



CALIFORNIA CHAPTER

NEWSLETTER



AMERICAN SOCIETY OF FARM MANAGERS AND RURAL APPRAISERS

WINTER ~ 2006

A Message from the President



Lorrain Friant, AFM, CAC

I have had five years to prepare for this moment and find that I am still not ready. I do not write articles or give speeches (as those of you who attended the Fall meeting's banquet can attest and I will certainly reconfirm this at the Spring Outlook). So here I am in a pickle having to write something for the "President's Column". Well, here goes...

I would like to thank those of you who ventured to Lake County for the Fall Meeting. Russ Cremer and Richard Brockmeyer put together a wonderful program. Plus the Education Committee offered an excellent Conservation Easements course that was very well attended. Those of you who could not make the meeting truly missed out on delicious produce from the Cremer's garden as well some tasty Lake County wines. My thanks to Russ for his past year as president and a great fall meeting.

Continued on page 6 ...

2005 Fall Meeting Brings New Leadership to California Chapter

The 2005 Fall Meeting of the California Chapter held at Konocti Harbor Resort on the shores of northern California's Clear Lake was attended by nearly 50 members. The meeting was preceded by an excellent new offering of Conservation Easements that brought rave reviews by attendees. According to Education Committee Chair, Kirk Sagouspe', ARA, "This is definitely a course that we see offering again in 2006. With data constantly changing, we have a tremendous opportunity to provide timely information. Having presenters looking at easements from different viewpoints was really effective for those taking the seminar."



Jim Fetzer speaks to group at Ceago del Lago

The Fall Meeting included an agricultural bus tour which gave attendees an excellent overview of Lake County land use. A ride-on tour guide provided a lively and informative narrative throughout the day.

Stops were made at Ceago del Lago for lunch, wine tasting and a tour of the biodynamic farming operation hosted by owner Jim Fetzer, and then at Steele Winery for a tour of the facility and tasting of more Lake County wines. Special thanks to Richard Brockmeyer, AAC who assisted Russ Cremer in planning an excellent outing.

The Installation and Awards Banquet held following the tour was the setting for

Continued on page 7 ...

Contents this issue...

President's Message	1
Executive Board and Committee Directory	2
2006 Leadership Institute / Washington Summit.....	3
Education	5
Member News	5
Long Range Planning / Board of Directors Meetings	6
Job Opportunities	7
Spring Meeting	8
Chapter Calendar	8

Leadership Institute - Washington Summit

continued from page 3...

efforts all helped make this Leadership Institute a success for the Society and attending members. This was very beneficial.”

“The learning and networking conducted during the Leadership Institute is invaluable for the future. If we culture and cultivate our learning process, the seeds planted today will have better potential to produce large yields in the future. I would encourage any member to participate at least once in this event. You will better understand some issues and be less confused about many others.”

If you haven't attended the Leadership Institute in the last three years you will be surprised at the changed format. On Monday and part of Tuesday the appraisers take part in meetings that generally include The Appraisal Foundation, the Appraisal Subcommittee, legislative committees at the House and Senate, the Internal Revenue

Service, the National Business Center and the Land Trust Alliance.

The Leadership Institute has become a “must do” event for appraisers that desire to stay current on national appraisal issues. The managers are exposed to the insights of DuPont's Ag and Nutrition Global Leadership Team in Wilmington, Delaware on Sunday and Monday. Interacting with professionals that travel the world weekly dealing with product discovery, opening markets in Asia, developing new uses for soy isoflavones as protein substitutes and creating fibers from corn starch is incredibly stimulating.

Don't miss out. Registration is limited to the first 200 members. Contact Steve Runyan, ARA at 661.587.7200 or email srunyan@bak.rr.com to be placed on the pre-registration list.



**Snapshots from
2005 Fall Meeting**

Ad Space Still Available in 2006 *Trends in Ag Land & Lease Values*

More highly acclaimed than ever, this publication is a must for all agribusiness professionals.

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Request a Contract today from the California Chapter office or visit www.calasfmra.com.

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Education

Back by popular demand, the California Chapter will be offering its newly developed Conservation Easements Seminar preceding the Spring Meeting. This one day seven hour course has been approved for CE credit by ASFMRA and OREA. It is geared toward land owners, real estate lenders, farm managers, consultants and appraisers and provides a general familiarization with the Conservation Easement process. The course begins with an overview of Conservation Easements and delves into the lack of understanding of the benefits of this valuable tool. The concept of the Conservation Contract will be fully discussed in the morning session as well as the different types of easements; degrees of restrictions; who can grant them; operation management of easement property; and the duration period. The session will introduce and explain the entire Conservation Easement process, including valuation issues, the transaction process, the roles of the players, the types of trusts available, and the advantages and drawbacks.

The afternoon session will provide students with a real world look at a Conservation Easement through the presentation of an actual transaction by the parties involved. The session will be comprised of a panel of professionals and trust representatives who will discuss their involvement in Conservation Easements. Time will be allotted for questions.

If you were unable to attend this informative seminar at the Fall Meeting, you won't want to miss this opportunity. The education committee is also attempting to bring a new seminar to the Spring conference devoted to the topic of 1031 Exchanges. This promises to be a new and exciting offering for the California Chapter. More information will be forthcoming.

Member News

Ortiz Receives RPR Designation

Congratulations to Nancy Ortiz, the latest CA Chapter member to receive the RPR (Rural Property Review Appraiser) designation from the American Society.



Nancy Ortiz, RPR

Nancy started her appraisal career in 1979 Wyoming working for the Bureau of Land Management (BLM) on a variety of appraisal assignments involving farm and ranch lands, rights-of-way, minerals, and various land uses and leases. In 1991 she accepted the Chief Appraiser position for California BLM managing their appraisal program until 2004, when the Department of Interior's appraisal program was consolidated under the Office of the Secretary. She now works for the Secretary's National Business Center, Appraisal Services Directorate (ASD). Nancy is currently on Detail to the Office of Special Trustee, Office of Appraisal Services, a branch of the ASD, overseeing a large contract for various appraisal services. In addition she is on the faculty of the FWS National Conservation Training Center conducting appraisal training for BLM and the US Forest Service.

Nancy attended Western Carolina University majoring in Art and English. She currently resides in Roseville with her husband, Paul, and three children. Her eldest attends the University of California, Santa Cruz. Nancy has been a member of ASFMRA since 2003.

Mike Ming Earns ARA Accreditation



Mike Ming, ARA

Michael G. Ming has become the latest CA Chapter member to earn the designation of ARA, Accredited Rural Appraiser. Mike received word in September

that he had passed the rigorous exam and was duly certified. Mike has been a member of ASFMRA since 1997 and presently serves as Second Vice President on the Chapter's Executive Board. He is the owner of Alliance Appraisal, LLC in Bakersfield, the company where he was employed for nearly 15 years. Mike is a member of the Appraisal Institute and is also a candidate for the MAI designation. He and his wife, Michele, are very active in the Bakersfield community where they live and are raising their three children. Congratulations!

Virtue Recovers from Heart Surgery

Just before Frank Virtue and his wife, Arlene, were slated to fly from their Las Vegas home to northern California for the Fall Meeting, Frank was told he needed emergency surgery on his heart. For the second time in three years, Frank would have heart bypass surgery. The first surgery, a quadruple bypass, was successful for a couple of years but then three of the four bypasses failed. A call from Arlene let the chapter know the couple's plans had changed and they would not be attending after all. The good news is that Frank's surgery was a success and everything appears to be good. He is actually back and work and looking forward to attending the Spring Meeting. Emails can be sent to agvirtue@aol.com.

From the President,

continued from page 1...

Before I forget, we will be holding a Long Range Planning session and Board Meeting at Tenaya Lodge in Yosemite February 3 and 4. I hope many of you can attend; this is a great opportunity to direct the Chapter's path over the next three to five years. Plus the Tenaya Lodge is a great weekend getaway for the family.

Being female I guess it's my prerogative to change a few things this year. Having listened to various complaints over the past several years regarding the different accommodations during our Visalia event, I polled a number of Chapter members about changing the venue. I then directed Spring Meeting Committee Chair, David Moore, to investigate different options for the 2006 Spring Outlook. Dave got busy and found us new locations for the conference as well as the barbeque. We will be holding our meeting and education offerings at the Visalia Holiday Inn, which has been recently renovated and is closer to Highway 99 and the Visalia airport. Our barbeque will be a short bus ride away from the hotel at the Ritchie Barn, which will allow Tony Correia and Richard Brockmeyer to bring us all wonderful wines to enjoy with our dinner (yes, I just volunteered you guys for wine).

I have also made a few changes to our committees. Gary Helin has agreed to take over the Awards Committee as Scott Johnson has moved to chair the Ethics / Professional Standards Committee. Unfortunately, John Kirkpatrick is not able to continue on the Retired Members Committee leaving a vacancy. I am still searching for a replacement. Dan Whisenhunt will continue the task he volunteered for last year, searching out benefits for our members. Finally, in an effort to involve our younger members, I asked Janie Gatzman and Stacey Meneses to co-chair the Membership Committee, to which they happily agreed. I hope

that these two ladies as new and young members will be able to share their perspective with potential new members and balance our ranks with more young people; however, it still remains each of our responsibility to see that all new members are encouraged and supported in attending our functions so that they may become actively involved. My thanks to all past chairs for their service and to all present chairs for their upcoming work.

In 2006 the Chapter will be actively offering scholarship funds to college students. The Chapter's Scholarship Committee will offer and administer one \$1,000 scholarship available to 4-year college students and one \$250 scholarship available to 2-year college attendees. We have also partnered with 4-H to offer three scholarships, two at the \$1,000 level and one at the \$250 level under the same guidelines as our committee. This year will test both offerings so that the Scholarship Committee and Board may evaluate the response to best place our scholarship funds in future years. If you would like more specific details on the scholarships, please contact Susan Weidemann, the committee Chairperson. (Note: The chapter will continue to offer scholarships to members pursuing their accreditation).

As many of you may know by now, Steve Runyan has been voted into the ASFMRA chairs and will represent California in a few short years as our National president. Also, Jim Rickert has been elected as our District VII VP. I don't know of finer men to take our issues to National for us. Congratulations and good luck both of you during your service.

I urge all of you to look at the people who volunteer time after time for our Chapter. They are wonderful examples of leadership. Unfortunately, many of us are getting older, funny how that happens. We need new blood, both in our membership and in our volunteers. We have many new members starting to participate. If you are in a position

to make it easier for them to do so, please lend them a hand. I was encouraged and financially assisted by my employers when I joined the Society; it made all the difference in my ability to become involved. If you can't make one of our meetings, try to sponsor one of your employees or even a potential new member. Our group is fantastic, but we all need to be proactive to ensure our future strength.

With that I will close. I hope that 2006 is a great year for us all.

Lorrain

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Long Range Planning/Board of Directors Meetings Set for February

*I*t is the policy of the California Chapter to review its Long Range Plan every three years in an effort to track progress and make modifications. The Board of Directors will be meeting at the Tenaya Lodge in Yosemite on February 3rd & 4th for this purpose. The Long Range Planning portion of the meeting is scheduled to begin on Friday at 11:00 a.m. and conclude Saturday following lunch. A Board of Directors Meeting will then follow. All meetings are open to the general membership but reservations are requested. Please contact the chapter office at 209.368.3672 if you are interested in attending. The telephone number for the Tenaya Lodge is 877-635-5807. Please don't hesitate to contact the chapter office with any questions. A limited number of rooms has been reserved for the group.

New Leadership,

continued from page 1...

the presentation of the chapter's inaugural Agricultural Stewardship Award. The recipient was Jim Fetzer and Ceago Vinegarden, selected for their excellence in conserving, maintaining and improving our natural resources and environment by using innovative and progressive business practices. The award is co-sponsored by the California Chapter, ASFMRA and Western Agricultural Services. Mary Rickert of WAS was on hand to make the presentation.

Other awards presented by outgoing President, Russ Cremer, during the course of the evening included the



Chapter Service Award to Allan Barros, ARA for his continued dedication to the expansion and improvement of the Land Values Survey; President's Pick & Shovel Awards to Sacramento Valley Farm Credit for their efforts at the Spring Meeting Barbecue at Heidrick Ag History Center; Kirk Sagouspe', ARA, for his excellent work with Education; and to Charles

McElligott, ARA, for his efforts in putting together an excellent Spring Ag Outlook program. Nancy Clemmensen was recognized for her talents in graphic design and dedication to the 2005 Land Values Survey and Sharon Runyan was thanked for her service to the chapter ins assisting Steve with the role of Treasurer. Russ also recognized Suzie Roget for her assistance during his year as president and his wife, Joan, for standing beside him through it all.

Following the awards, Russ thanked the officers who had served the chapter during the 2004-05 year and presented each with a gift of appreciation. The officers who would complete 2005 and lead the chapter during 2006 were then installed. Erik Roget, ARA, conducted the installation ceremony and presented Lorrain Friant, AFM, CAC, as the new - and first ever female - California Chapter president. Other officers include: President-Elect - Randy Edwards, ARA; First Vice President - David Moore, AFM; Second Vice-President - Michael Ming, ARA; Second Year Board Member - John Meek, AFM, AAC; First Year Board Member - Ralph Pavey, ARA; and Treasurer - Steve Runyan, ARA.

Lorrain was welcomed into the presidency with a warm round of applause. As her first order of business, she thanked Russ for his commitment to the chapter, presenting him with a plaque recognizing his year of service as president.



New president, Lorrain Friant, presents outgoing president, Russ Cremer, with a plaque and a smile, thanking him for a year of excellent service to the chapter.

Job Opportunity

AGRICULTURAL APPRAISER - Central Valley

STRONG GROWTH-ORIENTED BUSINESS BANK HAS NEED FOR AGRICULTURAL APPRAISAL OFFICER

Immediate opening for Agricultural Appraisal Officer. Successful candidate will be responsible for the physical inspection of all relationships including wholesale dairy farms, livestock raisers, farming operations, etc. plus the subsequent reporting of required inspections and budget preparation. In addition to the inspection of the operating assets as collateral, the Appraiser will also be responsible for various selected real estate and construction appraisal projects. Livestock and crop appraisal experience plus budget preparation as well as real estate appraisal experience are required. Must have a Certified General Real Estate Appraiser License and an Accredited Rural Appraiser Designation or equivalent experience, education and training. A history of superior performance and tangible results are essential. The ability to prioritize, handle a high volume of work and make decisions is required along with excellent written and verbal communication skills. Good to excellent personal computer skills also a plus. The ability to travel within and out of state is required.

Employer is in the top 3-5% of the nation's business banks and among #2 in California. The bank has had 23 straight months of solid growth and stock just split. There are 40 centers in California and the position would serve in the Central Valley and outward through and outside of CA. There is a great management support team and you are invited to see if this is for you.

Please send resume to:

Ron Powers, President
Powers & Powers
Management & Executive Recruiting Specialists
31916 Monique Circle
Temecula, CA 92591 / 951.676.8715
Email: ron@powers-powers.com (*Email is preferred form of contact*).

Spring Meeting to Focus on Conservation and Sustainable Ag

The 2006 Spring Ag Outlook Conference is set for Thursday, April 27th at the Visalia Holiday Inn and Conference Center. The theme of this year's meeting is **California Agriculture...Stewards of the Land**. The program is currently being planned by meeting chair, David Moore, AFM, and his committee and promises to be excellent. Once again, the chapter's award winning *Trends in Agricultural Land & Lease Values* will make its debut with data and trends information presented at the meeting by Tony Correia, ARA and Mark Clarke.

On Wednesday, April 26th, the chapter will host the annual California Classic Barbecue and Scholarship Auction. This year, the barbecue will move to the Ritchie Barn located in a rural setting outside of Visalia. Bus transpor-

tation will be available from the hotel. Continuing Education opportunities are being finalized and will likely include two offerings preceding the meeting.

Watch the web site for programming details as they become available. Registration materials will be mailed in early March.

Sponsorships for the Spring Ag Outlook are an excellent opportunity to put your company's name in front of the hundreds who attend the meeting and the many non-attendees who receive the conference brochure. This is excellent exposure to your target audience at a very reasonable price. Call Suzie Roget in the chapter office for details and sponsorship opportunities - 209.368.3672 or email secretary@calasfmra.com.



Chapter members at Fall BBQ...getting ready for Ritchie Barn in the Spring!



Fall Meeting attendees walk out on dock overlooking Clear Lake. Ceago del Lago stands in the background.

2006 CALIFORNIA CHAPTER, ASFMRA Calendar

January

19 2006 State of the Profession Workshop & Networking Social. Sheraton Four Points, Pleasanton - Northern CA Chapter of Appraisal Institute 925.932.7753

February

1 Advertising Deadline - 2006 *Trends in Ag Land & Lease Values*
 3 - 4 Long Range Planning Meeting, Tenaya Lodge - Yosemite
 4 Board of Directors Meeting - Tenaya Lodge, Yosemite
 7 National USPAP Update (7 Hour) - Carr America Conference Center, Pleasanton (Northern CA Chapter - Appraisal Institute 925.932.7753 or www.norcal-ai.org)
 7 - 9 Colusa Farm Show, Colusa
 14 - 16 World Ag Expo - International Agri-Center, Tulare

April

24 Class - To be determined
 25 Class - To be determined
 26 California Classic Barbecue & Scholarship Auction - Ritchie Barn, Visalia
 27 Spring Ag Outlook Conference - Visalia Holiday Inn & Conference Ctr.

September

17 - 21 Leadership Institute - Washington Summit, Washington D.C.



Please direct any additions to the chapter calendar to secretary@calasfmra.com or call 209.368.3672.