



California Chapter
ASFMRA
Western Ag Professionals



The California Chapter of the American Society of Farm Managers and Rural Appraisers, Inc.

2018 Fall Meeting | November 13 – 16, 2018

Wine & Roses Hotel and Spa • Lodi

Continuing Education Classes for Appraisers, Managers & Consultants
Installation/Awards Reception • Member Meeting • Ag Tour



Join the California Chapter, ASFMRA for the 2018 Fall Meeting in the heart of Lodi Wine Country. A great combination of education offerings, networking opportunities and Chapter events have been planned to offer a balanced program with something for everyone. Wine & Roses Hotel will provide the perfect setting for the meeting with its beautifully appointed guest rooms and suites, botanical gardens, fitness center, award-winning spa, popular restaurant, lounge, recently opened café, and unparalleled gracious hospitality.

Schedule at Glance

Tuesday, November 13

8:00 am – 5:00 pm Soils Seminar
6:00 pm – 9:00 pm 'What the Heck' Networking Event

Wednesday, November 14

8:00 am – 5:00 pm Valuation of Lease Interests Seminar
8:00 am – 5:00 pm Succession Planning in Agriculture*
6:00 pm – 9:00 pm Installation/Awards Event

Thursday, November 15

8:00 am – 5:00 pm 2018 Fall Ag Tour

Friday, November 16

8:00 am – 1:00 pm Board of Directors Meeting
8:00 am – 4:00 pm AgWare – UCAF Training

*FARMit Education (Farm and Ranch Management Industry Training)

Hotel Information

The 2018 Fall Meeting will be headquartered at Wine & Roses Hotel and Spa. **Please make reservations early as space is limited at this property. The Group Rate will expire on 10/15/18.**

Wine & Roses Hotel

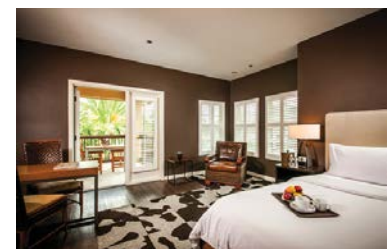
2505 West Turner Road
Lodi, CA 95242
(209) 334-6988

Group Code:

ASFMRA, California Chapter

Group Rate:

\$179.00 king/double queen
\$184 kind w/fireplace
*Plus taxes.



Event Descriptions and Fees

Tuesday, November 13

Refreshment breaks sponsored by Edwards, Lien & Toso, Inc.

Soils Seminar

*(8 Hours CE approved with ASFMRA, BREA and NRED).
8:00 am – 5:00 pm • Garden Ballroom*

The soil type of any parcel will have a great impact on the land's value, especially when it comes to farmland valuations and real estate assessments. (www.agamerica.com)

A farm's greatest asset is its land. Looking into the land's soil type is an important step in determining the worth of the property as well as an indicator of how much work the soil will need in order to provide a nutrient-rich environment for crops.

This one-day seminar will provide attendees with an appreciation of soils from the perspective of soil formation and classification, soil physical/chemical/biological factors that influence nutrient retention and cycling, soil water and organic matter relations, the effects of salinity and sodicity on soils, and on-line resources for obtaining soils data. Hands-on demonstrations will emphasize the relationship between soil water, organic matter, and soil color, and the importance of clay minerals.

Instructors: Dr. David Tarkalson (USDA-Agricultural Research Service) and Dr. Jim Ippolito (Colorado State University)

\$ 249 Members* / \$299 Non-Members
Registration Fee includes course materials; morning coffee; networking lunch; refreshment breaks.



'What the Heck' Networking Event

*6:00 – 9:00 pm • Woodbridge Uncorked
Sponsored by Capital Agriculture Property Services, Inc.*

Join the California Chapter at Woodbridge Uncorked for a fun evening of networking, food and drinks. The 1800's brick establishment located in quaint downtown Woodbridge is a boutique tap room and

wine bar – and the perfect location to meet and greet with fellow ag professionals. Elle's Custom Catering will provide an assortment of delicious foods and desserts to complement your choice of beverage (two beverage tickets included with ticket price). \$10 from the price of each admission ticket will be directly donated to the CA Chapter Foundation supporting the Scholarship Fund. In addition, a 50/50 Raffle will be held during the event!

\$50.00 Members / Non-Members
(Note: \$10 from ticket price will be donated directly to the Foundation and is tax deductible).

**Woodbridge
Uncorked
18911 N. Lower
Sacramento Road
Lodi, CA 95242**



Wednesday, November 14

Refreshment breaks sponsored by Parcel Quest

Valuation of Lease Interests Seminar

*(8 Hours CE approved with ASFMRA and BREA)
8:00 am – 5:00 pm • Garden Ballroom*

This seminar will address issues related to developing and completing appraisals of leasehold and leased fee interests in agricultural real property, with a focus on the long-term interests created by development leases involving orchards and vineyards. The goal is to provide students an understanding of relevant issues, common leasing terms and practices, the goals of the parties to a lease, analysis of data, and the generally accepted methodology for the appraisal of the interests created by a lease. The presentation will address the traditional "textbook" approach to the valuation of lease interests as well as the methods that have been developed and are commonly applied by the agricultural appraiser's peers. Comparison of these approaches will illustrate the differences, the reasons for the industry's adoption of an alternate approach, and the value in using the traditional methodology as an aide in understanding the market.

Instructor: John Maus, ARA
\$249 Members* / \$299 Non-Members
Registration Fee includes course materials; morning coffee; networking lunch; refreshment breaks.

Succession Planning Seminar

(8 Hours CE approved with ASFMRA and BREA)

8:00 am – 5:00 pm • Deodar Room

Many families do not effectively maximize their ability to pass management of the family farm to the next generation. Upon completion of this course the learner will be able to identify ways to solve succession planning issues using concepts and methods introduced in class. Those who have a family farm or who have clients with family farms will benefit greatly from this seminar!



Instructor: Rod Carter, AFM

\$249 Members* / \$299 Non-Members

Registration Fee includes course materials; morning coffee; networking lunch; refreshment breaks.

Member Meeting, Installation & Awards Event

6:00 – 9:00 pm • Garden Ballroom

Reception Sponsored by Runyan Appraisal Service. Selection of wine sponsored by Vineyard Professional Services, Inc. and The Correia Company.

We're changing things up a bit this year for the Member Meeting/Installation & Awards event. Set in a reception format in the beautiful Garden Ballroom at Wine & Roses, you will enjoy heavy hors 'd oeuvres, beverages and the opportunity to network with other meeting attendees. A short Member Meeting will be conducted (a must in accordance with Chapter Bylaws) followed by the Installation of the 2018-19 Board of Directors and end of year Awards. The event provides all guests with the opportunity to share in recognizing Chapter leadership; acknowledging those whose volunteerism goes above and beyond; and networking with fellow ag professionals. We invite you to join the Chapter in thanking outgoing President, Dan Whisenhunt, AAC, MBA, for his leadership this past year and welcoming JoAnn Wall, ARA into the position for 2018-2019.

\$65/per person

Thursday, November 15

2018 Fall Ag Tour

(9 Hours CE approved with ASFMRA, and BREA)

8:00 am – 5:00 pm

Morning coffee & pastries sponsored by Century 21 MM; Lunch sponsored by Bank of the West

Gather at 7:30 am to check-in and grab coffee and a pastry prior to boarding the bus for the 2018 Fall Ag Tour. The bus will depart Wine & Roses at 8 a.m.

STOP #1: Lodi Farming Company, Inc.

At Lodi Farming, Inc., expect to see new technology, sound environmental stewardship, orchard innovations, and an extensive cherry rootstock collection. The company was started in 1988 and is always looking for a better way to grow healthy fruit. They farm 1,800 acres of apples, cherries, walnuts and olives in the Lodi/Stockton area and are the largest apple grower in California producing primarily Gala, Fuji, Pink Lady and Granny Smith. About half of the acreage managed by Lodi Farming is owned by the company while the remainder is leased through long-term contracts of up to 30 years. The company's planting and farming decisions are guided by a detailed cost accounting system that racks inputs of each block and variety. The visit to Lodi Farming Company's operation promises an inside look at how this farm management company has achieved and continues to achieve its success. Attendees will learn about the growing techniques for the various crops in this area of the state and may have the opportunity to see olive processing in progress...



STOP #2: O-G Packing and Cold Storage

O-G Packing and Cold Storage Company is a grower, packer, and worldwide shipper of California's best fresh sweet cherries, blueberries, apricots, and walnuts. The business is family owned and operated and represents three generations of experience in the California and international fruit

business. O-G Packing has been an innovator by designing and utilizing half-sized picking bins, as well as integrating hydrocooling and other rapid cooling and cold chain systems into the packing operation. Continued innovation in ways to improve fruit quality and service to their customers is the hallmark of the O-G Company name.



STOP #3: Spenker Winery and Artisan Creamery

The 60-acre property farmed by the Spenkers in Lodi has been in the family for over 100 years. The family run company crafts exclusive estate grown, premium wines using sustainable farming practices that help to ensure a healthy property, a premium product, and long-term farming potential. The vines are grown in the traditional goblet ‘head-trained’ style which provides ideal light exposure, even ripening and balanced flavors. In the summer of 2018, the Spenker family expanded from being an estate grown winery to also being a licensed producer and seller of artisan farmstead cheeses. The addition of the creamery, whose primary product is chevre – fresh goats milk cheese - adds to the educational experience received by all who come to visit. Tour attendees will have the opportunity to meet the Spenkers (and the goats) and learn the full history of this third-generation grape growing family.



\$199 Members* / \$249 Non-Members
Registration includes morning coffee and pastries; bus transportation; tours; lunch; and wine tasting.

STOP #4: LangeTwins Family Winery & Vineyards

For five generations the Lange family has been growing sustainable winegrapes in the Lodi Appellation. In 2006 they opened a winery to showcase their passion for growing Winegrapes – because, as they believe, great wine starts in the vineyard. Building on their successes as a family farm, the winery was their first step into crafting wines. Today, the Langes use their distinct advantage of having control over the entire winemaking process – creating wines from their estate vineyards to the final packaged wine using their state-of-the-art bottling line. This enables a continuous line of quality from vine to wine. As sustainability is a way of life for the Lange family, they make decisions based on respect for the land, responsible energy use and a desire to make the best and most environmentally-friendly wine possible. The visit to LangeTwins will include a full facility tour, the history of the family’s evolution from growers and farm managers to winemakers and marketers of their products, and a personalized wine tasting.



**Member pricing includes ASFMRA, AI, ASA, RICS, Friends of the Chapter and spouses.*

Friday, November 16

Board of Directors Meeting

8:00 am – 1:00 pm • Deodar Room

Join the California Chapter Board of Directors and Committee Chairs for their first meeting of the 2018-2019 Fiscal Year. If you are interested in getting more involved with the chapter or just want to learn more about chapter activities and governance, this is the place to be. All chapter members are welcome to attend. Please RSVP to info@calasfmra.com so that adequate seating can be provided. Contact the chapter office at (209) 368-3672 for more information.

AgWare – UCAF (Uniform Component Appraisal Forms) Training

(7 Hours CE approved with ASFMRA and BREa. Also approved in Oregon; Nevada pending)

8:00 am – 4:00 pm • Cellar Room

AgWare – UCAF is a beginner-level course that provides the participant with introductory concepts, basic skills experiences, and the opportunity to build confidence in using AgWare agricultural appraisal software to create UCAF format reports.

This is a hands-on course. Users are expected to bring laptops with the AgWare software installed. Half of the day will be spent in DataLog entering and analyzing sales with permanent planting components. Then the class will spend the remainder of the time completing a three-approach case study appraisal using sample sales.

The course is listed as a beginner course, but users of all experience levels will learn new tools, techniques, and shortcuts in the software.

Instructor: Mark Elder

\$249 Members* / \$299 Non-Members
Registration Fee includes course materials; networking Lunch; refreshment breaks.

**Member pricing includes ASFMRA, AI, ASA, RICS, Friends of the Chapter and spouses.*

Cancellation Policy

Cancellations received more than 10 working days prior to the Fall Meeting will receive full refund, less a \$45 administrative fee. Those received 5 - 10 working days prior will receive a full refund less \$60. Fees are forfeited if registrant cancels within 5 days of event or does not appear. Registrants may send someone to take their place, with notification to the California Chapter without penalty.

THANK YOU... 2018 Fall Meeting Sponsors

Runyan Appraisal Service

Capital Agriculture Property Services, Inc.

Duarte Nursery

Monte Vista Farming Company

Rabobank, NA

Farm Credit *(American AgCredit, Yosemite Farm Credit, Farm Credit West, Golden State Farm Credit, CoBank, Fresno Madera Farm Credit)*

Kefa Capital, Inc.

Valbridge Property Advisors

Bank of the West

UBS Farmland Investors LLC

Grimbleby Coleman CPAs

Parcel Quest

Edwards, Lien & Toso, Inc.

Century 21 MM

Dan Whisenhunt Consulting

Bergthold Ag Services

Vineyard Professional Services, Inc.

The Correia Company

AQUAOSO

www.waterwrights.com

California Chapter, ASFMRA 2018 FALL MEETING REGISTRATION

On Line Registration is available at www.asfmra.org/education/education-calendar

Scroll down to November and Click on CA Chapter | 2018 Fall Meeting

Name _____

Guest(s) Names(s) _____

Preferred First Name (s) for Badge _____

Company _____

Address _____

City _____ ST _____ Zip _____

Phone _____ Email _____

Member: Yes No If yes, please check those that apply: ASFMRA ASA AI RICS

Please list your designation(s), if applicable (i.e. ARA, AFM, AAC, RPRA, etc.) _____

State License # (if applicable) _____

REGISTRATION FEES:	Members	#	Non-Members	#	Total \$
Soils Seminar	\$249	_____	\$299	_____	_____
What the Heck Networking Event	\$ 50	_____	\$ 50	_____	_____
Valuation of Lease Interests Seminar	\$249	_____	\$299	_____	_____
Succession Planning in Agriculture	\$249	_____	\$299	_____	_____
Installation/Awards Event	\$ 65	_____	\$ 65	_____	_____
2018 Fall Ag Tour	\$199	_____	\$249	_____	_____
AgWare Software Training	\$249	_____	\$299	_____	_____

Late Fee (\$35 Late Fee will be applied to registrations received after **October 22, 2018**). _____

Total Fees = \$ _____

PAYMENT INFORMATION:

Payment by: Check # _____ Credit Card: Visa MasterCard AmEx Discover

Card Number: _____ Exp. _____

Name on Card: _____ Security Code _____

Billing Address (if different than above) _____

Signature _____

PAYMENT AND QUESTIONS:

California Chapter, ASFMRA | P.O. Box 838 | Woodbridge, CA 95258

Tel (209) 368-3672 | Email: info@calasfmra.com