



California Chapter
ASFMRA
Western Ag Professionals



TOOLBOX TOPICS

Highest and Best Use Workshop

Toolbox Topics is a mini workshop designed to help agricultural appraisers add 'tools' to their professional toolbox. The two-hour session will offer CE credit with BREa and focuses on a particular topic that relates to rural valuation. The workshop is followed by a social hour providing an opportunity for networking and exchanging information.

Special Considerations in the Analysis of Highest and Best Use (HBU)

Highest and Best Use (HBU) is often cited by reviewers as an area of weakness in appraisals. While proficiency with HBU is fundamental to the appraisal process, it is a tricky concept. This workshop is designed to hone your understanding of the application of HBU analysis in the appraisal process. We will review key processes and methods of market analysis and highest and best use analysis as applied to real property appraisal. Using illustrations from rural real estate, the workshop utilizes examples to demonstrate how the processes can be applied.

Presenters: Brian Sousa – Yosemite Farm Credit; Janie Gatzman, ARA – Gatzman Appraisal; Tiffany Holmes, ARA – Edwards, Lien & Toso, Inc.

CE Hours: 2 hours CE approved with BREa and ASFMRA.

May 7, 2020 • 2:00 to 4:00 pm

**Yosemite Farm Credit Training Room
800 West Monte Vista Avenue • Turlock, CA**

Social hour will immediately follow the workshop. Complimentary snacks and beverages.

\$45.00 Members* / \$60.00 Non-members • [Register On-Line](#)

**Member fee applies to ASFMRA, ASA, AI, RICS.*

If not registering on-line, please complete the information on the following page and return with check or credit card information by mail or email as indicated.

California Chapter, ASFMRA

P.O. Box 838 • Woodbridge, CA 95258 • (209) 368-3672 • info@calasfmra.com
www.calasfmra.com



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TOOLBOX TOPICS WORKSHOP – May 7, 2020 ATTENDEE REGISTRATON

Registration Fees: \$45.00 Member* • \$60.00 Non-member

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) _____

*Member fee applies to ASFMRA, AI, ASA, RICS

Amount Due: _____

Payment by: Check # _____ Credit Card: VISA MC Discover AmEx

Credit Card Information:

Card Number _____ Expiration Date _____

Name on Card _____ Security Code _____

Billing Address (if different from above) _____

Please return completed form via Mail or Email to: Email: info@calasfmra.com

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THANK YOU!