain eligibility.

The application process is fully online and can be completed by the producer or their crop insurance agent using information found on their current FSA-578 Report of Commodities Form or crop insurance policy. **Sign up is currently closed. The next application period will open in Fall 2021.** Look for a future sign up announcement in this newsletter, or contact kate.bussanmas@iowaagriculture.gov to be added to our mailing list.

For additional information about the program including complete rules, fact sheets and frequently asked questions please visit <https://www.cleanwateriowa.org/cropinsurancediscount>.

Kate Bussanmas is the Assistant Director for the Division of Soil Conservation and Water Quality at the Iowa Department of Agriculture and Land Stewardship. She also administers the Crop Insurance Discount Program. You can contact Kate at kate.bussanmas@iowaagriculture.gov

NCAA Pool Raises Money for Education Foundation

Thank you to those who participated in our NCAA Bracket Fundraiser! This fun competition helped us raise a couple hundred dollars for the Iowa Chapter Education Foundation.

Congratulations to **Mike Nissly** for coming in first place!! Our runner-up was **Sam Harper**. Mike and Sam will both receive a free registration to our 2022 Annual Meeting.

We hope you will join this fundraiser for the 2022 March Madness Bracket Challenge



Iowa Corn Opportunities Providing Valuable Tools to Corn Farmers

Iowa Corn's mission is to create opportunities for long-term Iowa corn grower profitability. Part of this mission includes helping create and support agriculture companies that could provide valuable tools and resources to better help farmers, landowners, farm managers, and allied industries achieve success and profitability within their operation. That is why the Iowa Corn Opportunities, LLC (ICO) was created, with the belief everyone benefits from a strong agriculture economy where agriculturists and rural communities gain increasing benefits and profits while investing in new value-added agriculture business opportunities. ICO seeks out investment opportunities and partners that will deliver positive outcomes to Iowa corn farmers.

Essentially ICO is a dedicated investment fund established by Iowa Corn Growers Association (ICGA) and managed by a board of farmers and industry advisors. ICO networks with other established equity funds and sources of capital to jointly evaluate and invest in new agricultural business opportunities. The board also networks with companies and source of capital outside Iowa to encourage more investment in companies that matter to Iowa's corn industry.

"ICO serves as an incubator for ag-based start-ups and their opportunities for growth. Over time, we have seen these successful companies deliver benefits to farmers in the form of new markets, new technologies and new products. As an ICO director, I advocate for new ideas and ventures from the ag community that might not get a hearing in other business arenas. Not every investment is a homerun but, over the last decade, the ICO portfolio has easily been a winner for farmers," Mark Muller, ICO board member, ICGA director and farmer from Waverly,

A recent ICO investment is FarmlandFinder, an online marketplace for

farm land. The Des Moines based company is working to bring transparency and liquidity to the agricultural real estate market by providing a digital framework for farmland transactions to occur.

FarmlandFinder has often been referred to as the Zillow for agricultural land. "We couldn't ask for a better partner and we're proud to have association with Iowa Corn. Not only do they put the farmer-first, but their values also help us keep the farmer's perspective in mind as we push the boundaries of the status quo. In agriculture, nothing truly industry-changing has been done without putting the farmer at the center. We're grateful that Iowa Corn embodies this ethos & drives us to do the same," said Steven Brockshus, FarmlandFinder founder and 5th generation dairy farmer from North West Iowa.

Investments like Tractor Zoom and FarmlandFinder are hopefully providing new tools for Iowa corn farmers when making decisions that will impact their farm profitability. "ICO wants to bring the value to the corn farmer and explore new ideas and businesses that can do just that," said Mueller.

To continue reading the full article visit www.iowacorn.org/Roots and find the March 2021 Roots edition.

Interested in joining 7,500 other Iowa corn farmers and becoming a member? Do you have question about ICGA in general? Contact Director of Grower Services Carrie Dodds at cdodds@iowacorn.org today!

IOWA CORN[®]



Carrie Dodds, Director of Grower Services

March and April Anniversaries

Congratulations to the following members celebrating anniversaries with ASFMRA!

John Cotton - 06/24/63

James Frevert, AFM - 05/31/64

Charles Wearda - 06/01/76

James Rebhuhn, AFM - 06/20/80

Kirk Weih, AFM - 06/20/80

Marvin Borcharding, AFM - 06/03/81

Calvin Dickson, AFM - 06/23/84

L. Craig Harris - 06/21/85

Tim Pick, AFM - 05/08/87

Dennis Reyman, AFM, ARA - 05/07/93

Stephen Baade - 05/07/93

David Thien, AFM - 05/31/96

Adam Sylvester, AFM - 06/14/99

Benjamin Watson, AFM - 06/14/99

Thomas Carlson, AFM - 06/14/99

Larry Fishback - 06/18/99

Troy Louwagie - 06/09/00

Morgan Troendle, AFM - 06/04/09

Michael Koopmans - 05/13/10

Chad Husman, AFM - 06/06/11

Travis Nissen, ARA - 05/18/12

Brian Olson, AFM - 06/29/12

Erin VanderHeiden - 06/13/14

Steven Johnston - 06/27/14

Mollie Aronowitz, AFM - 05/12/16

Adam Meyer, AFM - 05/26/16

Colin Hogrefe, AFM - 05/26/16

Justin Bahr, AFM - 06/23/16

Craig Welter - 06/29/18

Jennifer Plate - 05/06/19

Jake Miller - 05/20/19

ASFMRA—Iowa Chapter

Traci Schermerhorn, Executive Director

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☎ 515.633.7993

✉ IowaASFMRA@gmail.com

ASFMRA IOWA & ILLINOIS SUMMER MEETING

AUGUST 12-13
DAVENPORT, IA

Register on the
ASFMRA
website!

[www.asfmra.org/
education](http://www.asfmra.org/education)

\$125 includes tours
and education.
\$55 for social

Holiday Inn & Suites
4215 Elmore Ave
Davenport, IA
(563) 344-2900

Hotel rooms can be
reserved online. Use code
"ASFMRA" to get our
group discount

Questions? Contact:
Carroll Merry
262-253-6902

Traci Schermerhorn
515-633-7993

CEU has been requested for
both IL and IA.

AUGUST 12, 8:00-1:30

Tour - US Army Rock Island Arsenal

Tour - Wyffels Hybrids in Geneseo, IL
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AUGUST 12, 2:00-5:00

US Beef Outlook, Dustin Ahern - RaboResearch

High Impact Meteorology: Weather Risk in
Production Agriculture, Eric Snodgrass - Nutrien

New Tech Toys for Agriculture, Willie Vogt - Farm
Progress Publications
.....

AUGUST 12, 6:00-9:00

Social and Dinner - Celebration River Cruise
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AUGUST 13, 8:00-12:00

From the Bottom Up: How a Young Man with a Small
Boat Changed our Nation's Rivers,

Chad Projacke - Living Waters & Land Project

Land Value Trends Across the Midwest,
Dr. Gary Schnitkey - University of Illinois

Factors Shaping the Ag Markets in 2021 and Beyond,
Dr. Chad Hart - Iowa State University

What's Next in Ag Equipment Connectivity:
Automation and Data, Kendal Quandahl and Kirk
Wesley- Case IH