

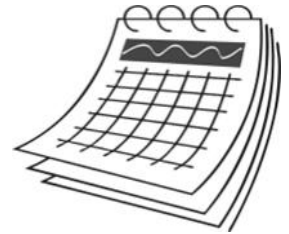


American Society of Farm Managers and Rural Appraisers Iowa Chapter

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 Annual Meeting: November 11-17, 2023—Nashville, TN
- USPAP: December 6, 2023—Nevada, IA
- ASFMRA Iowa Chapter Annual Meeting: Jan 31- Feb 1, 2024—Ankeny, IA
- ASFMRA/RLI Spring Seminar: March 20, 2024—Ankeny, IA



President's Comments

Grant Aschinger, AFM

Where did summer go? I'm sure a lot of you said the same thing while flipping the calendar from July to August. Fall sports practices have started and kids will be back to school in a couple of weeks.

Now that the last pass of fungicides has been applied, it is time to look back and assess how we have done to this point and start making plans for next year. Hopefully, some of your planning includes the National ASFMRA meeting in Nashville in mid-November. This is the biggest and best event our organization hosts and this year's program looks excellent. An added bonus is getting to visit the city of Nashville. Hopefully, you can find the time to attend and network with your peers.

Recently, the Iowa Chapter partnered with our friends from Missouri and Kansas to hold a joint meeting in the Kansas City area on August 3-4. The tours were great. The Roasterie coffee company was a crowd favorite by all, including the non-coffee drinkers (like myself). We toured the Steamboat Arabia museum, enjoyed some locally produced sheep milk cheese (Yes that is really a thing) at Green Dirt Farm, and got to visit KC Cattle Co., a Veteran-owned wagyu beef farm. My personal favorite was the Holladay Distillery, the oldest distillery west of the Mississippi River, where we witnessed how Missouri bourbon is made. The samples were nice too. Continuing education was also on the agenda. Iowan, David Whitaker gave a very energetic talk about developments and uses of new technologies. Gary Haer provided a renewable fuels update and Francisco Scott gave us a macroeconomic update from the Kansas City Fed.

Please continue to refer new and existing professionals to our chapter. We need to keep our Patron Chapter streak alive. We are currently short two members to reach the membership growth requirement for this status.



Mark your Calendar for USPAP

Date: Wednesday, December 6, 2023 from 8:00 AM to 5:00 PM

Location: Hertz Farm Management Office: 415 S 11th St, Nevada, IA 50201

Instructor: Jeff Berg, ARA

Registration: \$250 member, \$300 nonmember, [Registration Link](#)

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.

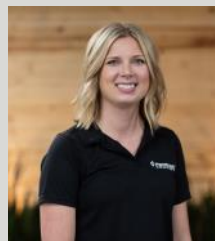
Welcome New ASFMRA Iowa Members!



Mac Chilton
Growthland
Farm Manager



Daniel Ganz
Hertz Farm Management
Farm Manager



Kristen Halbur
Peoples Company
Appraiser



Alexis Stevens
Farm Management Specialist
ISU Extension & Outreach

Not Pictured:

Trace Bolsinger
Bryce Carpenter
Jake Costanzo
Nate Downey
Renae Mitchell
Don Putz
Trevor Salisbury
Jessie Ward
Katie Welter

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Farmland Ownership and Tenure Survey

Wendong Zhang, Cornell University

Conducted by Iowa State since the 1940s, the Iowa Farmland Ownership and Tenure Survey—completed every five years—focuses on forms of ownership, tenancy, and transfer of farmland in Iowa, and the characteristics of landowners. The latest survey was conducted in July 2022 and was led by Wendong Zhang at Cornell University (wendongz@cornell.edu) and ISU PhD student Jingyi Tong (jitong@iastate.edu). The [full report](#), the [slides](#), and a [summary of leasing practices](#) are available online.

Using a statistically representative sample of Iowa landowners in July 2022, this study provides a critical update to the Iowa Farmland Ownership and Tenure Survey series and a forty-year perspective (1982 to present) on many aspects of land ownership, tenure, acquisition, succession, and characteristics of landowners, including non-operator landowners, farmland rental agreements, and the financing of farmland. The 2022 survey also added questions on the use of working land and edge-of-field conservation practices on Iowa farmland, the developments with trusts, and potential transfers to beginning farmers. This survey carries out an Iowa legislative mandate and represents a nationally unique study that has been conducted every five years since the 1980s to better understand agricultural land ownership, tenure, and transfer.

The 2022 survey revealed many policy-relevant trends in the ownership, tenancy, and transition of farmland as well as characteristics of farmland owners. Below are some of the highlights:

- Eighty-four percent of Iowa farmland is owned free of debt, which represents a significant increase from 62 percent in 1982 and a further hike from 82 percent in 2017.
- Two-thirds of farmland is owned by people 65 years or above and 37 percent of farmland is owned by people aged 75 and above. In contrast, only 29 percent of Iowa farmland was owned by people 65 years or above in 1982.
- Forty-six percent of farmland is owned by women, and 13 percent is owned by female landowners over 80.
- Fifty-eight percent of farmland is leased, with the majority of farmland leases being cash rental arrangements. In particular, the share of Iowa farmland rented out via fixed or flexible cash rental contracts is at a record high level of 51 percent, of which fixed cash rent was the most popular lease covering 42 percent of Iowa farmland.
- Thirty-seven percent of Iowa farmland is primarily owned for family or sentimental reasons, which represents a significant increase from 29 percent in 2017.
- There is a continuous shift away from sole ownership and joint tenancy to trusts, corporations, and LLCs, which accounted for 23, 6, and 9 percent of the land, respectively, in July 2022.
- Fifty-five percent of Iowa farmland is owned by someone who does not currently farm, of which 53 percent of the non-farming owners do not have farming experience.
- Twenty percent of Iowa farmland is owned by someone who is not an Iowa resident, which increased from 13 percent in 2017. Of the non-resident landowners, 70 percent of them do not have farming experience.
- Cover crops are grown on seven percent of Iowa farmland, which represents a significant jump from four percent of farmland in 2017 and are utilized by seven percent of landowners. The use of no-till inched up to 30 percent of acres in 2022 from 27 percent in 2017.
- Two percent of Iowa landowners have already participated in a carbon credits program and another three percent are considering carbon opportunities.
- Three of every four landowners in Iowa are interested in selling land to beginning farmers when incentivized with federal and state tax credits. At the same time, over half of Iowa landowners expressed concerns about difficulty finding quality beginning farmers as well as concerns about beginning farmers' ability to pay top prices.

Ag Professionals Symposium in KC

Chapter members from Iowa, Missouri and Kansas met up in Kansas City on August 3-4 for education, networking, tours and, of course, some KC BBQ! With nearly 40 in attendance, this was a great opportunity to network with ASFMRA members from throughout the Midwest.

The group toured several Kansas City businesses including a coffee roastery, a sheep dairy farm, a distillery, the Steamboat Arabia, and more. After a full day of touring, a social was held at Chicken 'n Pickle.

On Friday, the group heard from four different presenters on topics like renewable fuel and tech for ag professionals.

Thank you to all who joined us!



ASFMRA Member Focus

Travis Nissen, ARA — Stalcup Ag Services

Each issue of the ASFMRA Iowa Chapter newsletter will focus on one of our members. This month we introduce one of our chapter board members, Travis Nissen, ARA.

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

I graduated from the University of Northern Iowa with a B.S. in both Finance & Real Estate in 2011. While attending college, I did a year-long internship with a commercial and residential appraisal firm in Waterloo. After college, I made the transition into ag appraisals with Stalcup Ag Service. I received my certified general license in 2016, and my Accredited Rural Appraiser (ARA) designation in 2019.



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

I joined the ASFMRA Iowa Chapter in 2012 at the encouragement of my employer. Since joining, I have benefited from the educational courses as well as the networking opportunities with other members.

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

I grew up in Lake Park, a small town near Spirit Lake in Northwest Iowa. I worked on farms in the area and other jobs including a lawn care company and a dehydrated alfalfa processor. My wife (Bryanna) and I have two children, Kinnley (7) and Kyron (3). In the summer we enjoy golfing and camping.

Describe a couple memorable or unique experiences in your life.

One of my more memorable experiences as a member of the ASFMRA, was attending the Leadership Institute in Washington, D.C.



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The Iowa Corn Growers Association (ICGA) is the premier organization for corn industry information and ag-related public policy development, both at the state and federal levels. As an allied industry professional, you play a key role within the industry and the legislation we develop, as it relates to creating opportunities for long-term corn grower profitability.

By becoming an associate member of ICGA, you help support the mission to advocate for corn farmers across the state and allow you and your business the opportunity to connect with farmers and be in the know on the latest information. Proving the relationship to be mutually beneficial as you support our farmers in their grassroots efforts.

As an Associate member of ICGA, you receive the following benefits:

- Networking opportunities and a closer relationship with growers across the state through educational events like crop fairs, panels and numerous other local opportunities.
- Weekly e-newsletter access highlighting policy efforts and updates within ICGA in addition to communication pieces from the National Corn Growers Association (NCGA) and direct mailings on hot issues in policy and regulation.
- First opportunity to sponsor our Grassroots Summit to hear directly from farmer members on issues impacting their farms.

Joining the Iowa Corn Growers Association allows you to support your local corn farmers on issues that impact the industry. To step up and support ICGA, go to iowacorn.org/join today.

Education Foundation Advocates Program

Boyd Harris, Chair of Legacy Foundation

Anthony Toso, ARA, Chair of Education Foundation Board



Greetings from the ASFMRA Education Foundation Legacy Committee. We trust that this finds everyone well and staying busy.

As you may be aware, the Committee is tasked with raising funds for the Education Foundation for the purpose of course development, training, and funding leadership and innovation programs. In the past, our main fund raising events have centered on a raffle at Education Week in mid-summer and the famed Education Foundation Auction, held during the ASFMRA's Annual Conference in November.

While these events have been successful in the past, the Committee is exploring additional ways of raising funds in order to continue to fund new courses and seminars as well as develop alternative means of delivery, which has become increasingly more necessary in these "socially distant" times.

In 2021 after much discussion, the Committee established The Education Foundation Advocates program. ASFMRA members or affiliated friends and colleagues may become an ASFMRA Education Foundation Advocate by making a \$500 or more contribution to the ASFMRA. These Advocates will be recognized at ASFMRA National events, on the ASFMRA website, and in communications throughout the year regarding the Education Foundation.

The Education Foundation Legacy Committee's goal is to create an endowment of sorts that will allow the Foundation to continue the pursuit of its mission into the foreseeable future. As opportunities resulting from changing technology and agriculture arise, we challenge our members to make a gift that reflects all of the benefits that ASFMRA education has provided to us for many years.

As you consider making a gift, remember that a contribution to the 501(C)3 ASFMRA Education Foundation is tax deductible. For questions on this process, please contact [Hope Evans](#).

Thank you in advance for considering becoming an ASFMRA Education Foundation Advocate. Your generous donations will help ASFMRA members remain the leaders in rural property management and valuation. **Please email Wendy Gunter by Monday, August 21 to become an Education Foundation Advocate, Wendy.Gunter@agsouthfc.com.**

July and August Anniversaries

Congratulations to the following members celebrating anniversaries with ASFMRA!

Larry Trede Ph.D. - 08/12/71

Kelly Summy, AFM - 08/07/79

Jeffrey Troendle, AFM - 08/08/86

James Horras - 07/18/97

Scott Louscher, AFM - 07/02/98

Michael Callon - 07/02/99

Michael Downey, AFM, AAC - 08/11/00

Adam Thien, AFM - 07/05/05

David Nebel, ARA - 07/21/06

Danielle Peebler - 08/27/09

Grant Aschinger, AFM - 07/05/13

Scott Henrichsen, AFM - 07/05/13

Nicole Rustad, AFM - 07/12/17

Jeffrey Barker, ARA - 07/01/19

Hunter Norland - 07/31/19

Chanda Scheuring - 07/08/20

Caleb Schroeder - 07/07/21

Nicholas Hoffman - 08/06/21

Michael Yegge - 07/11/22

ASFMRA—Iowa Chapter

Traci Schermerhorn, Executive Director

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