

# CHAPTER CHALKBOARD

A Member News Update from the California Chapter, ASFMRA  
October 5, 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...**

Hello from Nevada -

I appreciate the opportunity to be your Chapter President this year. I believe I have kept our membership up, as I've heard over the past few years "I'm sticking around just to see what Merkley does as President!" Kidding aside, I am committed to listening to all our members, from the newest appraiser to the most seasoned Farm Manager and/or Consultant. I want to hear from all of you with any concerns, ideas, classes, etc. to make this Chapter the strongest, most unified Chapter in the nation, as the Board is just a reflection of all of you...our membership.

I would like to grow our membership, and get more of our members involved on our various committees, or to run through the "chairs". Appraisal, farm management, and consulting diversity is the CA Chapters biggest strength, but we need more of you to get involved. You will not be disappointed that you did.

We have some great individuals on the Board, from Jim Pisani, ARA; Todd Combs, ARA; Janie Gatzman, ARA; Justin Koenigshof; Matt Pennebaker, ARA; Peter Holmes, AAC; and last but not least, Suzie. We also have great talent leading our Committees. This year's Chairs include: Dorothy Bell, ARA – Audit; John Maus, ARA – Bylaws & Government Relations; Melissa Sandlin, ARA – Continuing Education-Appraisal; Janie Gatzman, ARA - Internal Operations; Todd Combs, ARA & Josh Mendrin – Land Values Survey; Justin Koenigshof – Marketing; Todd Combs, ARA – Outlook 2022 Spring Meeting; Allison Clark, ARA – Membership; Jim Pisani, ARA – Nominating and Long-Range Planning; Kary Teagle, ARA – Newly Accredited/Professional Advancement; Nat DiBuduo, AFM-Retired – Retired Members; Julie Rose Gonsalves – Scholarships (Foundation); Sarah Baskins – Young Professionals Network (YPN). At this time, the Chair position for the Continuing Education-Farm Management/Consulting/FARmit Committee is vacant (Thank you Dale Arthur, AFM for your years of service as chair of this committee!). Please do not hesitate to contact Suzie or anyone of our Committee Chairs with questions or for information on how to become involved.

Thank you all for your time, experience, and expertise, it is appreciated!

Hopefully, we can get past the challenges we've had over the last 18 months and get back to in-person meetings, as it is clear from the surveys, that is what the vast majority wants.

Here is to a great year for the CA Chapter – ASFMRA.

*Mike Merkley, ARA - CA Chapter President*

## **Fall Meeting – November 18 & 19, 2021- Registration Open!**

We hope you will plan to join your fellow Chapter members and colleagues at Harris Ranch in Coalinga next month for the CA Chapter's Fall Meeting. The day and a half gathering will include an Ag Tour focusing on Harris Farms and their various operations, our annual Reception/Member Meeting/Installation & Awards Dinner, a new Ag Pros Learning Lab half day education session, and the first Board of Directors Meeting for the new fiscal year. [On-line registration](#) is now open on the national web site. [Download the Fall Meeting Brochure](#) for complete details!

## **Fall Meeting Sponsors**

It's not too late to contribute as a sponsor for the 2021 Fall Meeting. Our thanks to **Kefa Capital, Inc.; Farm Credit (American AgCredit, Farm Credit West, CoBank, Fresno Madera Farm Credit, Yosemite Farm Credit); Edwards, Lien & Toso, Inc.; and LIA Administrators & Insurance Services** who have already committed their financial support to next month's event. Please [contact the Chapter Office](#) if you would like to help sponsor the meeting at Harris Ranch.

## **Accreditation Coaching Series Continues in October**

The fourth session of the Chapter's Accreditation Coaching Series is scheduled for October 13<sup>th</sup> at 1:00 pm via Zoom. The topic for this third session is Demo Report Q&A. Please contact Kary Teagle, ARA at (209) 915-8539 or [kdt@yfc.ag](mailto:kdt@yfc.ag) with any questions or to RSVP for the session. As a reminder, the Accreditation Coaching Series is designed for Associate members who are already licensed and at varying places in their accreditation journey. That being said, anyone who is still working on becoming licensed and wants to get a head start on accreditation is welcome to join!

## **Ag Pros Learning Lab Offers Half Day of Education at Fall Meeting**

The Appraisal Education Committee is pleased to offer a half day of in person education at the Fall Meeting next month. The new Ag Pros Learning Lab is a four hour session that will feature four different presenters on four different topics. The sessions include: Reverse Osmosis Systems in Agricultural Wells – Janie Gatzman, ARA, Gatzman Appraisal; Sustainable Certifications for Vineyards: The Who, What, When and Why – Oliver Matthews and Randy Heinzen, Vineyard Professional Services; Operating a Drone 101 – Kody Kester, AgVisory LLC; Conservation Easements – Market Value? – Greg House, AFM, ARA and Henry House, House Agricultural Consultants and Charlotte Mitchell, California Farmland Trust. Plan on attending the Fall Meeting next month and take advantage of this new education. The 4 hour session has been submitted to BREA and ASFMRA for CE Credit. [Register on-line.](#)

## **2022 Trends Report Sponsor Ads Now on Sale**

It won't be long and the 2022 Trends® in Agricultural Land and Lease Report will be ready to go! Don't miss this opportunity to reserve your sponsor ad space in next year's publication. As the industry's 'bible' for rural land value information, Trends® continues to be in high demand year round. Sponsor ads start at just \$400 for a business card size placement. You choose the region(s) where you want your ad(s) to be seen, ensuring geographic targeting for readers in your market area. The deadline for sponsor ad submissions is January 7, 2022. [Download 2022 Rate Card/Contract.](#)

## **Three CA Chapter Members to Serve on Member Advisory Group**

Jim Pisani, ARA, Sarah Baskins and Alyssa Haines will be attending the ASFMRA Annual Conference in Las Vegas representing the California Chapter on the Member Advisory Group. The three will serve as the 'voice of the California Chapter' at this annual meeting where representatives of all chapters from across the country gather to discuss issues of importance to the society and its membership. We look forward to a full report upon their return!

## **Outlook 2022 Agribusiness Conference Planned for March 24 in Visalia**

Planning is underway for the Outlook 2022 Agribusiness Conference and release of the new Trends® in Agricultural Land & Lease Values report. The date (barring any unforeseen complications) is March 24, 2022. The conference will be in person and we are looking to include continuing education, an Ag Tour, the California Classic BBQ/Auction and more! Watch for more information to be coming out soon...

## **Photos Needed for 2022 Trends®**

We continue to see outstanding photos being submitted for consideration to be included in the annual Trends® report. We are now accepting submissions for 2022. Please remember that photos must be 300 dpi and should be as large as possible. Each year, it is our goal to feature quality photographs in each region depicting the agriculture from that geographic area. Thank you in advance for sharing your shots from the field with us! Please email all photos to [info@calasfmra.com](mailto:info@calasfmra.com). If the file sizes are too large, feel free to share via Dropbox or other file sharing sources.

## **YPN Member Highlight**

This month, we are pleased to highlight California Chapter YPN (Young Professionals Network) member **Todd Combs, ARA**. Todd is a Senior Appraiser at American Ag Credit and resides in San Luis Obispo County. He has been a member of ASFMRA since 2009 and holds the Accredited Farm Manager designation. He is very active in the California Chapter and serves on the Board of Directors, currently as President-Elect. He is also Co-Chair of the Land Value Survey Committee and Chair of the Outlook 2022 Agribusiness Conference next Spring. He hopes to see the Chapter's YPN group continue to engage with college students and connecting YPN members with mentors to help them in furthering their careers.



Todd Combs, ARA

## **IMPORTANT DATES...**

Oct 30–Nov 5            2021 ASFMRA Annual Conference – Las Vegas, NV  
November 18-19        Fall Meeting – Harris Ranch, Coalinga, CA  
March 22-24, 2022     Outlook 2022 Agribusiness Conference – Visalia, CA

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!*