



American Society of Farm Managers and Rural Appraisers

Minnesota Chapter



Notable Dates

- **2024 Chapter Summer Meeting** June 18 & 19 Mankato, MN
- **2024 National Education Week** July 15—22 Des Moines, IA
- **2024 National Annual Conference** Nov 17—21 Kansas City, MO

President's Comments - *Tyler Erickson, AFM, Chapter President*



Spring Greetings Minnesota Chapter Members!

I hope everyone enjoyed the above normal temperatures and mild winter we had as I certainly did! As I write this letter and look outside, I feel behind on my workload with seeing sunshine, no snow, and a sign of early planting to come with few spring crop plans completed with my tenants. I then look at the calendar and remind myself that it's still early March and the Minnesota weather is very unpredictable for another 45 days. I am hopeful that we can pick up some moisture before spring planting to regenerate the soil profile as most of us are still recovering from last year's drought.

As most of you know from our Winter Meeting, Jeremy Bengston, our Chapter Administrator put in his notice to resign from that role back in early January. I want to give Jeremy and Molly a big shoutout and thank you for their years of services to our Chapter. Jeremy's hard work, dedication, and creative thinking has pushed our Chapter to new heights. Without Jeremy our Chapter would not be where it is today. Jeremy's caring, fun, and energetic personality will surely be missed! Thank you, Jeremy, for everything you have done for the MN ASFMRA Chapter, you will truly be missed!!

With Jeremy's last day as Chapter Admin being on April 1st, the Board has proceeded with hiring Traci Schermerhorn as our new Chapter Admin. Some of you may already know and have met Traci as she is currently the Chapter Admin for Iowa, Colorado, and Wisconsin. With continued growth in her business, she has hired Kate Pauly who will be a part of her team to help assist us as well. Please welcome Traci and Kate to our Chapter.

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Presidents Comments *...continued*

The transition process from Jeremy to Traci and Kate has begun and is going very smoothly. Their contact information is below, so be sure to update your records and use it going forward. As always, if there are any questions, concerns, complaints, etc. be sure to reach out to me or another board member for assistance.

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Phone: 515-778-3346

Email: MNASFMRA@gmail.com

Please mark your calendars for the upcoming events. MN Chapter Summer Tour will be held in Mankato this year in June. Brandon Kirk provides details below and more information will be sent out later this spring. Summer Education Week will be held in Des Moines, Iowa this year from July 15-22 and the Annual Conference will take place November 17-21st in Kansas City, Missouri.

Have a great and safe spring and see you all in Mankato at the Summer Tour!

Tyler Erickson

2024 Summer Tour: Save the Date - *Brandon Kirk AFM*

Tuesday, June 18th and Wednesday, June 19 the MN Chapter Summer Tour will be held in Mankato, MN. Over the next several weeks Brandon, Kate, & Traci will be coordinating venue locations, lining up tours, golf, possibly an amateur baseball game, etc. We are currently considering touring the CHS Soybean Processing Plant, Minnesota Pork Checkoff, Corteva's R&D plot, ADM Processing Plant, Alltech Feed Mill, or Ardent Mills Flour Mill. However, if anyone has a suggestion on what to tour, please let us know!

MAG Update - *Sharon Jacobson*

MAG-Membership Advisory Group-Current representatives from the Minnesota ASFMRA Chapter are Sharon Jacobson and Brandon Kirk.

The Membership Advisory Group plays a pivotal role in the National ASFMRA organization by delving into matters of significance to our members and chapters. It serves as a conduit for sharing insights and recommendations, aiding the Executive Council, Committees, and Chapters in their decision-making processes. It is my understanding that input from the MAG organization will shape the direction our organization plans for the future.

The number of individuals on the MAG committee is determined by a formula that considers the size and representation of each Chapter within the Society. All members of the Executive Council also serve in this group, ensuring that diverse perspectives are brought to the table. To be eligible for this role, a member must maintain their status as a voting member in good standing with the Society. A term on the Membership Advisory Group follows the ASFMRA fiscal year start and end (October 1 through September 30). The length of a term is set by each individual Chapter and guidelines are that the term should be no less than one year and no more than three years. The Membership Advisory Group at this time is doing two zoom meetings each calendar year. To satisfy 2023-2024 Patron Chapter Requirements, each Chapter must have one or more assigned delegates attend at least one Membership Advisory Group meeting during the fiscal year. The meetings for 2023-2024 were set up as zoom meetings so Brandon and I attended the February 14, 2024 meeting and the other meeting is scheduled for August 15, 2024.

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MAG Update - continued

One of the main topics for discussion and the MAG summer meeting in 2023 was a discussion on the name change from ASFMRA to something shorter or more inclusive of other professionals that work in the agricultural field. Following this meeting, the decision was made to table this discussion on a name change. It was viewed that there were no strong suggestions for name changes that would continue to represent our organization and there are significant costs required to implement a name change.

The primary items for discussion for the 1st meeting for 2024 was set up as two breakout sessions with the first session being a discussion on the following topics: how does each chapter choose the MAG representative, and how is the information discussed at the MAG meeting communicated to chapter members and key topics for future meetings.

A majority of the members indicated that the MAG representative was a member that was on the executive team or another person that generally attends the national meeting. There was more limited discussion on how each MAG representative reports back to their chapter, but generally by newsletters or the next executive meeting. The discussion on future topics focus much time on the discussion for future continuing education including classes in person or virtual, webinars etc. The most interest for future classes or webinars, included: succession and estate planning, technology, drones, mapping, etc., green energy-wind and solar, data analysis and rural land in transition.

The questions for discussion at the second breakout include: are there relevant case studies or successful examples from other organizations in professional designation promotion that ASFMRA can use, how do we engage our membership in becoming ambassadors for the ASFMRA brand and actively grow the ASFMRA organization and are there publications that are critical to target in the promotion of ASFMRA?

The discussion report back from most of the groups suggested that the National organization is most responsible for the lead in marketing, but individual members and chapters all need to play a role in marketing our organization. Individual members can promote ASFMRA through word of mouth at the local level and Chapters can conduct regional marketing through events in their area. Each of the groups reported back with much discussion on social media for the ASFMRA website. Most suggested the need to direct the google search that directs individuals to the ASFMRA site. Focusing back to individual efforts of each member was a reminder to all members to do more marketing on the signature line in their emails, on their business cards and what our/your designation stands for and means. Brandon and I encourage any input from Minnesota Chapter members to bring ideas etc. to the Membership Advisory Group.

The Minnesota Chapter of the ASFMRA supports our skilled members through education, ethics, and networking opportunities in order to strengthen their trusted and reliable agricultural services.

2024 Winter Meeting Recap *Rachel Daberkow*



The Winter meeting back in January 2024 in St. Cloud was a huge success in bringing together the Farm Managers & Rural Appraisers looking to further their education and knowledge of economics impacting our state. The meeting was kicked off with a State Legislative update provided by Senator Bill Weber. Most notably sharing insight in the budget, the state now being a custodial state for allowing children to get a sex change, and for funding for E-12 education. Next, the Deputy Chief of Staff from Representative Michelle Fischbach's office (Nick Lunneborg) sharing a bit more detail about the timing of the Farm Bill and where the hang-ups are. In September 2023 the Farm Bill expired and the continuing resolution for funding along with the extension goes until September 2024. House Committee Chairman Glenn Thomason has stated he wants to move the Farm Bill forward in late February. Nick also shared the priorities of Representative Fischbach which include strengthening and protecting the farm safety net, investing in rural communities, keeping trace access (since 1/3 of every commodity is ported), and also animal disease preparedness and prevention. Mark Hockel gave a fascinating look at World Ag versus American Ag with many attendees on the edge of their seats learning about the Asian impacts to US exports. Mark has traveled extensively and shared first hand what agriculture looks like in China.

The board meeting provided an opportunity to highlight the accomplishments of the Chapter and also the 40 year membership of 2 Minnesota members. The financials were shared and looking stable for the coming year. Administrative Secretary, Jeremy Bengston, submitted his resignation. While this is difficult news, his accomplishments over the years for the MN chapter were applauded.

ASFMRA member, Brandon Kirk, provided the unveiling of the 2023 Land Value & Cash Rent survey report and regional highlights. Brandon shared that the future reports may look a little different as he is forming the committee on the direction for future publications.

The YPN event was lead by Andrew Wendlandt and was possibly the largest attendance on record for the chapter!

On Tuesday the group split into 31 Appraisers learning about Swine Confinement appraising and 10 Farm Manager hearing from various speakers about the MN Ag Water Resources Center, Midwest Insurance Corp, and Autonomous Farming. Ron Sabatka and Ron Dunker also provided updates to the Managers session. The was the first year the MN Chapter offered a virtual attendee option and its was tested by 1 appraiser for the Swine seminar. The evening ended with the cowboy auction showcasing many MN items for bid and plenty of laughs were shared with who was bidding up who this year.

Wednesday the appraisers took the USPAP update with the renowned Jeff Berg making it interesting and 5 attendees utilized the virtual option. The Farm Manager heard from Nathan Hultren about Fields of Opportunity and Nathan Winter about leveraging extension. The Winter meeting was a success and plans are being managed for the Summer Meeting in Mankato. Many thanks for all those members who assisted with getting such great speakers and presenters to make our meeting a top notch event!

YPN Update - Andrew Wendlandt

Hello and spring greetings as we quickly arrive at the changing season,

With summer just around the corner, I wanted to thank everyone that joined the YPN group at the Winter Meeting held in St. Cloud. I'm not sure if it was the weather or the continuing education offerings (must have been USPAP with Jeff Berg), but we had the strongest attendance I have been a part of for this group. We had roughly 20 with some new faces, join us at the Blue Goose Speakeasy and many continued to venture later into the night for karaoke. Great comradery was experienced by all!

Several items to note that relate to this group:

YPN Learning Bytes – check on eye on mailings from National about these short (generally 30 minute) information drops and building events.

The other major item we spoke about at the Winter Meeting was advocacy of our occupations. There is a presentation and materials packet that national has prepared that makes for an easy campus stop. I plan on presenting to the local real estate group at SCSU this spring and we would really like for additional ideas of locations or groups. There are funds to support this and a toolkit for full resources. Please contact me with suggestions or interest in promoting being a farm manager and/or appraiser and the membership benefits with ASFMRA.

Look forward to seeing everyone in Mankato in June with more information on the YPN event occurring there to come!



**Young
Professionals
Network**

**Future Leaders
of ASFMRA**

The Young Professionals Network is dedicated to making a positive difference in the professions of agriculture management, appraisal and consulting through premier leadership, career development and personal success while transitioning to the next generation of leadership.



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& Rural Appraisers
MINNESOTA CHAPTER

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Chapter Members - achievements

In recognition of our most experienced members:

<u>Member Name</u>	<u>Subclass</u>	<u>Join Date</u>	<u>Years of Membership</u>
William V. Weber	Professional	5/26/78	45
John M. Murphy	Associate	7/3/79	44
Rick Hauge, ARA	Appraiser	6/20/80	43
Marvin A. Borcharding, AFM	Manager	6/3/81	42
Fred J. Pfotenhauer, ARA	Appraiser	6/26/82	41
Leon L. Carlson, AFM	Manager	1/17/83	41
Dennis A. Schmidt, AFM-Retired	Retired	2/17/83	41
Kenneth P. Vagts, ARA	Appraiser	9/22/83	40

Welcome to our newest Members:

<u>Name</u>	<u>Class</u>	<u>Join Date</u>	<u>Name</u>	<u>Class</u>	<u>Join Date</u>
Brian J. Gatzke, ARA	Appraiser	4/6/23	Brady Butenhoff	Associate	12/1/23
Jeremy Lee Sorbel	Associate	5/12/23	Jared Douglas Oachs	Associate	1/9/24
Morgan Almer, AFM	Manager	6/8/23	Troy Swee, AFM	Manager	1/18/24
Darin Young	Associate	6/28/23	Amy Lyon	Associate	2/23/24
Kaleb Lehmann	Associate	6/28/23	Gavin Milo Jacobson	Student	2/29/24
Scott Andrew Christopher	Associate	8/25/23	Kate Pauly	Affiliate	3/1/24
Tanner Clementz	Associate	9/8/23	Jason McCue	Associate	3/1/24
Bryce Uebel	Student	10/26/23			

Leadership Contacts - click names to email

2024 Board MN Chapter Board Members

President:	Tyler Erickson, AFM
First Vice President:	Brandon Kirk, AFM
Second Vice President:	Steve Hiniker
Secretary/Admin:	Traci Schermerhorn / Kate Pauly
Treasurer:	Tyler Walsh,, ARA, CPA
Past President:	Rachel Daberkow, ARA

2024 Board MN Chapter Committee Chairs

Nominating Chair:	Brian Field, ARA, MAI
Membership Chair:	Tyler Walsh, ARA, CPA
Management Ed Chair:	Steve Hiniker
Appraisal Ed Chair:	Adam Schmidt, ARA
Government Affairs Chair:	Terri Jensen, ALC
Prof. Advancement Chair:	Megan Sheeley, ARA
Scholarship Chair:	Rachel Daberkow, ARA
Land Rent Survey Chair:	Brandon Kirk
YPN:	Andrew Wendlandt
MAG:	Sharon Jacobson



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