



CALIFORNIA CHAPTER

# NEWSLETTER



AMERICAN SOCIETY OF FARM MANAGERS AND RURAL APPRAISERS

SPRING/SUMMER ~ 2005

## A Message from the President



Russell Cremer

Well, another Spring Meeting is behind us. Charlie McElligott, Dan Sumner and their committee members once again put on an excellent conference. Those of you who attended, I am sure will agree; those that weren't able to, missed out on very timely and interesting presentations throughout the conference.

National president Tom Boyer honored us with his attendance and gave an update on happenings at the National level.

At the luncheon, Randy Edwards presented this years Distinguished Agriculturalist of the Year award to Bill Ahlem, Jr. From Randy's introduction of Mr. Ahlem and my brief conversation with him, I came away amazed and somewhat humbled by all that he has accomplished. He is truly a credit to our industry.

The barbecue, as always, was a time of fellowship among old and new friends. The gang at Sacramento

*Continued on page 6 ...*

## 2005 Spring Ag Outlook Program Once Again Hits the Mark for Content

The months of planning for the Spring Meeting culminated in a successful program entitled *Managing Our Resources For Profit* held April 22 at the DoubleTree Hotel in Sacramento. While attendance was down from prior years, the seminar contents were well received by those attending.

After brief introductory remarks from our Chapter President, Russ Cremer, and National President, Tom Boyer, the state of California Agriculture was reviewed and analyzed by Ken McCorkle of Wells Fargo Bank. His talk provided the lead-in for the remaining discussion groups of the day, all relating to the conference theme.

The subjects covered included Water Supply and Sustainability presented by Fresno attorney Gary Sawyers, Sacramento Valley farmer Don Bransford, and John Hewitt from the California Farm Bureau Federation. All expressed the importance of keeping agricultural users involved in all facets of water legislation and usage.

Led by Karen Klonsky, Ag Economics professor at UC, Davis, the next panel discussed the process that drives decisions for growers as they consider future uses of their valuable lands. Bill Phillimore, Paramount Farms, Inc., and Chuck Crain, Jr., Crain Walnut Shelling, provided real world views of their operations and decision making process.

At the luncheon, the Distinguished Agriculturalist Award was presented by Randy Edwards to Turlock dairyman William (Bill) Ahlem, Jr. In his brief remarks, Bill thanked his immediate family and friends who attended the luncheon. He went on to thank the Chapter for the award and urge the attendees to keep promoting California agriculture.

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## 2005 CA Chapter Executive Committee

### President

Russell Cremer  
*Cremer Agribusiness Svcs.*  
707.994.9288  
rcremer@mchsi.com

### President Elect

Lorrain J. Friant, AFM, CAC  
*Joaquin Friant*  
530.673.9169  
ljfriant@pacbell.net

### First Vice President

Randy Edwards, ARA  
*Edwards & Lien, Inc.*  
209.634.9484  
randy@edwardsandlien.com

### Second Vice President

David L. Moore, ARA  
559.439.0519  
mooreagland@hotmail.com

### Board Member 2nd Year

Michael G. Ming  
*Alliance Valuation Svcs., LLC*  
661.343.2367  
mming@allianceappr.com

### Board Member 1st Year

John Meek, AFM, AAC  
*JMeek Agribusiness Mgt.*  
209.333.8146  
jmeek@jmeek.com

### Treasurer

Steve Runyan, ARA  
*Runyan Appraisal Service*  
661.587.7200  
srunyan@bak.rr.com

### Immediate Past President

Kirk Sagouspe', ARA  
*Correia-Xavier, Inc.*  
559.277.7474 x106  
kirks@c-x.com

*Newsletter Editor: Suzie Roget*  
secretary@calasfmra.com

**California Chapter, ASFMRA**  
P.O. Box 838  
Woodbridge, CA 95258  
209.368.3672 / FAX 368.3602  
www.calasfmra.com

## 2005 Committees

The California Chapter thanks those members who serve on the many committees that are vital to the success of the organization. Please don't hesitate to contact any chairperson if you are interested in getting involved.

### Appraisal Review

Gary Helin  
Wells Fargo Bank  
559.625.4294  
helinw@wellsfargo.com

### Audit

Dorothy Bell, ARA  
MetLife  
559.891.7336  
debell@metlife.com

### Awards

Scott Johnson, ARA  
Ag Associates  
209.575.1881  
scott@agassociates.biz

### Bylaws

Lynn Rickard, ARA  
Rickard Appraisal  
661.328.9950  
lrickard@rickardappraisal.com

### Continuing Education

Kirk Sagouspe', ARA  
Correia-Xavier, Inc.  
559.277.7474 x106  
kirks@c-x.com

### Ethics/Professional Standards

Mike Jewett, ARA  
805.642.3940  
jewettme@aol.com

### Farm Management/Consulting

John Meek, AAC, AFM  
JMeek Agribusiness Management  
209.333.8146  
jmeek@jmeek.com

### Government Relations

Lynn Rickard, ARA  
Rickard Appraisal  
661.328.9950  
lrickard@rickardappraisal.com

### Land Values Survey

Allan Barros  
Fresno-Madera Farm Credit  
559.276.4826 -  
allan.barros@fmfarmcredit.com

### Spring Meeting

Charlie McElligott, ARA  
Rabo AgriFinance  
209.951.4980  
Charles.McElligott@raboag.com

### Fall Meeting

Richard Brockmeyer, AAC  
Wine Industry Investment Consulting  
707.226.8252  
winepro@pacbell.net

### Membership

John Currey, AFM  
Dixon Resource Conservation Dist.  
707.678.1655  
John.Currey@ca.usda.gov

### Nominating

Kirk Sagouspe', ARA  
Correia-Xavier, Inc.  
559.277.7474 x106  
kirks@c-x.com

### Professional Advancement

Lyle Wilkinson, RPRA  
Correia-Xavier, Inc.  
559.277.7474 x117  
lylew@c-x.com

### Retired Members

John Kirkpatrick, ARA-Retired  
Kirkpatrick Ag Services  
559.455.7176  
jkirkpatrick@onemain.com

### Scholarships

Susan Thompson  
D&J Farm Management  
559.455.7176/661.587.5198  
Sthompson66@aol.com

### Sponsorships

Suzie Roget  
209.368.3672  
secretary@calasfmra.com

The CA Chapter Member  
Directory is available  
on-line.

Check it out today at  
**calasfmra.com.**  
Click on **Directory.**

Please contact the chapter office  
at 209.368.3672 if your listing is  
incorrect or send corrections to  
secretary@calasfmra.com.

## Spring Meeting, cont.

The afternoon session focused on marketing of our agricultural products from the farm through the food chain, emphasizing the need to identify characteristics that distinguish the final product from general commodity products. Dr. Bruce Babcock, Iowa State University, provided the lead, followed by our own Jim and Mary Rickert who, despite an untimely power outage, happily shared their vision of Prather Ranch and its beef production. Roger Hancock, Albertson's, discussed the importance of those distinguishing characteristics in marketing to the public.

The meeting culminated in the annual presentation of *Trends in Agricultural Land & Lease Values*. Members Tony Correia and Mark Clarke summarized the exhaustive collection of data assembled by Allan Barros and his regional subcommittee chairpersons.

From the well attended Continuing Education classes put together by Kirk Sagousse, to the California Classic BBQ put on by John Maus and the folks at Sacramento Valley FCS, and with special thanks to all of our sponsors, I think we can count this year's conference as another success for the Chapter.

## Scholarship Auction Raises Over \$2,500

There never seems to be a shortage of bidders when California Chapter members and friends gather to raise money for the Scholarship Fund. At the auction held the evening prior to the Spring Conference, well over 100 agribusiness professionals put auctioneer Tony Toso to the task of selling items to the highest bidder.

The top item of the night was a dinner for 6 donated by Tony and Stephanie Correia. The buyer - Jim Crecelius of Monte Vista Farming Company.

Special thanks to Tony Toso for sharing his auctioneering talent, to all who assisted Tony as callers, to those individuals who donated items to the auction and of course, to the buyers. A big hand goes to Susan Thompson, chair of the Scholarship Committee, who is the workhorse behind these successful fund raising events.

## Thank you to our Sponsors

The California Chapter proudly thanks those companies who contributed so generously to the 2005 Spring Ag Outlook Conference...

### Diamond Level

RaboBank International  
Rabo AgriFinance  
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### Nametag Sponsor

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Looking for effective ways to reach California's top agribusiness professionals? Find out more about sponsorship opportunities within the California Chapter. Contact Suzie Roget in the chapter office at 209.368.3672 or email secretary@calasfmra.com. There are many opportunities available at different contribution levels.

## 2005 Trends in Ag Land & Lease Values

## Volume Discounts Available

Don't miss out on the opportunity to use *Trends* as a marketing tool for your business or organization. Quantity discounts are available!

1 - 49 copies ~ \$12

50 - 99 copies ~ \$9

100 - 249 copies ~ \$8

249 - 499 copies ~ \$7

500 + copies ~ \$6

Prices include sales tax and shipping.

Call Today!

209.368.3672

## Board of Directors to Meet June 29

The CA Chapter Board of Directors will gather in Madera on Wednesday, June 29th for the chapter's Summer Board Meeting. All Officers and Committee Chairs are encouraged to attend. Chapter members interested in the business functions and future activities of the chapter are also welcome. The meeting will be held at La Cave (The Courtyard - 1816 Howard Rd.) beginning at 11:00 a.m. Lunch will be provided. Please contact Suzie in the chapter office (209.368.3672) if you plan to attend.

## Chapter News

### From Professional Advancement...

Lyle Wilkinson, RPR

The California Chapter has a significant number of "candidate" and "professional" members. Many of you meet the requirements (or close to it) of becoming "accredited" as ARA's or RPR's. For all of you in that position, I want to warn you that the requirements are going to be changing and to encourage you to move forward. First the warning: The change is scheduled to take effect January 1, 2008. The significant change is in the hours of education requirements going from 255 to 410 or 415 hours. **That is an additional 155 to 160 hours (4 weeks).** Encouragement: There is no better time than right now to earn your designation. You will gain a tremendous sense of personal satisfaction when you finish and earn your designation.

Since it is too late to submit your applications for 2005, you only have two more opportunities, 2006 and 2007, to get "accredited" under the old requirements. The rumor is that there will be **NO GRANDFATHERING**. The application for 2008 will have to show the 410 or 415 hours of education requirement. Remember, the application deadline for ARA and RPR is typically January 1. For 2006 the application deadline is 01/01/06.

The ten-year rule for course eligibility has been dropped to assist the membership in obtaining their designations. This was done by the ASFMRA's Board of Directors at the meeting held in November of 2003. All work experience must be completed in the 10 years prior to the date of the application. Work experience over 10 years old, will not be used to meet the experience requirements.

We are currently looking at the educational needs of all the candidate and professional members to see if the

Chapter can offer a class or two to help meet the requirements. If you have a course need please let Suzie Roget (Chapter Administrator - 209.368.3672), Kirk Sagouspe', ARA (Education Committee Chair - 559.277.7474 (x106) or myself know.

For all the members working towards the ARA, the Chapter can provide you with a 13 page "Guidelines for Preparing Narrative Rural Appraisal Reports" that will be helpful in preparing your demonstration report. There is also a "Grading Sheet" available that will show you what points are assigned to each grading category and how your demonstration appraisal report is graded. Please contact Suzie Roget for copies of these documents.

If you have any questions or need any assistance in moving forward towards getting your designation please contact me, Lyle Wilkinson, at (559) 277-7474, extension 117 or by e-mail at lylew@cx.com. The Chapter wants to help you anyway we can. However, **YOU** have to take the initiative. **GO FOR IT, NOW IS THE TIME.**

Lastly, I want to extend our congratulations to Jeanie Kuta of the USDA Forest Service. She is our most recent chapter member to become accredited. She received her RPR designation at the national meeting held last November in Sacramento. Congratulations Jeanie!!!!

### CA Members Will be on National Ballot

When national ASFMRA elections roll around this fall, you will see two California Chapter members on the ballot. Jim Rickert, ARA has been nominated for District VII Vice President, a seat being vacated by Arizona's Kim Johnson, ARA. Chapter Treasurer, Steve Runyan, ARA, has agreed to step up to the chairs - so to speak - and will be on the ballot for the First Vice President slot. This position will place Steve at the helm of ASFMRA in three years. Congratulations gentlemen!

### For Retired Members Only

John Kirkpatrick, ARA - Retired

The California Chapter Retired Members Committee has been challenged by President Cremer and the Board of Directors to give all possible support to the new member recruitment process. We retired members are uniquely qualified for this task by reason of our long past and ongoing contacts with the movers and shakers of our agricultural communities.

Because we have clearly benefited from years of involvement as members of the California Chapter and the American Society, our successful careers may inspire prospective candidates to apply for membership. Personal contact with more recent entrants to our professions is a good beginning. Inviting them to participate in a chapter meeting or educational activity is a good second step. Finally, giving the individual prospect a membership application form along with an offer to serve as a personal or professional reference will very likely result in an application being submitted.

The May/June ASFMRA News has an article pertaining to Retired Membership status on page 8. It is strongly recommended that all our retired members read this article titled "**RETIRED MEMBERSHIP CATEGORY EXPLAINED**". For "Retired" category members, almost any level of professional activity is forbidden. (Teaching ASFMRA classes is an exception.) ASFMRA debated for a long time to develop the present bylaws provision that is discussed in the newsletter. Our California Chapter Bylaws Committee and Directors also struggled with the issues and failed to arrive at a clear consensus regarding "retired" member activity. Please let me know if you have any comments or concerns with the present status as described in the article and national bylaws. (559.

## From Membership...

John Currey, AFM

As the new membership committee chair I would like to thank all of the society's members for the continuing membership. I would also to thank Mary Rickert and Carole Fornoff for agreeing to assist me as members on the committee. As you are aware we need to continue to recruit new members and retain the members we have, as the chair of the committee I encourage you to inform your colleges and coworkers to become members by sharing the benefits you have received from the education and relationships that you have received with your membership. Several individuals have asked what they could do to help and we are currently trying to determine what action the committee could take to market the Society to the large agricultural community. Some of these efforts revolve around improving California chapter's education offering such as the recent water rights seminar that was well attended. If you have any suggestion that could help us please feel free to call me, Carole or Mary. One item that each of you can do to make our job easier is pay your dues in a timely manner, otherwise you may be receiving a call from one of us. While we enjoy visiting with you all, we could probably use this time for other activities.

### MEMBER INFORMATION

The 2005 Chapter Membership Directories have been mailed. Don't forget to check your information for accuracy. If anything is incorrect, contact the chapter office at 209.368.3672 or send an email to [secretary@calasfmra.com](mailto:secretary@calasfmra.com).

## Education

### Chapter Education on the Move

Kirk Sagouspe', ARA

The Continuing Education Committee is pleased to announce the success of the two classes offered in conjunction with the Spring Meeting. On Wednesday, April 20<sup>th</sup>, the Chapter brought national's "Appraising Ag Land in Transition" course to Sacramento, which was instructed by our own chapter member Julie Young, ARA, MAI. This course was anticipated to be very timely in the current California environment, where many traditionally agricultural properties are now being influenced by urban development pressures.

On Thursday, April 21<sup>st</sup>, the chapter offered the first ever "Water Rights Seminar." This seminar was developed by the California Chapter as a result of overwhelming demand by our membership. Nearly 70 students enrolled in the all day seminar, with 55% of those being California Chapter members. The remaining 45% of the class consisted of farmers, attorneys, accountants, and bankers, to mention a few.

The seminar was designed to give students a comprehensive introduction to California water rights and its complex delivery system. We were able to secure six of the most knowledgeable speakers, two of which are ASFMRA and California Chapter members (Lee Smith, ARA and Brian Hauss, AFM). We received very positive reviews on the Water Rights Seminar, and the committee looks forward to developing new seminars on related topics. We would like to thank all our speakers for their excellent performance at the Water Rights Seminar!

The Continuing Education Committee hopes to keep the momentum going by developing new, timely, and California Chapter owned seminars. At the annual Spring Meetings over the past several years, we have been circulating our standard education offering survey, which has been very useful in offering and developing the educational needs of the membership. So, we urge you to continue to fill out these surveys when presented the opportunity.

As we speak, the committee is developing the "Conservation Easement Issues" and "Discount Rate Analysis" seminars, which we hope to unveil in next 12 months. There is also the possibility that a "Dairy Facility Valuation" seminar will be developed in the near future. Other seminars with timely topics are also being considered.

If you have any suggestions regarding seminar topics of interest to you, the Continuing Education Committee would like to hear from you. Please contact Kirk Sagouspe', ARA at (559) 277-7474 ext. 106 or at [kirks@c-x.com](mailto:kirks@c-x.com).



## From the President, cont.

Valley Farm Credit did their usual fine job. The auction brought in approximately \$2,600 for our Scholarship fund. Thanks to all who donated items and to those who opened their wallets (and purses) to buy them. Thanks also to Karpe, Fisher Merriman for the sausage and Blackhawke-Interwest Insurance for the beer. And thanks to all who sponsored the conference and barbecue with monetary pledges.

Thanks also to Allan Barros and his committee for another outstanding Land Value Survey. I noticed significantly more orders for extra copies at the meeting. The word is obviously getting out regarding the value of this publication. I encourage members to promote the distribution of the LVS. Not only does it provide excellent value for the price; the revenue benefits and promotes chapter activities.

Educational offerings comprise the third leg of the chapter's significant Spring Meeting events (along with the meeting/barbecue and the Land Value Survey distribution). The attendance at the two seminars was outstanding, exceeding all expectations. We expected 25 – 30 for the Lands in Transition and had 56 people sign up, necessitating a larger room than planned. The second seminar, Water Rights, developed by the California Chapter was an even larger success with more than sixty in attendance. The chapter is in the process of developing more seminars tailored to California needs. Watch for them in coming months.

All in all, the meeting, barbecue and seminars were a huge success presenting timely information and interesting speakers throughout. Again we owe a big thank you to all who contributed.

The Fall Meeting will be held at Konocti Harbor Inn in beautiful Lake County (it's the one just north of the Napa Valley). The meeting is scheduled for October 26<sup>th</sup> and 27<sup>th</sup>, an accommodation to National whom inexplicably

moved their meeting up to the first part of October. This probably leaves out the water skiing events Brock had planned, but fishing is still a possibility (Clearlake, the largest natural lake in California, is the premier bass fishing lake in the west). For those of you who are contemplating spending a couple of extra days, Konocti offers excellent entertainment and nearby Konocti Vista casino provides Nevada style gaming.

Brock and I are working on several possibilities for the meeting program including a tasting of Lake County wines (and champagnes). John and Shirley Kirkpatrick (whose son, Dana, is a winemaker in the county) have suggested we consider Ceago del Lago developed by the Fetzer family. This 220-acre lakefront property, located on Clearlake's north shore, is an agricultural resort-style development that promotes a holistic environment of plant and animal life. As the interest in organic and sustainable production techniques are on the increase, this may make for an informative and interesting tour.

Now for a bit of trivia from Bill Beyer; Lake County has one other distinction. Can you guess what it is? The answer will be given at the meeting in October.

On a sad note, I recently learned of the passing of Walt Minger. As many of you will remember, Walt was the first recipient of the Distinguished Agriculturalist of the Year award.

For those of you who haven't heard, Steve Runyan, ARA has been nominated to the National Executive Counsel and will be installed as 1<sup>st</sup> Vice President at the upcoming annual meeting. Jim Rickert, ARA, AFM has been nominated for District VII Vice President. Congratulations to both of you.

Well, that's all for now.

*Russ*

## Arizona Chapter to Offer USPAP - (A-12 Part III) in August

The Arizona Chapter of ASFMRA will offer USPAP 2005 (A-12 Part III) August 5, 2005 at the University of Phoenix in Chandler, Arizona. The 7 hour course offers comprehensive coverage of the Uniform Standards of Professional Appraisal Practice including the Ethics, Competency, and Departure Provisions. The course concludes with an examination and is a requirement for the ARA and RPRA designations. All ASFMRA Accredited, Professional, Candidate and Associate members are required to take this course every 5 years.

The instructor for the course will be Kim Johnson, ARA, current District VII ASFMRA Vice President.

Cost for the class is \$125 for ASFMRA Members and \$150 for non-members. For a copy of the course registration form, contact Mark Keller with the Arizona Chapter at 602.236.8164 or Suzie Roget in the CA Chapter office at 209.368.3672. Copies of the form are available electronically in a PDF format.



# *A Few Highlights of the 2005 Spring Conference...*





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## 2005 CALIFORNIA CHAPTER ASFMRA - Event Calendar

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- June 29 California Chapter Board of Directors Meeting (members welcome to attend). La Cave - Madera. Call chapter office for directions and information 209.368.3672.*
- August 5 USPAP - A12 Part III - Sponsored by Arizona Chapter, ASFMRA University of Phoenix - Chandler, AZ*
- September Leadership Institute - Washington DC  
10 - 14*
- October ASFMRA Annual Convention and Trade Show  
6 - 8 Hilton Hotel - Austin, Texas*
- October California Chapter Fall Meeting and Officer Installation Banquet  
26 - 27 Konocti Harbor Resort & Spa - Clear Lake*