

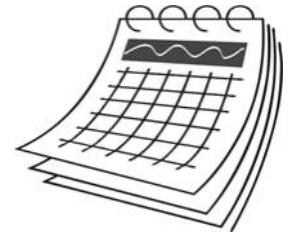


American Society of Farm Managers and Rural Appraisers Iowa Chapter

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

- USPAP: December 7, 2021—Nevada, IA
- ASFMRA Iowa Chapter Annual Meeting: February 2-3, 2022—Ames, IA
- ASFMRA/RLI Joint Spring Seminar: March 30, 2022—Ankeny, IA
- ASFMRA Education Week: July 2022 — Des Moines, IA



President's Comments

Nathan Deters, AFM

Greetings Iowa Chapter Members,

November has been busy for everyone finishing up harvest and making early plans for next year. The Iowa Chapter Board has been busy as well. We met earlier this month to finalize plans for our annual meeting. Our slate of speakers has come together very well and we are looking forward to a great program. Highlights of our speaker line-up include:

- Nathan Kauffman—US Ag Economic Outlook
- Kaj O'Mara—Weather Forecasting: What We Can and Can't Do
- Ron Rabou—When a Farm is More than Just a Farm
- Lisa Schulte Moore—Clarifying Carbon Opportunities for Iowa Agriculture
- Ed Usset—Five Common Mistakes in Grain Marketing



We are also looking forward to being back in person at Scheman Auditorium. Please mark your calendar for February 2 and 3, 2022, it will be great to see everyone again.

A big topic in agriculture this year is the increase in land values. Dr. Wendong Zhang is busy accumulating data for the release of the widely followed ISU land value survey in early December. Please help out Dr. Zhang with land sales information from your area by December 1. As in all surveys, the more responses the better. (See article later in the newsletter on how to submit your data.)

A thank you is in order for the leadership you as members provide to our organization on both the state and national levels. It is your involvement that makes our organization such a rewarding one to be a part of. Morgan Troendle is currently contacting members to fill chapter committees for next year. I encourage you to consider serving if you are contacted by Morgan. Your time and talent will help make our organization even stronger.

I wish everyone Happy Holidays.

Register for USPAP Today

Date: Tuesday, December 7, 2020 from 8:00 AM to 5:00 PM
Location: Hertz Farm Management Office: 415 S 11th St, Nevada, IA 50201
Registration Fee: \$250 member, \$300 nonmember

Online Registration: <https://www.asfmra.org/education/education-calendar>



Uniform
Standards
for Professional
Appraisal Practice
(USPAP)

The underlying theme of all sections are USPAP requirements for ethical behavior and competent performance by appraisers. Discussion will focus on specific USPAP revisions and afford you the opportunity to apply this information through case studies and a review of frequently asked questions and responses of various USPAP topics. The material emphasizes the role of the appraiser, the appraiser's impartiality associated with this role, and helps clarify concepts such as scope of work and when USPAP applies. The special responsibilities of the appraiser with regard to impartiality are explored in detail.

Appraiser Needed for Iowa Appraisal Board

In the past, ASFMRA Iowa Chapter members, Fred Greder and Jim Pooley have served on the Iowa Appraisal Board. Both of their terms have ended, which means our organization no longer has a "seat at the table." The ASFMRA Chapter board of directors thinks it's important to have a member connected to the Appraisal Board and would like one of our members to volunteer to serve.

The purpose of the Appraiser Board is to examine candidates, issue certificates, investigate violations and infractions of the law and rules, revoke, suspend or administer other disciplinary sanctions to persons found to be in violation of the law and/or administrative rules. The Board consists of seven members, two of whom shall be public members and five of whom shall be appraisers. All Board members are appointed to three-year staggered terms by the Governor and are subject to confirmation by the Senate. Iowa is a voluntary certification state.

If you are interested in learning more, please contact Traci Schermerhorn, iowaASFMRA@gmail.com.

Early Career Award

The Early Career Award is given annually by the ASFMRA Iowa Chapter at our annual meeting. The Early Career 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 \$750 cash award to be used for expenses to attend an ASFMRA annual meeting, an ASFMRA education class required for accreditation or the ASFMRA Leadership Institute.



Friends of the Iowa Chapter



ASFMRA Member Focus

Terry Kestner, ARA, RPRA

Each issue of the ASFMRA Iowa Chapter newsletter will focus on one of our members. This month we introduce Terry Kestner. Terry has served ASFMRA in many roles, including District Vice President. He currently is a director on the Iowa Chapter Foundation Board.

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

Raised on a sesquicentennial farm near Quincy, IL where we raised corn, soybeans, wheat, hay, cattle and hogs which was the start of my ag experience. Received college degrees at John Wood Community College, Western Illinois University and Kaplan University. Received the ARA accreditation in 1995 and the RPRA accreditation in 2008.

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

I have been a member of the Illinois Chapter since 1989, so when I moved to Iowa I never gave a second thought to joining as I know the importance of the networking and education.

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

My family includes my wife, Diane, of 21 years, two daughters – Kelly (Junior at Luther College), Jill (Freshman at Illinois State University) and stepson Nathan Clark (wife Kimberlynn) in Wasilla, Alaska.

Describe a couple memorable or unique experiences in your life.

When I lived in Illinois I officiated football, basketball, softball and baseball for over 15 years. Highlights from these opportunities was the opportunity to be involved in sports that I was not fortunate to do in high school. My highlights included working the Illinois High School Football Finals in 2001 and the Junior League World Series (13-15 year olds - part of Little League) in 2008. My wife took a picture that was included in an [article](#) for the alumni news from my alma mater that also ended up on a book cover.

Anything else you would like to share....

I would not have had the opportunities that have been granted to me without help from the friends I have made in ASFMRA and networking with the members. We all regularly hear that you cannot put a price on the networking value and for myself, that is very true.



Iowa State Land Values Survey



Dr. Wendong Zhang is conducting the 2021 Iowa Land Value Survey again, and he needs your assistance! Your expert opinions on the land market are needed to generate estimates for all 99 Iowa counties.

If you haven't already, you can participate in the [online survey](#) before December 1. He especially needs help with the following counties: Adams, Clarke, Crawford, Dallas, Decatur, Emmet, Floyd, Fremont, Greene, Howard, Keokuk, Lee, Mahaska, Palo Alto, Scott, Taylor, Van Buren, and Wapello. You can provide responses for these low-response counties even if you already provided estimates for others. Questions or comments—please contact Wendong at wdzhang@iastate.edu or 515-294-2536.

A news conference will be held at 10:00AM on Tuesday, December 14 to announce the results of the 2021 Iowa Land Value Survey. Please note the change in location from previous years—the conference will take place in room 0009 of Curtiss Hall on the ISU campus in Ames.

For those who can't attend the conference, a livestream will be available on [YouTube](#).

ASFMRA 2021 Annual Conference

The ASFMRA Annual Conference was held November 2-5, 2021 in Las Vegas, NV. The Iowa Chapter was well represented in attendance, award recipients and newly accredited members. For the third year in a row, The Iowa Chapter received the Patron Chapter award. To obtain this award, chapters must meet requirements that have been identified as key to a chapter's success such as membership growth, member accreditation, hosting education meetings and YPN events.

The following Iowa Chapter members were awarded with national awards and accreditation.

- **Senator Charles Grassley** - Carl F Hertz Distinguished Service award (not pictured)
- **Ryan Kay, AFM, ALC** - Bayer CropScience Early Career Award
- **Kyle Walker, AFM, AAC** - Syngenta Farm Manager of the Year Award
- **Dennis Reyman, ARA, AFM** - H.E. Stalcup Excellence in Management Education Award



The Accreditation Ceremony recognized newly Accredited Rural Appraisers (ARA) and Accredited Farm Managers (AFM). Iowa Members receiving these prestigious designations included: **Kyle Bell, AFM, Peter Isaacson, AFM, Colton Lacina, AFM, Jake Miller, AFM and Kathy Pettinger, ARA** .



Thank you to **Dennis Reyman, ARA, AFM** for serving as national ASFMRA President in 2021. Doug Hodge, ARA, of the Michigan Chapter, officially took the gavel from Dennis at this year's Annual Conference.



New 2021 ASFMRA Members



Cyndi Bean
Growthland
Associate Appraiser/
Advanced Appraisal Analyst



Steve Bruere
Peoples Company
President



Lindsey Fuessley
Farm Credit Services of America
Real Estate & Chattel Appraiser



John Garlock
Peoples Company
Limited License Appraiser



Nick Hoffman
Hertz Farm Management
Farm Manager



Sharon Jacobson
Farmers National Company
Appraiser



Jackson Roth
Hertz Farm Management
Farm Manager



Caleb Schroeder
Farm Credit Services of America
Real Estate & Chattel Appraiser



Brent Swart
Cotton Grave Farm Management
Owner/Farm Manager

Not Pictured: **Blake Arnold** (Hertz Farm Management), **Jeffrey Cuddeback** (Southeast Iowa Real Estate Services), **Mandy Hoistad** (Northern Plains Appraisal), **Paul Anderson** (Peoples Company), **Tanner Knowlton** (High Point Land Company), **Devin Lansing** (Hertz Farm Management) and **Dean Schott** (TopAg Services)

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

William Holstine, AFM, ARA, AAC - 12/06/74

Gary Grave - 11/29/77

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 Tritle - 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

Landon Foster - 11/13/18

Jessie Ward - 12/18/18

Dylan Daehn - 12/12/19

Susan Graves - 12/12/19

Michael Henter - 12/12/19

Matthew Kruse, AFM - 11/03/20

Dalton Hamm - 11/11/20

Spencer Collins - 11/20/20

Tiffany Poen - 11/20/20

Stuart Tiedemann - 11/20/20

Brian Skow - 12/04/20

ASFMRA—Iowa Chapter

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