



Winter 2014

Land Values Conference to Address “What’s Next” for Midwest Farmland

We’ve all seen it coming and it looks like it has finally arrived. The slowdown in farmland values is here and now we are faced with the question, “What’s Next?” says Dale Aupperle, AFM, ARA, president of Heartland Ag Services, Ltd., and overall chair of the 2014 Land Values and Lease Trends project.

“This has really be a train ride as we’ve seen land reach prices most of us could never dream of. And it’s been going on for a number of years now,” he says.

“But as world production of corn and soybeans caught up to demand, prices have adjusted and the reality check is here.

“Tim Harris (Capital Agricultural Property Services) and Winnie Stortzum (Farmers National Company) have pulled together a really great program for the Land Values Conference. Anyone who’s involved with Illinois farmland, or any farmland for that matter, needs to come to the conference and catch the latest on what the experts are telling us,” he notes.

“It’s not very often that you can get this type of speaker roster all together at the same place on the same day,” he

stresses. “When you leave the conference you will have a very good basis for making decisions moving forward and you’ll have some good information to share with your clients.”

The Roster:

• *What’s Next for Farmland in the Midwest?* --

Dr. Brent Gloy

U.S. farmland values have experienced phenomenal gains in recent years. With the continuation of the great commodity super-cycle now in doubt, what does the future hold for farmland values? Dr. Gloy will examine recent trends in the economic fundamentals associated with farmland values and help you understand how farmland values might react in the future. Brent Gloy is a professor in the Department of Agricultural Economics at Purdue University.

• *What’s It Going to Cost? Monetary Policy and Interest Rate Review* --

David Oppedahl

David Oppedahl is a business economist in the economic research department at the Federal Reserve Bank of Chicago. He conducts research on the agricultural sector and rural development as well as conducting micro economic research. He directs the Fed’s survey of agricultural banks on agricultural land values and credit conditions and publishes the results in *AgLetter*—the Chicago Fed’s quarterly agricultural publication.

• *Farmland Returns and a Look at Leases and Cash Rents* --

Steve Johnson, Ph.D., Farm Management Specialist with Iowa State University Extension and Outreach specializing in farmland leasing, flexible cash leases, e-farm management and crop insurance.

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Forecast HIGHER YIELDS NO MATTER -WHAT- the WEATHER REPORT SAYS



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of Directors or an ISPFMRA
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Norbert Says

by Norbert Soltwedel, RPRA
President
Illinois Society of Professional
Farm Managers and Rural
Appraisers



I'm sure we've all had those times when we ask
ourselves "What have I gotten myself into?"

Possibly it was a challenging appraisal assignment,
a feuding family of farmland owners, or for me
assuming the leadership of the Illinois Society of
Professional Farm Managers and Appraisers.

One the first tasks of the incoming President is to staff the committees. What a re-assuring experience as I made those phone calls or personal contacts and received such quick, positive responses from everyone I talked with. Even the few whose plate is overfull at present were quick to help find a willing member to assume the job. Carroll had told me that this organization just runs itself and I now see what he meant. Thank you to all who have agreed to chair a committee!

However, there is more to my story. We are asking each of you to consider which committee area you might be willing to help with over the next year, and possibly beyond. A goal of mine is to encourage more participation by all members in their area of interest and strength. We plan to ask a little more of our committees and if we have participation by more members, the load will still not be heavy on any one member.

We have included a summary of all the standing committees for the Illinois Society and ask that you look that over, and then send Carroll a quick e-mail indicating which committee you are interested in. We will then share that with the appropriate committee chairs and they will be in touch depending on how many members they may need.

I see this as a challenging year for many of us. It is no fun telling someone their land is worth less than before or explaining to a landlord that rental income has dropped. I'm sure we are all hoping that guys like Gary Schnitkey are having a bad dream, but \$4 corn is not easy to ignore.

It is the hard times that define true professionals. It has always been with a sense of pride that the Illinois Society has that word "professional" in their name; we are unique in that respect. Being surrounded by professionals in difficult times is a very comforting thought. It is characteristics like being experts in our field, positive attitudes, ethical conduct, service to others, and working together that will enable us to meet these challenges.

Bruce Huber has done a great job as our President and we thank him for his enthusiasm. It is a real honor to serve as your President and I welcome your ideas and input at any time.

Thanks,

Norbert

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2014 Committee Chairs

Annual Meeting - 2014 @ Decatur	Jim Schroeder, AFM
Appraisal (Divergency) Review	LeeAnn Moss, Ph.D., ARA
Appraisal Education	Dan Legner, ARA Herb Meyer, ARA
Audit	Dan Cribben, AFM, ARA
Bylaws	Winnie Stortzum, ARA
C-FAR	Tom Toohill, AFM
Commercial Sponsorship	Brian S. Neville, AFM Thomas Wargel, AFM
Ethics	Allen D. Worrell, AFM
Farmland Values/Lease Trends Survey/ 2014 Illinois Land Values Conference	Dale Aupperle, AFM, ARA
Conference Meeting	Tim Harris, AFM Winnie Stortzum, ARA
Advertising	Jonathan Norvell, Ph.D.
Farmland Data Collection	Chuck Knudson, ARA Dan Davis, AFM, ARA
Farmland/Lease Trends Survey	Gary Schnitkey, Ph.D.
Government & Policy	Jerry Hicks, AFM
Honorary Awards	Bruce Huber, AFM, ARA
ICAP Representative	Herb Meyer, ARA
Management Education	Steve Glascock, AFM
Membership Development	Doug Greiner, AFM
Memorial Scholarship	Seth Baker, AFM
Nominating	Bruce Huber, AFM, ARA
Summer Tour - 2014	Brad Carroll
Annual Meeting - 2015 @ Peoria	Steve Burrow, AFM



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Farmland Values Conference

(Continued from page 1)

• 2014 Farmland Values and Lease Trends Report --

Dale Aupperle, AFM, ARA and **Gary Schnitkey**, Ph.D.

A review and summary of the annual survey by the members of the ISPFMRA with a region-by-region breakdown of land sales during 2013. A copy of the *2014 Illinois Land Values and Lease Trends Report* is provided to all attending the conference.

Invite a Guest

“This really is a program that should reach well beyond our membership,” Aupperle continues. “We are offering a special ‘Bring a Guest’ program where Illinois Society or RLI members can sponsor a guest and that individual, or group of individuals, can register at the member rate and save themselves some money. There are more details on this in the newsletter.”

Can't Thank Them Enough

“Of course, everyone attending the Conference will get a complimentary copy of the Land Values Report, and what book that has become,” he says. “Last year the size of the Report topped 100 pages and I’m not sure what it will turn out to be this year, but in any case it will be packed with information.

“And that’s where I can’t say ‘Thank you’ loud enough to all the members of the team who come together to make this happen. I know I speak for Ray (Brownfield, LandPro LLC), Bobbie (Swires, Hertz Farm Management, and Don (McCabe, Soy Capital Ag Services) and everyone

who has been involved in making this thing happen... Thank You to all of those members, and non-members, who have volunteered your time over the years to pull together the information that makes up the real meat of the report ... the county-by-county sales reports. And extra special thanks to the regional team leaders and to Chuck (Knudson, 1st Farm Credit Services) and Don (Cochran, Cochran Ag Services) and now Dan Davis (Arch Ag Services) for being the stem-winders on this.

“And, of course, we couldn’t get this pulled together if it weren’t for Bruce Sherrick and Gary (Schnitkey) at the U of I. They are the glue that holds it all together in terms of summaries, archiving the information, and adding their credibility to the Reports.

“It’s a huge effort. But it all pays off in the recognition this project has brought to the Society,” Aupperle continues. “This is *THE* reference that people turn to for information about what’s happening to land values in Illinois over the years. I’ve sure we’ve all been to banks or government offices and other places where the Report has been sitting on a coffee table or at the reception desk. And the Report brings us a great deal of media exposure, both regional and national. It adds tremendous credibility to the professionalism of the Illinois Chapter..

“In any case, thanks to everyone who has been involved with the Report and the Conference. Neither would happen if it weren’t for you. And we’ll see you in March in Bloomington.”

Bring A Guest to the Conference

Register your guest(s) to attend the 2014 Illinois Land Values Conference and they can attend at the
Member Registration Rate!

No limit on how many you can invite!!

When they register, have them put YOUR name where it asks “Guest of” on the registration form. This will qualify them for the \$65 Member registration fee.

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Important Dates to Remember

There are a LOT of activities going on right now with ISPFMRA so to help you sort them all out, we've put together this little cheat sheet. See the related Website links below and cut and paste to your browser.

Friday, January 18

Deadline for making lodging reservations for the Annual Meeting in Decatur.

Friday, January 18

Deadline for making lodging reservations for the Wind Farms course which will be offered February 12, immediately preceding the Annual Meeting in Decatur

Friday, February 7

Deadline for registering for the Annual Meeting AND the Wind Farm Course in Decatur

Deadline for placing advertising orders and submission of materials for the 2014 Farmland Values and Lease Trends Report. Contact Jonathan Norvell at jnorvell@illinois.edu

Wednesday, February 12

Wind Farms course in Decatur

<http://www.ispfmra.org/2014/01/ce-wind-farms-harvesting-energy-generating-controversy-a-valuation-primer/>

Wed – Friday, February 12 – 14

ISPFMRA Annual Conference and business meeting at Decatur Conference Center in Decatur with Trade Talk on February 12!

<http://www.ispfmra.org/2013/12/2014-conference-building-roadways-to-the-future/>

Tuesday, March 5

Deadline for registering for the USPAP Course and Broker Education courses to be held March 19 in Bloomington

Wednesday, March 19

7-Hour USPAP course to be held in Bloomington

COR-1634 Fair Housing, Agency, License Law and Escrow course in Bloomington

COR-1682 Legal Issues – Real Estate Auctions; The Basics course in Bloomington

<http://www.ispfmra.org/2013/12/2014-illinois-land-values-conference/>

Thursday, March 20

“What’s Next for Farmland in the Midwest” 2014 Land Values conference to be held in Bloomington

<http://www.ispfmra.org/2013/12/2014-illinois-land-values-conference/>



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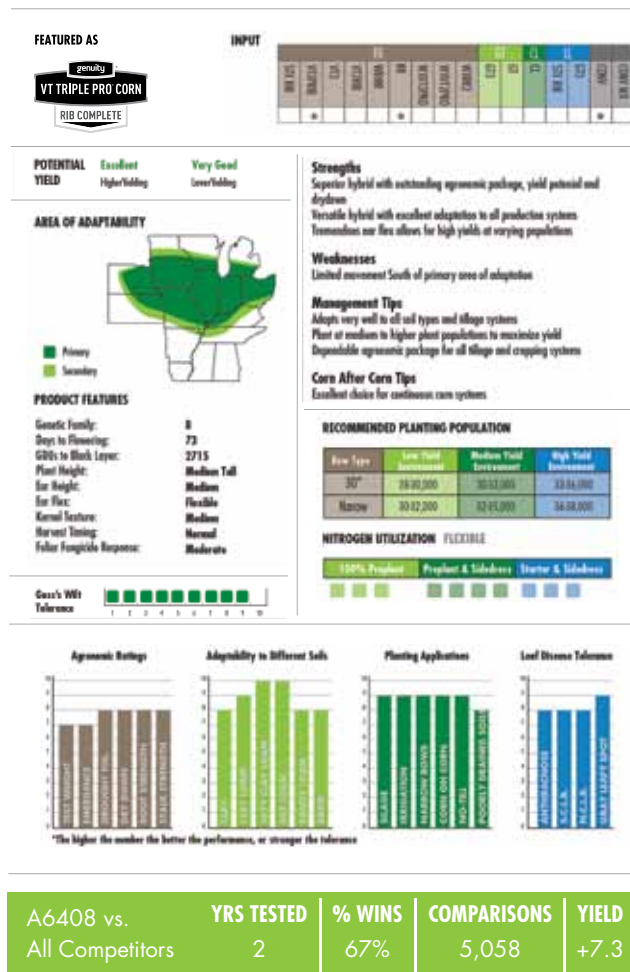
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Members Sought for ISPFMRA Committees

The Illinois Chapter has always been known for its member involvement in activities, and going into the 2014 business year is no different.

Have you been actively involved in a committee lately? The roster of 2014 ISPFMRA committee chairs is shown on Page 5 of this newsletter. Below is the list of active chapter committees with brief descriptions regarding responsibilities and approximate frequency of meetings. Many of the responsibilities shown below are chair-specific, but can be spread around to all committee members. The Typical Committee Size listings are approximate and include the chair(s).

If you have an interest in serving on a particular committee, either contact the chairman or send a note to Norbert Soltwedel, 2014 ISPFMRA president. They will get you paired up and involved.

You can also request a free copy of the 2014 *ISPFMRA Board, Committees and Procedures* booklet which is made available to all committee chairs and is also posted on the Chapter Web site..

Annual Meeting Committee (2015 @ Peoria)

Steve Burrow, AFM, sburrow@soybank.com

Purpose: Plan, organize, and carry out the Annual Meeting of the Illinois Society.

Typical Committee Size -- 4-6 members

Duties:

- Select date and arrange hotel and meeting facilities at least 15 - 18 months prior.
- Develop a schedule for registrations meals, breaks, scholarship auction, banquet, and programs.
- Arrange for informative and timely speakers and programs to provide an educational experience for managers, appraisers and consultants.
- Coordinate registration materials, program printing, registration check-in, and registration with Executive Director.
- Determine feasibility and potential for spouse program
- Accommodate audiovisual and equipment needs of all speakers/programs.
- Invite members of the media and other guests of the Society.
- Prepare a budget of income and expenses by October 1 of the previous year for Board approval.
- Prepare a file of appropriate information for the following year's Committee.
- Meeting requirements: 2-3 conference calls, 2 face-to-face meetings, typically on-site.

Appraisal (Divergency) Review Committee

LeeAnn Moss, Ph. D., ARA, leeann@loranda.com

Purpose: Resolve discrepancies in professional appraisals prepared by members and promote uniform appraisal standards and practice using standards established by the American Society of Farm Managers and Rural Appraisers.

Typical Committee Size -- 3 members

Duties:

- Prepare case reports of opposing sides of a court case to be processed and reviewed according to American Society Bylaws.
- Review other cases as referred and submit reports as required. Cases are reviewed in accordance with existing procedures.
- Interview accreditation candidates – part of exam for ARA.
- Review sample of work – USPAP accreditation.
- Recommendations to ASFMRA for candidates to take exam.
- Meeting requirements -- As needed (this group has not had an issue to discuss in many years)

(Continued on Page 13)

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(Continued from Page 11)

Appraisal Education Committee

Dan Legner, ARA, dlegner@1stfarmcredit.com

Herbert Meyer, ARA, hmeyer@1stfarmcredit.com

Purpose: Plan and coordinate educational programs and other services that benefit Society Members. Courses and seminars provided will meet pre-licensing and continuing education requirements.

Typical Committee Size -- 4-6 members

Duties:

- Maintain a multi-year plan for continuing education that will be reviewed and updated annually.
- Conduct at least 20 hours of continuing education per year devoted to appraisal topics that qualify for state certification or continuing education.
- Conduct seminars on other topics as the need is identified.
- Review opportunities for continuing education prior to Annual Meeting and Summer/Fall Tour.
- Assist in coordinating notification of member CE requirements
- Prepare an Income and Expense Budget for each educational event and submit it to the Board of Directors for approval.
- Publicize educational offerings through the ASFMRA and IL Society newsletters and special mailings and web site.
- Perform other services as requested by the Board of Directors or the Society Membership
- Develop mailing of available classes.
- Be on-site for at least one class during the year to assist the instructor in relevant duties involved with making the program happen as planned.
- Meeting Requirements -- Conference calls as needed, 6-8 times per year. One on-site class attendance.

Audit Committee

Dan Cribben, AFM, ARA

Purpose: Assure the membership that the records and funds of the ISPFMRA are being properly accounted for and protected.

Typical Committee Size -- 3-4 members

Duties:

- Conduct an annual audit of the financial records after the end of the fiscal year and prior to the annual meeting or as near to that date as is feasible.
- Verify the balances of ISPFMRA funds.
- Selectively evaluate various financial transactions on a random basis to insure that full documentation is maintained and appropriate.
- Determine whether the financial responsibility and management policies established by the Board are being fully implemented by the

Executive Director and Treasurer.

- Review the policies established by the Board regarding finances and make recommendations for improvements.

Meeting Requirements -- Once annually

Bylaws Committee

Winnie Stortzum, ARA, wstortzum@farmersnational.com

Purpose: Monitor, review, maintain and update the

Bylaws of the Illinois Society of Professional Farm Managers and Rural Appraisers keeping them in accordance with the American Society of Farm Managers and Rural Appraisers and current in relation to existing technologies.

Typical Committee Size -- 2-3 members

Duties:

- Review and make recommendations through the ISPFMRA Board of Directors on any change in the Bylaw document.
- Submit recommended changes to the ISPFMRA Board so that the general membership can be properly notified 20 days in advance of the annual meeting for a vote.

Continued on page 14.

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Members Sought for ISPFMRA Committees

(Continued from Page 11)

- Maintain the ISPFMRA Bylaws files in accordance with the ASFMRA Bylaws.

Meeting Requirements -- As required, typically one conference call per year.

C-FAR Committee

Tom Toohill, AFM, toohill@soybank.com

Purpose: Represent the interests of the Illinois Society of Professional Farm Managers and Rural Appraisers within the Council on Food and Agriculture Research (C-FAR).

Typical Committee Size -- 3-4

Duties:

- Identify one "official" voting representative from ISPFMRA.
- Identify one representative from ISPFMRA to participate in each of five (5) working groups, each broadly affiliated with the following topics:
 1. Expanding markets for agricultural products.
 2. Promote economic development in Illinois
 3. Increase agriculture's capacity to meet changing world demands.
 4. Improve human nutrition, food quality and food safety.
 5. Advance sustainable use of natural and human resources.
- Participate in the review of external competitive grants.
- Participate in establishing research priorities for C-FAR.
- Participate in periodic C-FAR retreats and semiannual meetings.
- Support C-FAR efforts to increase state funding for agricultural and food research.
- Consider leadership positions within the C-FAR organization.
- Make sure ISPFMRA annual membership dues to C-FAR are kept current.

Meeting Requirements -- 2-3 conference calls per year

Commercial Sponsorship Committee

Thomas Wargel, AFM, blackprairieag@springnet1.com

Brian Neville, AFM, bneville@farmersnational.com

Purpose: Solicit funds from and maintain favorable working relationships with various commercial sponsors for the general benefit of the organization and to help support the cost of special projects, educational activities, meetings, tours, and publicity of the ISPFMRA.

Typical Committee Size -- 3-4

Duties:

- Maintain and annually update a list of companies and their representatives to solicit for sponsorship funds.
- Solicit by letter identified sponsors on or before Oct. 1
- Draft a solicitation letter on or before July 1 for Board

approval, including the established contribution levels.

- Receive contributions and submit funds.
- Immediately acknowledge all contributions and inform the sponsors of the benefits provided in each contribution level as established by the Board.
- All contributions are solicited without limitations on their use other than as stated in the solicitation letter.
- Regularly communicate with selected commercial sponsors (survey, focus group, etc.) to determine success and plans for following solicitations.
- Biannual Commercial Sponsor Meeting

Meeting Requirements -- Maintain regular (monthly) contact with as many sponsors as is practical. On-Site attendance at Trade Talk and other activities where sponsors are being featured.

Ethics Committee

Allan Worrell, AFM, allanw@worrell-leka.com

Purpose: Review the compliance of members to the Code of Ethics and Standards of Professional Practice as established by the ASFMRA.

Typical Committee Size -- 2-3

Duties:

- Transmit written complaints submitted to the ISPFMRA to the ASFMRA Ethics Committee.
- Maintain strict confidentiality of all complaints referred from the ASFMRA and file a written report including a recommendation to the ASFMRA whether the complaint is without merit or that the complaint has merit and action is warranted.
- Strictly follow the procedures as established by the ASFMRA Bylaws
- Assist in monitoring member participation in required ethics courses/training and assist in member fulfillment.

Meeting Requirements: Conference Calls 2-3 times annually

Farmland Values & Lease Trends Survey

Chuck Knudson, ARA, RPRA, cknudso@1stfarmcredit.com

Gary Schnitkey, Ph.D., schnitke@uiuc.edu

Dan Davis, AFM, ARA, archag@htc.net

Purpose: Work with the University of Illinois Staff, the ISPFMRA Academic Vice President and others to prepare a survey that gathers information from the ISPFMRA members as well as others regarding the trends in farmland values and farm leases across Illinois.

Typical Committee Size -- 10-14

Duties:

- Prepare and review a questionnaire that will gather appropriate information on farmland values, ownership interest, interest rates, etc. in the 10 regions of Illinois farmland.

(Continued on page 15).

Members Sought for ISPFMRA Committees

(Continued from Page 13)

- Prepare and review a questionnaire that will gather appropriate information on farm lease types, trends, and cash rent information, etc. across the 10 regions of Illinois farmland.
- Designate lead persons in each of the 10 regions to assist with regional knowledge and data for the research component of this project.
- Complete a survey of the ISPFMRA membership and others via mail or e-mail starting in December. Results shall be compiled/analyzed and ready by end of January to be included in the Farmland Values and Lease Trends Report for that year.

Meeting Requirements -- 3-4 Conference calls annually, 3 face-to-face meetings, attendance at Land Values Conference

Illinois Land Values Conference Committee

Winnie Stortzum, ARA, wstortzum@farmersnational.com

Tim Harris, AFM, timothy.a.harris@prudential.com

Purpose: Plan and organize the annual Illinois Land Values Conference to be held March 2014 to highlight the information prepared in the Farmland Values and Lease Trends Report to a widespread audience of people who are directly or indirectly involved with Illinois agriculture and farmland ownership.

Typical Committee Size -- 3-4

Duties:

- Select a date and arrange a hotel/meeting facility 12 months prior to event.
- Develop a schedule for registration, program, meals, breaks and a budget to be submitted to the Board of Directors prior to December 1st of each year.
- Arrange for a variety of informative and timely speaker presentations to provide education for farm managers, rural appraisers, consultants, and others who are directly or indirectly involved with Illinois agriculture and farmland ownership.
- Work with Executive Director for general arrangements.
- Invite members of the media and other guests of the ISPFMRA.
- Prepare a file of appropriate information for the following year's committee.
- Maintain a current media list including newspaper, television and radio reporters. This contact data base is kept by the Executive Director.
- Manage the Illinois Land Values Conference as the promotional "centerpiece" of ISPFMRA's professionalism for the Chapter's

disciplines of farm management, rural appraisal, and agricultural consulting.

Land Values Report Advertising

Jonathan Norvell, Ph.D., jnorvell@illinois.edu

Purpose: Promote and sell advertising space in the Farmland Values and Lease Trends Report to produce revenue for its publication, help underwrite the Illinois Land Values Conference, and generate income for the ISPFMRA.

Typical Committee Size -- 3-4

Duties:

- Contact all past and potential advertisers to promote and sell advertising space in the annual Report.
- Maintain list of current and potential advertisers
- Coordinate all advertising contracts with Executive Director

Meeting Requirements -- 3-4 Conference calls annually, 3 face-to-face meetings, attendance at Land Values Conference.

Government & Policy Committee

Jerry Hicks, AFM, jerry@agrivestinc.com

Purpose: Monitor, evaluate, and recommend action on legislation that affects Illinois agriculture, ISPFMRA members and our clients. Also to prepare and update a policy statement that reflects the position of the ISPFMRA membership as a whole, relative to public policy issues which may affect the membership and its clients.

Typical Committee Size -- 3-4

Continued on next page

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Members Sought for ISPFMRA Committees

(Continued from Page 15)

Duties:

- Monitor legislation at the state and national levels.
- Inform the Board of relevant legislative activity; recommend suggested actions.
- Inform the ISPFMRA membership of pending legislation via the newsletter, web site, or special e-mails to request letters, phone calls, e-mail contact with elected officials or other appropriate individual / organizations.
- Represent the ISPFMRA policy in interactions with legislators, other agriculture groups, and the public.
- Participate in the Illinois Agriculture Roundtable, Ag Assembly, and other statewide organizations/activities.
- Host a legislative breakfast or similar event to provide a means of communicating the legislative and policy positions of the ISPFMRA to our Illinois legislators, and thanking them for their past support.
- Annually review the existing ISPFMRA policy statement, suggesting possible changes to be ratified by the membership.
- Review potential legislation with the Government Affairs Committee which may need to be addressed in the policy statement.
- Draft Policy Statement, with proposed changes from previous statement, to be made available with Annual Meeting materials, for membership discussion and adoption at the Annual Meeting.

Meeting Requirements -- 3-4 Conference calls, 2 face-to-face including Ag Legislative Day participation

Honorary Awards Committee

Bruce Huber, AFM, ARA, bruce.huber@hickorypoint-bank.com

Purpose: Select recipients for the "Service to Agriculture" Award and the "Hall of Fame" Award.

- The "Service to Agriculture" award recognizes an individual in the agriculture community, member or not, who has contributed to agriculture in a manner deserving state-wide recognition.
- The "Hall of Fame" award recognizes an ISPFMRA member for individual accomplishments that have advanced farm management, rural appraisal, or agriculture consulting.

Typical Committee Size -- Restricted to past recipients / Chapter presidents

Duties:

- Solicit nominations for the awards from the membership, and select one individual for each award.
- Invite the recipients (and appropriate guests) to the Annual recognition program, secure background information on recipient, and introduce award winner at program.
- Coordinate with the Executive Directory the purchase

and engraving of a presentation plaque, and arrange for appropriate publicity/recognition of the award recipient.

Management/Consulting Education Committee

Steve Glascock, AFM, steve@babsonfarms.com

Purpose: Plan and coordinate educational programs and other services that benefit Society members

Typical Committee Size -- 4-5

Duties:

- Develop and maintain a multi-year plan for continuing education that will be reviewed and updated annually.
- Host or assist ASFMRA in hosting in Illinois all courses required for an accredited title at least biannually.
- Review opportunities for continuing education prior to Annual Meeting and Fall/Summer Tour.
- Conduct or sponsor at least one course or seminar a year devoted to farm management education, and conduct seminars on other topics as the need is identified.
- Publicize educational offerings through ASFMRA and Illinois Society newsletters and special meetings.
- Prepare a budget of income and expenses for each educational event and submit it to the Board of Directors for approval.
- Be on-site for at least one class during the year to assist the instructor in relevant duties involved with making the program happen as planned.
- Meeting Requirements -- Conference calls as needed, 6-8 times per year. One on-site class attendance.

Membership Development

Doug Greiner, AFM, dgreiner@farmersnational.com

Purpose: Increase ISPFMRA membership through recruitment of new members and retention of existing members.

Typical Committee Size -- 3-4

Duties:

- Monitor all members up for renewal, and contact those members 30 days prior to their possibly being dropped from membership by the ASFMRA.
- Determine and record reasons for all members dropping their membership.
- Encourage members to submit names of prospective members.
- Actively solicit new members by personal contact, invitations to ISPFMRA meetings and events, and mailing of applications and information to prospective members.
- Evaluate membership applications and their stated qualifications, and recommend the category of membership to the ASFMRA per its guidelines, or recommend acceptance as a "Friend of the Chapter" per those guidelines.

Continued on next page

Members Sought for ISPFMRA Committees

(Continued from Page 16)

- Submit the names of all members recommended for membership to Executive Director and the President.
 - Send out new member packet; establish mentor program, and other activities to integrate new members into the ISPFMRA.
 - Assist with the Memorial Scholarship Committee in promoting and maintaining a Member/Student Mentor Program.
 - Greet, host and introduce all new members at their first annual meeting/Land Values/ or Summer Tour event.
- Meeting Requirements -- 4-5 conference calls annually, attendance at Annual Meeting, Land Values Conference, Summer Tour.

Memorial Scholarship Committee

Seth Baker, AFM, seth.baker@hickorypointbank.com

Purpose: Honor deceased members of the ISPFMRA and provide scholarship funds for Illinois college students interested in farm management, rural appraisal or agriculture consulting.

Typical Committee Size -- 6-8

Duties:

- Conduct an auction of donated items in conjunction with the Annual Meeting to raise funds for Memorial Scholarship program.
- Funds will be handled by the committee chairman and distributed appropriately on a timely basis
- Account for and acknowledge all contributions to the funds.
- Notify family when contributions are made in memory of a deceased member.
- Develop and review guidelines for scholarship recipients, and assist in selecting recipients.
- Determine the amount of money to allocate each year for scholarships.
- Invite scholarship winners and their immediate family members to the Annual Meeting.
- Arrange for pictures and the appropriate publicity for recipients.
- Maintain a list of recipients with addresses.

Meeting Requirements -- 4-5 conference calls annually. One on-site meeting with University personnel and attendance at Annual meeting, specifically Scholarship Auction activities.

Nominating Committee

Bruce Huber, AFM, ARA, bruce.huber@hickorypointbank.com

Purpose: Select best qualified candidate for nomination to the ISPFMRA office of Vice-President.

Typical Committee Size -- 3-4, restricted to past presidents of the Chapter.

Duties:

- Identify potential candidates and rank their qualifications.
- Secure commitment of the candidate to actively serve four years on the Board.
- Obtain relevant biographical information on the candidate and mail with the nomination to the membership prior to the Annual Meeting.
- Inform the membership of their right to nominate additional candidates as provided in the ISPFMRA Bylaws.
- Conduct resulting election as provided in the ISPFMRA Bylaws.

Meeting Requirements -- 2-3 Conference calls annually.

2014 Summer Tour

Brad Carroll, bacarroll88@gmail.com

Purpose: To organize a program of unique agribusiness tours and activities for members to share in a 'regional' atmosphere.

Typical Committee Size -- 3-4

Duties:

- To identify a schedule of activities for 1 - 1 1/2 days of agribusiness tours that highlight the significant agricultural and related activities in a selected region of the state of Illinois.
- To organize a group of members to develop the activities for the tours.
- To coordinate with the Executive Director for the maximum promotion and exposure of the event to the membership.
- To organize and establish a fixed budget which will be approved by the Board of Directors.

Our Commercial Sponsors

We would like to acknowledge our commercial sponsors whose support greatly enriches the programs of the Illinois Society of Professional Farm Managers and Rural Appraisers:

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2014 Slate for Election

Subject: NOMINATION of OFFICERS for 2014

Dear ISPFMRA Member:

The By-Laws of the Illinois Society of Professional Farm Managers and Rural Appraisers (ISPFMRA) require that the membership be notified of the individuals nominated to serve as officers by the Nominating Committee prior to the ISPFMRA's Annual Meeting.

The 2014 nominating committee communicated via conference call and agreed to nominate Richard Hiatt, AFM, ARA for the office of Vice President.

The nominations were submitted by the nominating committee for the election for the Officers to serve in 2013 are:

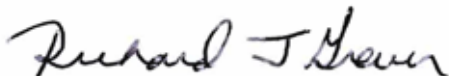
President: Norbert Soltwedel, RPRA
President-Elect: Randy Fransen, AFM
Vice President: Richard Hiatt, AFM, ARA

The Bylaws of the ISPFMRA further state that the membership may nominate additional candidates for the above offices. According to the Bylaws (Article 10, Section 7), a member may be nominated for any office, and will be placed on the ballot, if a nominating petition is submitted containing 15 or more signatures of voting members and the signature of the nominee indicating a willingness to serve if elected.

Election of officers will be held at the annual meeting and approved by 2/3 vote of the voting members present constituting a quorum. Voting members are those with the Accredited, Professional, Academic or Retired classifications.

Unless there are additional nominations for the above offices, there will not be a mailed ballot to the membership and the above officers will be elected to their respective offices at the Annual Meeting in February.

Respectfully Submitted

A handwritten signature in dark ink, appearing to read "Richard J. Grever".

Richard Grever, AFM
Past President

Member Spotlight



Welcome New Members

Frye, Logan

Associate
Hickory Point Bank & Trust Services
225 N. Water Street
Decatur, IL 62523
217-872-6294
logan.fry@hickorypointbank.com

Lewis, James

Associate
Edgar County Bank & Trust
177 W. Wood Street
Paris, IL 61944
217-465-4154
jlewis@edgarcountybank.com

Neimeier, Steven

Associate
1st Farm Credit Services
700 E. Jackson Ave.
Monmouth, IL 61462
309-734-8484 - p
sneimei@1stfarmcredit.com

Waddell, Brad

Associate
Martin, Goodrich & Waddell
2020 Aberdeen Court
Sycamore, IL 60178
815-756-3606
brad.waddell@mgw.us.com

Zawistowski, John

Associate
Prudential Mortgage Capital Company
801 Warrenville Road, Suite 150
Lisle, IL 60532
630-829-4673
john.zawistowski@prudential.com

Special Congratulations to Roger Leach and David Baughman

The two were cited at the November meeting of the AS-FMRA where they received their accreditations.

Leach, with US Bank Farm Management, Springfield, received his accreditation as an Accredited Farm Manager and as a Accredited Agricultural Consultant.

Baughman, with Farmland Management Services, Savoy, received his Accredited Farm Manager credentials.

Congratulations to both!!



Aupperle Addresses Ag Bankers

Dale Aupperle, AFM, ARA, president of Heartland Ag Group, LLC., and overall chairman of the Illinois Land Values Project, addresses members of the American Bankers Association's Agricultural Banking Conference in Minneapolis on November 11. The subject was farmland values. Joining him in the presentation was Michael Duffy, Iowa State University, shown seated. In 2011 Don McCabe, Soy Capital Ag Services, chairman of the 2011 Land Values program, spoke to the bankers at the conference held that year in Indianapolis.