

CONTINUING EDUCATION

Wednesday, March 24 8:00 a.m. – 5:00 p.m.
Best Practices for Rural Property Appraisals

Course Fees: \$150 Members*/\$190 Non-Members Fees include: Course materials; Lunch; Refreshment Breaks

Instructors: Erik C. Roget, ARA, RPRA and John Voris, ARA

Continuing Education Hours: 8 hours CE pending with ASFMRA and OREA.

Best Practices for Rural Property Appraisals addresses issues related to the completion of agricultural appraisals using those techniques deemed "best practices". The goal is to build on the high quality education being provided by the American Society of Farm Managers and Rural Appraisers (ASFMRA), and to have ASFMRA members adhere to the highest standards as they pertain to the completion of appraisal assignments. The course will help the appraiser to consistently exceed the expectations of intended users and the standards and practices of their peers for similar assignments. The class is intended to reinforce the need to continually question the use of existing techniques and methodology, promote innovation, and improve the quality of appraisals being completed by rural appraisers. Users of farm appraisal reports will benefit from more thorough, readable reports and reliable, well supported valuations. Attendees will benefit from increased confidence and perceived value in appraisal results and an improved reputation for quality and professionalism.



Through the use of case studies and "real world" examples, attendees will be presented with different solutions to common farm appraisal issues relating to scope of work, market area descriptions and analysis, physical characteristics of properties including irrigation factors, highest and best use, the three approaches to value, reconciliation, and the preparation of appraisal exhibits and addendums. The case studies used include an irrigated field crop property, table grape vineyard and cold storage facility. "Real world" examples of excluding otherwise appropriate approaches to value, reliance on age/life depreciation estimates that are not supported by market data and other pitfalls will be presented and examples of best practices demonstrated.

Friday, March 26 8:00 a.m. – 4:00 p.m.
7 Hour National USPAP Update Course

Course Fees: \$175 Members* / \$200 Non-Members Fees include: Course materials; Continental Breakfast; Refreshment Breaks

Instructor: Brian Mathews – State Certified Real Estate Appraiser #AR004130 & AQB Certified USPAP Instructor #10988

Continuing Education Hours: 7 hours CE with ASFMRA and OREA.

The underlying theme of all sections of USPAP are requirements for ethical behavior and competent performance by appraisers. Discussion will focus on specific USPAP revisions and afford students the opportunity to apply this information through case studies and a review of frequently asked questions and responses of various USPAP topics. The material emphasizes the role of the appraiser, the appraiser's impartiality associated with this role, and helps clarify concepts such as scope of work and when USPAP applies. The special responsibilities of the appraiser with regard to impartiality are explored in detail.

**Includes ASFMRA, AI, ASA, RICS and Friends of the Chapter*

See www.calasfmra.com for electronic registration and complete seminar details.

Mail-in registration form can be found on page 5. Member rates apply to ASFMRA, ASA, RICS, AI and Friends of the Chapter.

CALIFORNIA CLASSIC BARBECUE & SCHOLARSHIP AUCTION

Wednesday, March 24
5:30 – 9:30 p.m.
**International Agri-Center Heritage
Complex, Tulare**

Bus transportation provided from Marriott hotel.

A tradition at the Spring Ag Outlook Conference is the California Classic BBQ & Scholarship Auction. The home of the famous World Ag Expo will serve as the location for the 2010 event, which promises great food and a prime opportunity to network in a social setting. Explore the Heritage Complex Antique Farm Equipment Museum, a timeline of agriculture's heritage and a tribute to past generations of California farmers and dairymen. After dinner, be ready for some competition as the chapter presents those 'must have' items that will be auctioned off to raise money for the James A. Miles Scholarship Fund.

(Note: To donate Auction Items, please contact Jaime Bigham, ARA at 559-277-7000 or jaime.bigham@fmfarmcredit.com.)