



# CALIFORNIA CHAPTER

# NEWSLETTER



## AMERICAN SOCIETY OF FARM MANAGERS AND RURAL APPRAISERS FALL ~ 2007

### A Message from the President



*Randy Edwards, ARA*

Days are getting shorter, almond dust is flying and corn is coming down, fall must be upon us. It's time to think about the upcoming fall meeting on October 25 -27 in Monterey. Whether you want to get out of valley heat or just need a change of scenery, Monterey is a choice coastal destination. The chapter appreciates your support and commitment to this event. We need a strong turn out to make this a success, so please make your reservations today.

This is probably my last President's Message to write. So I would like to say I have enjoyed this past year serving as your chapter president and want to thank everyone for their support. I would encourage each of you to become more active in our chapter activities and get on those committees, attend events and courses. This is vital to the survival of our revered organization and our way of life as agricultural professionals.

*Continued on page 4 ...*

### Fall Meeting in Monterey October 25-27

You won't want to miss the California Chapter ASFMRA Fall Meeting at the Portola Plaza Hotel at Monterey Bay October 25 - 27. The complete meeting schedule can be found on page 5 of the newsletter. The Fall Meeting marks the formal conclusion of the chapter's year and includes the Annual Meeting of members and Installation Banquet. This year's meeting will feature an interesting full day ag tour on Friday, October 26 with visits to Ocean Mist Farms, Paraiso Vineyards and Fresh Express. Meeting Chair, JoAnn Wall, has been instrumental in lining up the tour stops and speakers. Continuing Education credit has been granted from ASFMRA for the ag tour and approval is pending with OREA.

The Friday evening Installation and Awards banquet will be preceded by a reception honoring the chapter's newly accredited members. Five California Chapter members passed accreditation exams this summer and will officially be recognized at the annual meeting in San Diego in February. This reception will allow the chapter to show their support and recognize each individual's achievement. Following the reception, enjoy dinner with fellow chapter members and support your incoming officers and board members who will serve in leadership positions for the 2007-2008 membership year.

On Saturday, the chapter will unveil its newest course - *Efficient Use of Microsoft Word & Excel in Evaluating Property Economics*. This Word/Excel Workshop was developed in response to the results of multiple member surveys and will be taught by Ben Slaughter, ARA. See a complete description in the Fall Meeting Registration insert. You can take the course on Saturday, be finished by mid-afternoon and still have plenty of time to enjoy the Monterey-Carmel area.

For you early birds and fishing enthusiasts, join chapter President, Randy Edwards for a half day Deep Sea Cod Trip with Chris' Fishing Trips of Monterey on Thursday morning. All information is included in the enclosed meeting registration flyer. See who can outfish "the boss" before he steps down from office!

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## 2007 CA Chapter Executive Committee

### President

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

### President Elect

David L. Moore, AFM  
Hartford Agri Finance  
559.436.2566  
david.moore3@thehartford.com

### First Vice President

Michael G. Ming, ARA  
Alliance Appraisal, LLC  
661.343.2367  
mming@allianceappr.com

### Second Vice President

Ralph Pavey, ARA  
916.687.8658  
rpavey@frontiernet.net

### Board Member 2nd Year

David Gracia, ARA  
Citizens Business Bank  
559.636.0154  
dagracia@cbbank.com

### Board Member 1st Year

Dorothy Bell, ARA  
775.747.0939  
lazyjy@sbcglobal.net

### Immediate Past President

Lorrain J. Friant, AFM, AAC  
Cushman & Wakefield of CA  
530.870.2008  
Lorrain.Friant@cushwake.com

### Treasurer

Erik Roget, ARA  
Rabo AgriFinance, Inc.  
209.472.3900  
Erik.Roget@raboag.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

## 2007 California Chapter Committees

The California Chapter thanks those members who have committed to serve in 2007 on the many committees that are vital to the success of the chapter. Please don't hesitate to contact any chairperson if you are interested in assisting with a committee.

### Appraisal Review

Gary Helin  
Wells Fargo Bank  
559.625.4294  
helingw@wellsfargo.com

### Audit

Dorothy Bell, ARA  
775.747.0939  
lazyjy@sbcglobal.net

### Awards

Martin Seanez  
Fresno Madera Farm Credit  
559.276.4825  
martin.seanez@fmfarmcredit.com

### Bylaws/Government Relations

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

### Continuing Education

Russ Cremer  
Bank of America  
707.994.9288  
rcremer@mchsi.com

### Ethics/Professional Standards

Ken Brown, ARA  
Fresno Madera Farm Credit  
559.277.7000  
kenneth.brown@fmfarmcredit.com

### Farm Management/Consulting

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

### Land Values Survey

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

### Spring Meeting 2008

Mike Ming, ARA  
Alliance Appraisal, LLC  
661.343.2367  
mming@allianceappr.com

### Fall Meeting 2007

JoAnn Wall  
Schenberger, Taylor, McCormick, et al  
805.591.0577  
jwall@stmjappraisers.com

### Membership & Marketing

Janie Gatzman  
American AgCredit, FLCA  
209.847.0533  
jgatzman@agloan.com

### Nominating

Lorrain Friant, AFM, AAC  
Cushman & Wakefield of California  
530.870.2008  
Lorrain.Friant@cushwake.com

### Professional Advancement

Lyle Wilkinson, RPR  
Correia-Xavier, Inc.  
559.277.7474 X117  
lylew@c-x.com

### Retired Members

Tom Coultas  
916.791.1198  
coultastrc@yahoo.com

### Scholarships

Susan Weidemann  
707.343.1112  
scweidemann@yahoo.com

### Sponsorships

Suzie Roget  
California Chapter, ASFMRA  
209.368.3672  
secretary@calasfmra.com



# California Chapter Congratulates Newly Accredited ARAs!

The following individuals recently completed all the requirements to become Accredited Rural Appraisers with the American Society of Farm Managers and Rural Appraisers. They received notification in June that they had passed the accreditation exam.

## D. Matt Marschall, ARA

Matt Marschall, ARA is a fee appraiser and managing director of the National Practice Leader – Agribusiness Valuation Services, Capital Markets Group of Cushman & Wakefield of California, Inc. in San Diego. Prior to joining Cushman & Wakefield, Matt was a partner in the Dore', Curry, Marschall, Inc. (Integra Realty Resources) appraisal firm in San Diego. Matt began his appraisal career in 1983 after serving as CEO for a large San Diego based agribusiness firm. His assignments include traditional valuation, condemnation, consultation, litigation support and analysis of complex properties having highest and best use and feasibility issues as well as environmentally impacted property. Traditional appraisals included apartment complexes, condominium developments, residential subdivisions, master-planned communities, retail, office and industrial properties as well as land, conservation land and agriculturally developed property (tree crops, row crops, nursery land, equestrian facilities and special use properties including automobile dealerships, restaurants, mobile home parks, rock/aggregate quarries, and water rights).

Matt has also received the MAI designation from the Appraisal Institute. He has taught local seminars for the San Diego Chapter of the Appraisal Institute and has guest lectured at several professional conferences as an authority on the use of technology in Real Estate Appraisal and Consulting.

Matt holds a Bachelor of Arts degree in Biology from the University of California, San Diego and a Masters

degree in Social Ecology (Environmental Quality/Public Health Subprogram) from University of California, Irvine.

Matt lives in Escondido with his wife Lori and children. Matt's hobbies include various water sports (surfing, fishing, boating, and water skiing) and martial arts.

## Todd O. Murphy, ARA

Todd Murphy, ARA, holds a degree in Agri-business from Cal Poly San Luis Obispo. He is a fee appraiser with the firm of Schenberger, Taylor, McCormick and Jecker in San Luis Obispo. Todd started appraising in 1979 as a staff appraiser for Santa Barbara County Assessor's Office in Santa Maria. He joined the firm in 1983. Todd appraises many types of properties including agricultural properties, commercial properties, industrial properties, rights-of-way, and conservation easements for a diverse group of clients. He specializes in appraising ocean front ranches with a total of 45 miles of shoreline appraised to date. Most of his appraisal work is done in the Central Coast area.

Todd has been married to his wife Heather for 25 years. They met at Cal Poly. They have a son attending Cuesta College and a daughter attending UC Santa Cruz.

Todd enjoys playing basketball and coaching youth basketball. He also enjoys backpacking and fishing in the Sierra Mountains.

## Martin Seanez, ARA

Martin Seanez, ARA, is Vice President - Senior Appraiser for Fresno-Madera Farm Credit in Fresno. He began appraising for the Farm Credit system in 1985 after graduating from California State University, Fresno, with a degree in Agriculture Business. Martin appraises all types of agricultural and related properties, specializing in dairies.

Martin and his wife, Jenise, have been married for 14 years. They have a daughter (Leann) who is eleven and a son (Jeffrey) who is nine.

Martin spends his spare time supporting his children in their activities. He enjoys fishing, playing billiards with the kids and taking the family to the coast.

## Benjamin Slaughter, ARA

Benjamin Slaughter, ARA holds a degree in Agriculture Business from California State University, Fresno. Ben is a fee appraiser and independent contractor for Correia Xavier Inc. in Fresno. Ben has been with Correia Xavier Inc. since 2000. Ben appraises all types of agricultural properties. A significant amount of his work involves vineyards and wineries in the Napa and Sonoma area. Ben is certified as a general appraiser in California and Oregon.

Ben is doing innovative work in the use of Geographic Information Systems (GIS) technology in the appraisal process. He has addressed this subject in presentations at several appraisal meetings and seminars along with publishing an article on this topic in the online appraisal journal, *Appraisal Buzz*. Ben is currently working on developing a class for the California Chapter regarding Excel and Word to be presented at the Chapter's Fall Meeting.

Ben has been married to his wife Teresa for 5 ½ years. They have 3 sons. Ben and his family live on a small farm in Madera County that he recently planted to almonds.



## Chapter News

### Chapter Supports San Diego Meeting

The California Chapter Board of Directors voted to support Ag Pro Outlook '08, the 2008 annual meeting of ASFMRA, with a donation of \$2,500. The funds will go toward the sponsorship of the Accreditation Banquet. Five California Chapter members will be recognized for their designations at this event and the chapter is also showing its support of long-time member, Steve Runyan, ARA, who will be installed as ASFMRA President. We hope that you will plan to attend the annual meeting in San Diego in February. It will be well worth the trip!

The annual Education Foundation Auction is a highlight at the annual meeting and the list of auction items can be both interesting and impressive. The California Chapter is looking to donate several items to the auction and needs your input. If you have ideas or items of interest that you would like to contribute, please contact Suzie in the chapter office (209.368.3672 or secretary@calasfmra.com). Trips, vacation home stays, dinners, hunting and fishing outings, sporting event tickets, etc. are always popular with ASFMRA members and can bring in big dollars to support the Foundation!

Finally, the chapter will be looking for volunteers to assist with the annual meeting while we are in San Diego. If you are interested in helping, please let Suzie in the chapter office know so that she can get you added to the volunteer database.

Thank you in advance for your support of the 2008 Annual Meeting of ASFMRA. It's not often we as a state have the opportunity to host this group of property economics professionals in our own "neighborhood".

### President's Message, cont.

*Continued from page 1...*

I don't like long good buys and most of you that know me, know that I'm typically a man of few words. Just know that I have a deep commitment to this organization and our profession and wish success and prosperity to all.

Respectfully Submitted



Randy Edwards, ARA  
President, CA Chapter, ASFMRA

### District VII Review Committees Thank Members

Jeffrey L. Berg, ARA, Chair of the Accrediting Experience Review Committee and David A. Gracia, ARA, Chair of the Appraisal Experience Review Committee for District VII wish to thank their committee members for a job well done. The members of this committee went above and beyond the call of duty - each reviewing three real estate appraisals of the ARA candidate to which they had been assigned; conducted oral interviews with the candidates; and submitted their recommendations for a pass/fail for meeting the experience requirements for the ARA designation. Jeff and David express their gratitude for the members' willingness to step-up and perform these functions within a very short time period. The Committee members include:

Robert W. Arnold, ARA  
Bruce A. Beaudoin, ARA  
David Bell, ARA  
Lonnie Filipek, ARA  
Mark E. Gregg, ARA  
David F. Hamel, ARA  
Dale Hibler, ARA  
Scott L. Johnson, ARA  
Richard L. Kilgore, III, ARA  
Ralph F. Pavey, ARA  
Duane R. Price, ARA  
Lynne E. Rickard, ARA  
Kirk Sagouspe', ARA  
Craig Warren, ARA  
James W. Wheyland, ARA

**New Course Offering  
from the  
CA Chapter, ASFMRA**

### **EFFICIENT USE OF MICROSOFT WORD & EXCEL IN EVALUATING PROPERTY ECONOMICS**

*Intended for managers  
and appraisers who wish to  
further their skills in using  
MSWord and MS Excel.  
Learn numerous advanced  
functions that will increase  
proficiency, speed and  
accuracy in building and  
maintaining files.*

**Saturday  
October 27  
8 am - 3 pm**

**Portola Plaza  
Hotel at Monterey**

**\$150 members/  
\$175 non-members**

**To register, call:  
209.368.3672**

Approved for  
7 hours CE with ASFMRA.  
OREA Approval pending.

### Chapter Web Site

If you have visited the chapter web site lately, you may have noticed that things are a bit outdated. We lost our webmaster and are presently searching for a replacement. Please be patient while we conduct our search. We will have things up and running soon!

## Member News

### John Meek, AFM, AAC Resigns from Board

**J**ohn Meek, Jr., AFM, AAC tendered his letter of resignation from the CA Chapter Board of Directors following the board's meeting held in June. John was serving as Second Vice President of the chapter. He will continue to remain active in the chapter as chair of the Farm Management/Consulting Committee.

In accordance with the chapter bylaws, vacancies on the board shall be filled promptly by the vote of the remaining members of the board. At the board's recent meeting on August 3rd, the group voted to replace John with 2nd Year board member Ralph Pavey, ARA, who was then replaced by 1st Year Board Member David Gracia, ARA. Dorothy Bell, ARA was elected to step in as 1st Year Board Member.

Chapter elections will be held prior to the Fall Meeting in October where the next 1st Year Board Member will be elected and existing officers will be on the ballot, advancing to their next position. Nominations are also accepted from the chapter. Please see the enclosed ballot for complete information.



### Dorothy Bell, ARA Elected to Chapter Board



**D**orothy Bell, ARA, was elected to the position of First Year Board Member on the California Chapter, ASFMRA Board of Directors in August. The board welcomes Dorothy and thanks her for stepping up to the plate so quickly.

Dorothy Bell is an independent contractor with Correia-Xavier, Inc., currently completing appraisals in northern California and Nevada. Dorothy has been a member of ASFMRA since 1991 and earned her Accredited Rural Appraiser designation in 1996. Dorothy has worked on the chapter's Audit committee for the past three years. She served as the chairperson for the creation of the Packinghouse and Cold Storage Seminar and was a co-instructor for the course's two offerings. Dorothy is currently working on updating the Permanent Plantings in a Changing Market seminar.

Dorothy was raised on a cattle ranch in Alturas, California. She received a BS degree in Business Administration from University of Nevada-Reno in 1988 and a Masters of Business Administration from California State University, Fresno in 1997. She and her husband, David Bell, ARA, lived in Fresno County for eleven years and in 2005, they moved to Reno, Nevada to be closer to family. David is employed by American AgCredit.

## Member Benefits

**L**earn how your membership in the California Chapter, ASFMRA can pay you! The first four components of the chapter Member Benefits Package are in place. These benefits were chosen to give chapter members value for your membership dollar and are items that could be useful to a large portion of the membership.

**Alphagraphics of Modesto** - Printing services, graphic design, design consulting and direct mail services. All services are at special Cal-ASFMRA prices. Contact Art Batchelder in Modesto at 209.577.2222 or [abatchelder@alphagraphics.com/us481](mailto:abatchelder@alphagraphics.com/us481).

**County Bank** - Provides an array of banking services including business and personal checking accounts, savings accounts, loans, cash management services as well as online banking. Contact any County Bank Branch Manager for benefits information.

The **Mutual of Omaha Companies** - Offer chapter members a special line of personal insurance services that include Disability Income protection, life insurance, long-term care coverages, investments and retirement plans. All of these services are discounted, or contain additional benefits for Cal-ASFMRA members. Contact Rich McDaniel at 888-464-7600.

**Steve's Chevrolet Buick, Inc. of Oakdale** and **Stevens Chevrolet of Chowchilla** - Offer fleet pricing on all new vehicles to all chapter members. Contact Chuck Benson, Fleet Manager in Oakdale at 1-800-660-2261 and in Chowchilla contact Wayne Chapman, General Manager at 1-800-862-3288 to receive Cal-ASFMRA pricing.

These vendors were hand picked based on their honesty and integrity as well as the benefits they have agreed to offer to Cal-ASFMRA members. They may be contacting you in the future to introduce themselves and introduce you to your member benefits. Please afford them the courtesy of a small amount of your time, so they can show you how to take full advantage of these benefits.

Watch for more information on additional member benefits coming soon!



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## California Chapter, ASFMRA 2007-2008 Elections Officer / Board of Director Nominees

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***The following two individuals will automatically advance to their new board positions:***

**President**

David L. Moore, AFM  
*Hartford Agri Finance - Fresno*

**Immediate Past President**

Randal H. Edwards, ARA  
*Edwards & Lien, Inc. - Hilmar*

***The following individuals have been nominated as officers and directors of the California Chapter, ASFMRA for 2007-2008:***

**President-Elect**

Michael G. Ming, ARA  
*Alliance Appraisal – Bakersfield*

**First Vice President**

Ralph F. Pavey, ARA  
*Wilton*

**Second Vice President**

David A. Gracia, ARA  
*Citizens Business Bank – Visalia*

**2<sup>nd</sup> Year Board Member**

Dorothy Bell, ARA  
*Reno, NV*

**1<sup>st</sup> Year Board Member**

John Maus, ARA  
*Sacramento Valley Farm  
Credit - Woodland*

**Nominating Committee (2):**

Kristin Vieira  
*Correia-Xavier, Inc – Fresno*

Tom Chandler  
*Wells Fargo Bank - Fresno*

*Nominations are open to the chapter and may be submitted no later than September 28, 2007. Nominations must be submitted in writing to the chapter office by any three members in good standing acting together. If by September 28, 2007, only one nomination for each position exists, the requirements of the election of these nominees shall be deemed fulfilled and these nominees shall be elected by acclamation. If more than one nominee for any officer or director position exists, the election shall be conducted by secret mail ballot of the membership prior to the annual meeting of members in October. Submit nominations to the California Chapter, ASFMRA, P.O. Box 838, Woodbridge, CA 95258.*

### **Introducing...John K. Maus, ARA - 1<sup>st</sup> Year Board Member Nominee**

Beginning his career as an appraiser and farm manager with House Agricultural Consultants, John Maus has directed his energies to the appraisal discipline since joining the Farm Credit System in 1989, presently as a Senior Appraiser with Sacramento Valley Farm Credit in Woodland. Over the years, he has served on the California Chapter's Public Relations and Spring Meeting Committees, hosted a "Get to Know Us" party in pursuit of membership development, and has organized the north-state edition of the California Classic Barbecue since 1997. Maus has been a member of ASFMRA since 1990 and is an alumnus of the society's Leadership Institute program. Working his way through the alphabet, John is also an attorney and an auctioneer. As an auctioneer, he has donated his services to the 4-H and FFA livestock sales in Yolo County for nearly 20 years. In their spare time, John and his wife, Debbie, are devoted road cyclists, participating in numerous charity and endurance rides.



## Continuing Education...continued from page 6.

Our Dairy Appraisal seminar is now on the fast track as it will be presented at the ASFMRA National Meeting in San Diego in February. This will be a 2-day offering. Randy Edwards is gearing his committee up to have it finished this Fall so that it will be polished and ready to go come February.

Dorothy Bell also expects to have the Permanent Plantings in a Changing Market seminar completed this Fall and ready for offering early next year. It hasn't been decided where it will be held as of yet.

Last, the next offering of the Water Seminar and Tour is scheduled for the 2008 Spring Meeting. Committee members will be building upon this past Springs successful tour of Sacramento Valley/Delta facilities. The Kern Water Bank facilities will be included along with several others yet to be decided. The focus last Spring was on waters origination points and transfer of it from north to south. This year we will explore its destination along with innovative storage facilities.

*Put these offerings on your calendar and remember ASFMRA and OREA continuing education credits can be earned for all of them.*

Russell Cremer  
Education Committee Chair

**Appraisal Institute  
Sacramento Sierra Chapter  
Invites CA Chapter ASFMRA Members...**

**2nd Annual Texas BBQ  
Thursday, September 13 - 3 to 6 pm  
Royer Park - Roseville**

*You are invited to join fellow local appraisers for a sumptuous meal of slow-cooked tri-tip, chicken, and sausage catered by Uncle Alan's BBQ and Catering and prepared by Sac/Sierra AI Chapter President, Marshall Meager. This promises to be a relaxing afternoon of fun and food.*

**Who:** All CA Chapter, ASFMRA Members  
**Where:** Royer Park, Roseville  
(North side of Douglas Blvd., West of I-80 at Park Drive)  
**Activities:** Whiffle Ball Derby, Volleyball, Bocce Ball  
**Food:** Texas BBQ including tri tip, chicken, sausage and more! (adult and non-adult beverages provided)  
**Cost:** CA Chapter Members are guests of the Sac/Sierra AI Chapter

**RSVP to Michelle van de Pol at 916.949.7370  
or mvandepol@irr.com . Please call by September 7.**

**2007 Trends in  
Agricultural  
Land  
& Lease Values  
adds  
highlights...**

**BEEF**

**DAIRY**

**ALMONDS**

**WINE**

**CONSERVATION  
EASEMENTS**

**1031 TAX  
DEFERRED  
EXCHANGES**



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## 2008 ASFMRA Ag Pro Outlook

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The 78th Annual  
Meeting of ASFMRA

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February 17-20  
San Diego Sheraton  
Hotel & Marina

*Excellent Programs  
Ag Tour*

*Ag Innovations*

*Keynote: Bob Treadway  
Golf Tournament*

*Continuing Education*

*Accreditation Banquet*

*Ed Foundation Auction*

Watch [www.asfrma.org](http://www.asfrma.org)  
for more details!

**Ag Pro Outlook '08...  
On the Harbor in San Diego!**

## CALIFORNIA CHAPTER Calendar

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### 2007

September 13                      AI Sacramento-Sierra Chapter BBQ -  
*Roseville*

September 15-19                ASFMRA Leadership Institute -  
*Washington D.C.*

October 25 - 27                 Fall Meeting - *Monterey*

### 2008

February 17-20                 Ag Pro Outlook - ASFMRA Annual Meeting  
*Sheraton San Diego Hotel & Marina*

April TBD                         California Classic BBQ & Scholarship  
Auction - *Bakersfield*

April TBD                         Spring Ag Outlook - *Bakersfield*

*Please direct any additions to the chapter calendar to  
[secretary@calasfmra.com](mailto:secretary@calasfmra.com) or call 209.368.3672.*



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Woodbridge, CA 95258

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