

2010 Illinois Farmland Values & Lease Trends

Illinois
Society of
Professional
Farm Managers
and Rural
Appraisers



2010 Illinois Land Values Conference

March 17 - 18

Parke Hotel and Conference Center
Bloomington

- What IS driving farmland lease rates?
- Comparing Farmland with Other Investment Options
- 2010 Farmland Values and Lease Trends Report

PLUS

2010-2011 7-Hour USPAP Update

AND

(for Illinois REALTORS®)

**BME 1800 - Broker
Management Course**

Are YOU a Farmland Owner? Seller? Buyer? Real Estate Professional? Attorney? Lender? Developer? Farm Manager? Accountant? Appraiser?

Wednesday, March 17*

7 a.m. Registration Opens

8:15 Welcome/Introductions

8:30 2010-2011 USPAP Update Course
Approved for 7 hours. Meets Illinois Appraisal CE Requirements.
Instructor: Randall Neff, SRA, Neff Valuation Group

Note: Attendees do receive a copy of USPAP

9:00 The Illinois Association of REALTORS[®], in conjunction with the Illinois Farm and Land Chapter of the REALTORS[®] Land Institute, offer the mandatory Broker Management Course (BME 1800)

Broker Management Course#564.001568

6 Hours

Instructor -- Norm Willoughby

This course is intended to provide the knowledge and tools necessary to be an effective Illinois real estate broker. The course is a 6-hour classroom course delivered through a combination of lecture, discussion simulations, and small group formats and will be divided and weighted accordingly.

Noon Lunch

1 p.m. Course continues

4:00 Broker Management Exam

5:00 ISPFMRA Memorial Scholarship Reception and Auction

Location

Parke Hotel and Conference Center
1413 Leslie Drive
Bloomington

The complex is located on Leslie Drive at the intersection of G.E. Road and Towanda Barnes Road in NE Bloomington. Conference Center parking is on the south side of the complex.

Lodging

A block of rooms has been set aside at the Parke Hotel and Conference Center at a rate of \$89.99. Contact the hotel directly **309-662-4300** to make reservations. Mention "Land Values Conference" to receive the special rate. This rate and the room block are in place until March 1, at which time all will be released.

Thursday, March 18*

7:30 a.m.

Registration and Continental Breakfast

8:45 Farmland as a Long-Term Investment -- Bruce Sherrick, Ph. D.,
University of Illinois College of ACES

Markets go up and markets go down, but in the long average, the return on investment for farmland tends to remain stable. Sherrick will report on his research on farmland returns from an historical perspective and compare performance against more traditional investment alternatives.

9:45 What IS Driving Farmland Lease Rates -- A Panel Moderated by Dave Klein, AFM, ALC, Soy Capital Ag Services, Bloomington

- Mike Lauher, Farmland Management Services, Savoy, IL
- Kent Meister, Pioneer FBFM Association, Bloomington, IL
- Steve Myers, AFM, Busey Ag Services, LeRoy, IL, 2008 ASFMRA Farm Manager of the Year
- Richard Grever, AFM, Hertz Farm Management, DeKalb, IL, 2007 ASFMRA Farm Manager of the Year

11:40 -- 2010 Farmland Values and Lease Trends Report

- Bob Swires, AFM, Swires Land and Management, Decatur, IL
- Gary Schnitkey, Ph.D., University of Illinois College of ACES

12:15 p.m.

Adjournment

*** Attendance at both days of this conference will qualify for 9.5 CE Appraiser and Management Credits from the American Society of Farm Managers and Rural Appraisers (6.0 hours on March 17 and 3.5 hours on March 18)**



Bruce Sherrick, Ph.D



Steve Myers, AFM



Richard Grever, AFM



Bob Swires, AFM



Gary Schnitkey, Ph. D.

Sponsored by
Illinois Society of Professional Farm Managers and Rural Appraisers
Illinois Association of REALTORS®
in conjunction with
Illinois Farm and Land Chapter of the REALTORS® Land Institute
University of Illinois College of ACES



2010 Illinois Land Values Conference Registration

Advance Registration is **REQUIRED** by March 10

(ASFMRA, RLI Members)

Non-Members

March 17

7-Hour USPAP Course [] \$150

[] \$200

Broker Management [] \$125

[] \$145

Includes USPAP / Broker Management Education Sessions/Luncheon/
Program Materials/Reception

March 18

[] \$40

[] \$45

Includes March 17 Evening Reception, Program and a copy of 2010 Land Values Report)

There is a \$14.95 fee for Brokers taking the course for the first time. The mandatory fee is for
additional materials required by the Illinois Association of REALTORS® [] \$14.95

Total \$ _____

Name _____

Company _____

Address _____

City _____ State _____ ZIP _____

Telephone _____

e-mail (Required for registration confirmation) _____

Credit Card Information:



(Sorry, No American Express)

Card # _____

Expiration Date _____

Payment MUST accompany Registration

Fax or mail completed registration to:

262-253-6903

ISPFMRA
N78W14573 Appleton Ave., #287
Menomonee Falls, WI 53051

Telephone: 262-253-6902

IMPORTANT NOTICE: If you have any disabilities that require special accommodations, please identify those special needs: