



SUMMER 2006



*by Bob Swires, AFM
President
Illinois Society of Professional
Farm Managers and Rural Appraisers*

What a great summer tour and a big thanks to John Tammen and his crew. The Fair Oaks Dairy was an outstanding example of modern technology involved in agriculture and provided some insight into the agri-tourism business. We had two stops at prairie restorations. It is interesting to see the general population's desire to improving the environment and the challenge of convert existing farmland back into prairie and continue to live with the surrounding production agriculture.

There are essentially three things that I would like to bring to your attention.

- We have a great annual meeting coming up October 26 and 27. The Friday program offers an outstanding time for anyone involved in agriculture to absorb Dave Kohl's ideas and outlooks. Bruce Weber is not bad either! Please use "By Invitation Only" program to invite prospective members or clients!
- Several members have stepped up to donate to the Land Economics Chair at the University of Illinois to take advantage of the Chapter's \$30,000 matching funds. The Friday program of the annual meeting might be an excellent time to bring a client that could potentially be a prospective donor to the Land Economics Chair. Several people have referred clients who could be potential contributors to Kim Morton of the Foundation to help support that chair. The Land Economics Chair can provide information and insight not only to appraisers but also to managers in helping each of us gain insight into the dynamics of land economics.
- The last item that I want to mention is that on September 26 the appraisal education committee will host a Mineral and Subsurface Rights seminar in Springfield. The final program is still in the process of being developed, but it will appeal to not only appraisers, but to managers as well. Certainly a tip of the hat to Norbert Soltwedel and his committee for developing a very timely program. Talk about a tie-in to the Land Economics Chair!

I hope you will think of a potential new member to bring with you to the By Invitation Only program at the annual meeting. Last month we dropped below the 300 membership level for the first time in a long time. New faces and new ideas tempered with seasoned veterans is what makes this chapter a great organization.

Bob Swires

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*If you are interested in
participating on the Board of
Directors or an ISPFMRA
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New Scholarship Formed Honoring Illinois Chapter

A new scholarship is being formed by the University of Illinois Foundation and it is dedicated to the profession of farm management. The scholarship is the Illinois Society of Professional Farm Managers and Rural Appraisers, Wendell L. Farris, Raymond Kreig and Wanda Kreig Scholarship fund in College of Agricultural, Consumer and Environmental Sciences.

The scholarship was set up as part of the will of Lucille McBride, of Galesburg, when she left 76.3981 acres in Mercer County to the University of Illinois Foundation. The property was valued at \$347,600 at the time of her death in November 2004.

McBride specified that the scholarship honor Wendell Farris, a 1939 U of I General Agriculture graduate who died in 1999, and Raymond and Wanda Kreig. The Kreig's were personal friends of McBride and he had managed her farms for eight years. "Lucille had very high regard for professional farm managers," Kreig states. "She wanted to use the scholarship funds as a means of supporting individuals who want to pursue a farm management career." He explains that Farris had managed farms since the mid 1970s. McBride had no close living relatives.

Kreig, who holds an AFM designation and has been a Chapter member since 1948, says he is retiring at the end of this year and the University will then have to decide how to manage the property in the future. He says the property is "prime farmland and is all tillable," and has been in a corn/soybean rotation. "It is being operated under a crop share lease with an excellent tenant," he continues. "Lucille owned the farm for 10 years prior to her death."

Working with the University, the Chapter's Memorial Scholarship Committee will select the scholarship recipients for this pool of funds much as they do for other scholarship winners. The only stipulation set by McBride is that the scholarships are given to Illinois residents living within a 150-mile radius of Galesburg. The property is just east of North Henderson in the southeast corner of Mercer County.

"Obviously, this is an outstanding tribute to Mr. Farris' memory and to Ray and Wanda Kreig and testimony to the outstanding service they provided Mrs. McBride over many decades," says Kim Morton, AFM, Director of Development, College of ACES.

Got A New E-Mail Address?

Did you think to tell us?

Your chapter uses e-mail extensively in its communications with its members. Not only is it a quick way of communicating, it is also extremely cost-effective.

For that reason, it is important to keep the Chapter up-to-date regarding your e-mail address. If you have had a recent change, make sure we know. Send a note with your new address to:

ispfmra@country-side-marketing.com

We'll make sure the records get updated.

CHAPTER OFFERING APPRAISER, MANAGER CE COURSES

Yellow Book Seminar (175-743) 7 Hrs CE
September 25, 2006, 8 a.m. – 5 p. m.
Instructor: Kim Johnson ARA, - AZ -- IDOT, 2300 S. Dirksen Pky,
Springfield, IL
Tuition: Member \$195 non-member \$225
Nearby lodging: Comfort Suites, Crowne Plaza, Drury, Pear Tree Inn

7-Hour National USPAP Update course (175-781) 7 Hrs CE
Oct 25, 2006 in Bloomington, 8 a.m. – 4 p. m.
Instructor: LeeAnn Moss ARA, - IL -- DoubleTree Conference Center,
Bloomington
Tuition: Member \$150 non-member \$175
Room Rate of \$95+tax. For reservations call 309-454-6600
Special Note: This course *IMMEDIATELY PRECEDES THE ANNUAL MEETING*.

Mineral and Subsurface Rights -- The Unseen Bundle of Rights that Has Value CE Hours: TBA
Instructor: TBA
Tuition: Member \$125 non-member \$150
September 26, 8 a.m. -- 5 p.m.
IDOT, 2300 S. Dirksen Pky, Springfield, IL
Nearby lodging: Comfort Suites, Crowne Plaza, Drury, Pear Tree Inn

For information about the individual classes and to register, visit
www.ispfmra.org/education

MAJOR CHANGES IN USPAP ARE NOW IN EFFECT

The Appraisal Foundation wishes to inform all parties that the effective date for the 2006 Edition of the *Uniform Standards of Professional Appraisal Practice* (USPAP) was July 1.

It is important that appraisers and users of appraisal services familiarize themselves with the document. There are a significant number of modifications to USPAP, primarily related to Scope of Work. Some of the revisions include:

- Removal of the DEPARTURE RULE and associated defined terms (Complete Appraisal, Limited Appraisal, Binding Requirement, and Specific Requirement).
- Creation of a SCOPE OF WORK RULE, which emphasizes the requirements for problem identification, determination of the appropriate scope of work, and disclosure of the scope of work performed in an assignment.
- Creation of two new Advisory Opinions related to Scope of Work: AO-28, *Scope of Work Decision, Performance, and Disclosure*; and AO-29, *An Acceptable Scope of Work*.

The net effect of the changes results in the 2006 USPAP identifying a minimum set of standards that apply in all appraisal, appraisal review, and appraisal consulting assignments.

Copies of the 2006 edition of USPAP are now available. In addition, the 2006 *Frequently Asked Questions on USPAP* (FAQ's) and the 2006 *National USPAP Course* material are also available. For information on pricing or how to order, please visit the Foundation Store Web site at www.appraisalfoundation.org.

New Course Description

Minerals and Subsurface Rights – The Unseen Bundle of Rights that has Value!

This seminar will include legal counsel to discuss the issues of ownership, leasing, and mineral extraction to include subsidence issues. A geologist from the Illinois State Geological Survey will explain the location of mineral deposits in Illinois and resources available to evaluate these deposits. Officials from the IL Department of Natural Resources will discuss means they use to monitor mining operations and reclaim the surface. A land agent who works in the area of leases will be invited to participate as will representatives from the IL Department of Mines and Minerals, Chicago Title Insurance Fund, and IL Mine Subsidence Insurance Fund to explain their services.

CATCH CHAPTER NEWS ON THE INTERNET

Meeting information, registration forms, news releases, photos from various Chapter activities....even Newsletters and the entire membership directory, are all available for free download on the Chapter's Web site at www.ispfmra.org.

Check it out!!

2006 ANNUAL MEETING VERSION 2.2

What a Meeting This Will Be!!

By INVITATION ONLY PROGRAM: How It Works

Oct. 26 - 27
DoubleTree Conference Center
(Formerly Raddison)
Bloomington, IL

The Friday session at the Annual Meeting is a dynamite program that will have a lot of appeal to a lot of people. For that reason, it will be open **By Invitation Only**.

Admission to the program will be limited to those members and their spouses who are registered to attend the meeting, working media, sponsors, and special guests who receive an invitation.

And who gives them their invitation? **YOU!!**

This special program is the perfect way for you to say "Thank You" to some of your clients or other business associates who would have an interest in hearing Dave Kohl's and Bruce Weber's presentations.

The Chapter will also be extending special invitations to agribusiness organizations around the state as well as other special guests.

There is a special registration form that is on the Chapter Web site and can be downloaded for distribution. Visit the site at www.ispfmra.org/Calendar

**SPECIAL NOTE;
ANYONE WISHING TO
ATTEND THIS PROGRAM
MUST REGISTER IN
ADVANCE.**

**There will be NO WALK-INS
ALLOWED.**

**See the registration form for
complete details.**

Thursday, October 26

- **Cool Technology for You -- New 'Toys' for the Field**
- **Renewable Fuels -- Where Is the Industry Now?** A panel discussion
- **An Update From the Director*** -- Presented by Mike Brown, Director, Appraisal Section, Department of Professional Regulation
- **Grain Marketing - U.S. Supplies and Worldwide Demand** -- Advanced Trading Company
- **Appraisal Fraud* - How it happens and How to Keep it From Happening to You** -- Presented by Mike Brown
- **"Inside the Beltway --The Pending Elections"** with Macon Edwards
- **What's New with Biotech?** -- A panel discussion with representatives from Monsanto, Dow, and DuPont/Pioneer Hi-Bred International
- **Appraisal Standards for Appraisal of Federal Easements*** -- Presented by Chris Greenwalt, Chief Appraiser, NRCS
- **Ag Law - An Update on Current Issues** -- Presented by Tom Jennings, Associate, Livingston, Barger, Brandt & Schroeder
- **Appraiser Qualifications and Upcoming Changes*** -- Presented by Chris Greenwalt
- General Business Meeting
- Memorial Scholarship Auction
- Banquet

By Invitation Only Program **

Friday, October 27

- Breakfast, Passing of the Gavel
- **Megaforces of Agriculture: "Vision 2010"*** -- Presented by David Kohl, Ph.D., Professor Emeritus in the Department of Agricultural and Applied Economics at Virginia Tech.
- **"On Life and Winning"** -- Bruce Weber, Head Coach, Men's Basketball, University of Illinois

* The Illinois Chapter has applied for 6 combined hours of Appraisal Education Credits for these sessions.

** Admission to the **By Invitation Only Program** is restricted to registered meeting attendees and their spouses, working media, and special guests with specific Invitations. **No Walk-Ins will be allowed.**

**For a complete agenda and registration information, visit
www.ispfmra.org/Calendar**

2006 Summer Tour a Great Success

by John M. Tammen, AFM
2006 Summer Tour Chairman

The Kankakee County area was host to the 2006 summer tour on June 29th & 30th. Because of the close proximity to Indiana, members from that Chapter were invited to join us and 12 of them did so.

After a buffet breakfast sponsored by Soy Capital Ag Services, 80 of us boarded buses for Indiana on Thursday morning. We made a short stop at Kankakee Sands Project US 41 and received a presentation on the 7,200-acre Nature Conservancy preserve.

Then it was off to Fair Oaks Dairy Center at I-65 and SR 14 in Indiana. The Dairy Center was created by an association of dairy farmers from Indiana and Michigan. There are nine major dairies in the Fair Oaks area milking around 27,000 cows. We were witnesses to the miracle of birth in the Birthing Barn and then toured a 3,000-cow dairy unit. After lunch Dr. Gordy Jones, head veterinarian of the Fair Oaks Dairy, spoke to the group. We then visited the store and ate samples of really good ice cream and purchased cheese manufactured on site.

Then it was back toward Kankakee with a visit to Kankakee Nursery, a family-owned, wholesale-only, tree and shrub nursery.

After that it was a short drive brought us to the Aroma Park Boat Club; located near the confluence of the Iroquois and Kankakee Rivers. Rich Howell, district manager for Kankakee County Soil and Water Conservation District, gave a presentation on the effects of Indiana sand moving into Illinois along the Kankakee River.

Supper followed soon after with pork chops and all the fix'ens and was sponsored by 1st Farm Credit Service Crop Insurance. Pioneer Hi-Bred International, Inc., Monsanto, and LG Seeds picked up the tab for the refreshments. Special thanks to all. The group listened to a local Blue Grass band before heading back to the Quality Inn.

On Friday 50 of us stayed for breakfast and heard Andy Brorsen review "farmland in transition" sales north of Kankakee.

We then boarded buses for Midewin National Tallgrass Prairie located on the old Joliet Arsenal grounds south of Joliet IL. The Joliet Arsenal was a 23,500-acre site where ammunition was once produced for the U.S. Army from World War II through the Vietnam era. Today 19,000 acres of the former arsenal are the largest piece of protected open space in northeastern U.S. and the first national tallgrass prairie in the country. The prairie restoration, which will take 20 years or more to complete, is being assisted by the help of volunteers.

We also toured several farmland sale comparables on our way to Midewin and drove down Eagle Lake Road, Will County, site of the main runway for the proposed "Third Chicago Airport" on the way back to the motel.

Thanks to everyone attending the Summer Tour and many thanks for this year's committee: Andy Brorsen, ARA, Steve Wirth, ARA, Doug Deininger, AFM, Ed McCabe, AFM and Matt Rekeweg, AFM, our Indiana compadres, and Rick Ruder.

See the Summer Tour Scrapbook at www.ispfmra.org/news.



6 HOURS CE Credits for SUMMER TOUR PARTICIPATION

ASFMRA is recognizing participation in the Summer Tour for 6.0 hours of continuing education credits. They remind that each member is responsible for putting their continuing education on a roster and submitting it to the Society each year.

They send logs out with dues invoices each year and it is also on the Web site. So record these hours on your log when you receive it from Denver.

Welcome New Members

Hacker, Jeffrey M.

CANDIDATE

1st Farm Credit Services
14 Heritage Plaza
Bourbonnais, IL 60914
(815) 933-7831 - t
(815) 933-8316 -

Hara, Noel

FRIEND

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nhara@landam.com

Zimmerman, Matthew P.

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30 North Head Street
Carthage, IL 62321
(217) 357-3381 - t
mzimmer@adams.net

MARK YOUR CALENDARS

August 30, 2006

**Mid-Year Land Values Report
Media Announcement**
Farm Progress Show, Amana, IA

September 17-19, 2006

ASFMRA Leadership Institute
Washington, D.C.

October 26-27, 2006

2006 Annual Meeting
DoubleTree Conference
Center, Bloomington/Normal

February 14-17, 2007

ASFMRA Annual Meeting
Atlanta, GA

March 14-15, 2007

**2006 Illinois Land Values
Conference**
Jennifer's Garden, Morris, IL

June 26-28, 2007

2007 Summer Tour
Dubuque, IA (Joint tour
with Iowa/Wisconsin Chapters)

HONOR A DECEASED COLLEAGUE WITH A SCHOLARSHIP MEMORIAL

Are you looking for a special way to remember a deceased colleague? Consider making a contribution to the ISPFMRA Memorial Scholarship Fund in his or her name.

This is a very unique way to offer tribute to those who have served in the management and appraisal of Illinois farmland. And, as evidenced by the ongoing scholarship program, it is a tribute that continues to give to the future of agriculture in the state. Year-end charitable gifts can be given to the scholarship fund.

For more information, contact
Brian Waibel at 217-351-2757

WE THANK OUR COMMERCIAL SPONSORS

We would like to acknowledge our commercial sponsors whose support has greatly enriched the educational programs of the Illinois Society. The following companies provide support and make possible many of the activities of the Illinois Chapter.

Platinum Level

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Farm Credit Services of Illinois
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Horizon Genetics
LG Seeds
Stine Seed Co.
Trisler Seed Farms

Bronze Level

Advanced Drainage Systems, Inc.
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Illinois Corn Marketing Board

FARROW RECEIVES HALL OF FAME AWARD

Don Farrow, Springfield, has been named to Illinois Society of Professional Farm Managers and Rural Appraisers' "Hall of Fame" for his many years of service to the organization and to agriculture in Illinois. The award has been presented only 28 times in the group's 78-year history.

The presentation of the award was made by Don McCabe, AFM, past president and chairman of the group's Honorary Awards committee, during a gathering as part of the organization's recent summer tour

Farrow is a native of Greene county and received a degree in farm management from Southern Illinois University. Subsequent to that he was employed by Doane Agricultural Services and then joined the First National Bank of Springfield in 1965. He worked in the farm and property management departments of the bank and its related companies until he retired in 1999.

In making the presentation, McCabe cited Farrow's years of service to the Illinois Society and noted that at one or another Farrow had served on, or chaired, most of the organization's committees. He was also the Chapter's president in 1983.



Farrow Receives Hall of Fame Award
Don McCabe, AFM, (left) presents a plaque to Don Farrow, Springfield, marking his being named to the Hall of Fame of the Illinois Society of Professional Farm Managers and Rural Appraisers.



Farm Management Congress Leaders Meet in Ireland

Carroll Merry, left, executive director of the Illinois Chapter, met with leadership for the 2007 International Farm Management Congress at a visit to Cork, Ireland in May. To Merry's left are J.J. Harty, Principal, Clonakilty Agricultural College, Co. Cork, Ireland; John Norris, Farm Management Specialist, Cildalton College, Piltown, Co., Kilkenny, Ireland; and Tony King, Executive Secretary, International Farm Management Association, Cambridge, England. Merry met with the team to discuss their strategies in managing the 2007 Congress, and to gather ideas for the 2009 Congress which will be held in Bloomington/Normal. Harty is chairman of the 2007 event which will be held at University College Cork, where the photo was taken. The 2009 Congress is being hosted by the Illinois Society of Professional Farm Managers and Rural Appraisers in conjunction with the American Society of Farm Managers and Rural Appraisers.