

CHAPTER CHALKBOARD

An Electronic Member News Update from the California Chapter, ASFMRA
April 6, 2021

You are receiving this email news update as a Member or Friend of the California Chapter of ASFMRA. Be sure to watch your Inbox and the [chapter web site](#) for reminders and more information...

A Message from your President...

Last month's Outlook 2021 Virtual Agribusiness Conference was a great success! Thanks to Mike Merkley, ARA for organizing an excellent program and to our presenters, meeting sponsors, and conference attendees for supporting the CA Chapter. The 2021 issue of Trends® in Agricultural Land and Lease Values was released in conjunction with the conference. This year represents the 31st anniversary of this highly renowned publication and valuable resource. Thank you to our Trends® Committee Chairs Janie Gatzman, ARA, Tiffany Holmes, ARA, Todd Combs, ARA, and Josh Mendrin and our members who are serving on the various Regional Committees. Also, a big thanks to our Trends® sponsors for their financial support. And I would like to offer a special thanks to Suzie for her valuable contribution to the huge success of the Outlook Conference and Trends® publication. Also, last month the Chapter offered a Grape Crush Report webinar that was well attended. Thanks to Todd Combs, ARA for organizing this popular virtual event. Looking forward, we have virtual Chapter education available for appraisal continuing education in April and May. We are also working on additional webinar offerings with more details to follow in the coming months. Finally, I would like to mention that we are seeking nominations for our 2021 CA Chapter Awards. Please let us know if you have any nominations that you would like to submit.

Jim Pisani, ARA - CA Chapter President

YPN Member Highlight

We are excited to begin a series that will highlight a Chapter YPN (Young Professionals Network) member each month. Special thanks to committee chair, Sarah Baskins, for organizing this effort! Our April featured member is **Bobby Wuertz**. Bobby joined ASFMRA in 2020 and works in land brokerage with the Land Advisors Organization. He is from Scottsdale, AZ and loves travel and outdoor activities. What Bobby enjoys most about his career are the interesting people that you meet. As a new member to the Society, he is excited to be part of the group. Welcome, Bobby!



Bobby Wuertz

A Final Thank You

Thank you to the following sponsors who supported the recent Outlook 2021 Virtual Agribusiness Conference. We appreciate you!

- Farm Credit (*American AgCredit, Farm Credit West, CoBank, Fresno Madera Farm Credit, Yosemite Farm Credit*)
- Runyan Appraisal Service
- Kefa Capital, Inc.

- Parcel Quest
- Alliance Ag Services, Inc.
- Edwards, Lien & Toso, Inc.
- Valbridge Property Advisors
- Duarte Nursery
- Bank of America
- PGIM Real Estate Agricultural Finance
- LIA Administrators & Insurance Services
- Vineyard Professional Services, Inc.
- Hancock Agricultural Investment Group/Hancock Farmland Services
- American Pistachio Growers
- Merriman, Hurst & Associates, Inc.
- Rabo AgriFinance
- Bergthold Ag Services
- AgIS Capital

Chapter Education in April & May – Permanent Plantings and Lease Interests

There is still time to register for the upcoming virtual education opportunities this month and next. The [Appraisal of Permanent Plantings in Changing Markets](#) course, taught by Ben Slaughter, ARA, will be held April 14th and the [Valuation of Lease Interests Seminar](#), taught by John Maus, ARA, will be on May 12th. Space is currently still available in both courses but they are filling fast. Please contact the [Chapter Office](#) with any questions. Links to online registration: [Permanent Plantings](#) [Lease Interests](#)

2021 Trends® Report – Member Complimentary Copies

As noted in Jim's message above, the 2021 Trends® report has been released! Each Chapter member will be sent a complimentary hard copy of the publication unless you have opted to receive the PDF. Watch for your copy to be delivered soon!



Save the Date – Almond Industry Webinar Coming May 20th

The Chapter is excited to be planning an Almond Industry Webinar for Thursday, May 20th. Working in cooperation with the Almond Board of California, the two hour webinar will offer information about the Almond Board's activities, industry information and research, and available resources such as Land IQ reports and acreage maps. Watch for registration information to be available soon...

Technology Summit – Still Looking for Your Ideas

Just a reminder that the Chapter's Appraisal Education Committee is developing a Technology Summit for virtual delivery in August. The goal of this offering is to inform attendees about technology that is available in the marketplace to assist appraisers in their profession. Ideas being explored include iPads/Tablets, Google Earth, Sketch Software,

AgWare, Drones, Realist, GIS Systems, etc. If you know of a product that you feel should be considered, please contact [Sara Lockhart](#). We appreciate any and all suggestions!

Job Opportunities – Two New Jobs Posted

Two new appraisal positions with Golden State Farm Credit have just been posted to the Chapter Job Opportunities page. [See job postings here!](#)

IMPORTANT DATES...Due to COVID-19, Events are Subject to Change

April 14	The Appraisal of Permanent Plantings in Changing Markets (<i>virtual</i>)
May 12	Valuation of Lease Interests Seminar (<i>virtual</i>)
May 20	Almond Industry Webinar (<i>virtual</i>)
July 13 – 24	ASFMRA Education Week – La Vista, NE
August 5	Technology Summit (<i>virtual</i>)
Oct 30 – Nov 5	2021 ASFMRA Annual Conference – Las Vegas, NV

Please don't hesitate to contact the Chapter office for more information on any of the items included in the monthly Chapter Chalkboard. And remember to stay connected through our social media channels. *Don't forget to tag the Chapter's social media sites in your work related posts!*

Hoping to see Chapter in person events coming back soon!