

Committee News

Newly Accredited/ Professional Advancement

Bad News: The California Chapter didn't have one person earn a designation in 2006.

Good News: Six of our members submitted their applications to National for accreditation in 2007 and they all passed! More news later on these newly accredited members.

Bad News: For the rest of you who are pursuing accreditation, the hours of education requirements to qualify for a designation will soon be changing. Applications for accreditation in 2008 will be the last year before the requirement for additional hours of education takes effect. The change is a big one, going from 259 hours to 415 hours. That is over three weeks. *Wouldn't your time and money be better spent getting your demonstration reports done and application sent in?* For 2008, applications must be submitted by January 1, 2008. The Demonstration Report must be submitted with the application. The education classes and hours will remain as they currently stand if the application is submitted by January 1, 2008.

Good News: Members must have five years of appraisal experience prior to the accrediting exam date. So, the member's appraisal experience gained during 2008 can count toward the five years experience needed as long as it totals five or more years prior to taking the accrediting exam. The national accrediting committee is considering holding the exam later in the year so more people can qualify. I have heard it could be as late as September, October or even as late as November (less likely). So for those close to meeting the five years of experience, factor this in and get your

applications ready.

All members remotely interested in getting a designation, now is the time. Don't put it off any longer...**Go For It!**

Lastly, a suggestion for the demonstration report. Take one of your planned appraisal assignments and take a little extra time making sure you cover all the items needed. A grading sheet for the demo report is available that you can use to check your report. Get another person to go over it also. I think Suzie has a copy of the grading sheet and I know I do, so contact us and get one. Please let me know if you have any questions.

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Membership & Mktg. Committee

"Each one, Reach one"...

The California Chapter was honored at ASFMRA's annual meeting in Atlanta for recruiting the greatest number of new members in 2006. With eight new members, we edged out Minnesota and Nebraska, who each had seven.

To keep the momentum rolling and add a new incentive for California Chapter members, the California Chapter is introducing the "Each one, Reach one" membership drive. Chapter members will receive discounts on CalASFMRA-sponsored classes, seminars and meetings for every new member they recruit.

Over the course of the fiscal year, chapter members will earn 25% off a class, seminar or meeting fee of their choice for recruiting one new member, 50% off for two new members, or 100% off for three new members.

Rules

- For the recruiting member to qualify for class/seminar/meeting discounts, the recruited member must enroll as an associate

member (formerly known as "candidate"), academic member, or student member.

- Class, seminar and meeting discounts can only be used for enrollment in California Chapter sponsored events.
- The recruiting member is responsible for contacting the Membership Committee to claim their eligibility for a class, seminar or meeting discount.
- Valid dates for the membership drive are from October 1, 2006 to September 31, 2007. If you recruited a qualified member after October 1, 2006, you are eligible for California Chapter event discounts.
- The program will be renewed annually at the discretion of the CalASFMRA Board.

If you have any questions or would like to claim your recruiting discount, please contact the Membership Committee Co-Chair, Janie Gatzman, at (209) 847-0353 or jgatzman@agloan.com. Good luck!

Continuing Education

The California Chapter presented its new Water Infrastructure Seminar for the first time at the Spring Ag Outlook in Sacramento. With 39 attendees the first day and 54 the second, this new offering was quite successful. Based on comments from attendees, it is clear that this course will be offered again in the future and plans are now to offer it in conjunction with the 2008 Spring conference in Bakersfield. Many thanks to Brian Hauss and Erick Johnson from The Water Agency, Inc. for their assistance in coordinating the seminar.

What's coming...

The Appraisal of Permanent Plantings in Changing Markets seminar continues to progress. Dorothy Bell is working on the course content and plans are to have the preliminary program

Continued on page 6...

Committee News

Continued from page 5...

Education, cont.

completed by the end of August. The Chapter's Dairy Seminar is still in the works looking at a completion date in early 2008. An Excel/Word workshop is being planned as another future offering by the chapter. More to come on this as course developer, Ben Slaughter, was busy the past few months preparing for his accreditation exam. Now an official ARA, Ben will resume his work on this project. (Congratulations, Ben!).

Thanks to all of you who responded to the e-Education Survey sent out in March. The top two requests were for the Water Seminar and the Excel/Word workshop. The next highest were the Dairy Seminar and the Discounted Rate Analysis Seminar followed by Appraising Permanent Plantings in Changing Markets and Appraising Ag Land in Transition. Conservation Easements and Case Studies and National USPAP Update (Part III) closely followed the top six.

Of the top six, five are chapter developed offerings. All but the Discounted Rate Analysis are actively being planned for offerings in the coming 12 months. Appraising Ag Land in Transition and, of course USPAP, are national offerings. The chapter has agreed to contribute to national our seminar data from past Conservation Easement seminars for development of the national CE class.

That's what's new in chapter education. Stay tuned for more!

Russell Cremer

Education Committee Chair

Land Values Survey

Dear Members,

It is with great pleasure that we tell you that the 2007 Land Value Survey is another hit in the making. Copies of this publication are flying out of the door as fast as Suzie can put them in envelopes and buy postage. Thanks to all of those that helped put it together. We are talking about the committee members of the seven different regions, the chairmen who gather information and send it on, the people at Correia-Xavier who convert the numbers into graphs and tables, the people writing and proofing the articles, Nancy who makes it look so beautiful and Suzie who keeps us all going in the right direction (herding cats?), and of course you that support the entire operation via your advertisements. We have come a long way in just a few short years and hope that we can build upon the firm foundation that we now have in place.

Already the work has begun on next year's publication. If you have an idea on what we should highlight in 2008, please send that idea to allan.barros@fmfarmcredit.com. We will put together the top five items of interest and find someone (one or many) that can fill us in on that particular topic. We are surely the best people to manage, consult and appraise anything agriculture, but there might be something that we can use some help with knowing more about. We are an information gathering workforce, so let's go gather some data.

Some ideas that we already have included water supplies and their impact on agricultural values; how pistachios are fairing now and what's in the near future; will corn prices do

us in? This is just a rough start to our dynamic and on going project. Surely you have some great ideas that you can pass along, but remember, those who send items in might be asked for help in getting the final product out. Help us along with your ideas.

Also, please let us know about any groups of people that you know who could use a copy of this publication. We need to find more people that can spread the word around. Help us find more attorneys, accountants, farm advisors, farm board members, large investors or conservation groups. Anyone that cares about ag values in this state. Tell us who, and if you can, tell us where they are and how we can contact them. We feel that once any reasonable person gets one of these in their hands they will not only buy one for themselves, but will buy a couple for their colleagues as well. It's a grass roots effort from here on out. We now have the item to move our name forward, the rest (indeed the most important part) is up to you.

Sincerely, thanks to all of those that are supporting the Land Value Survey. One of the main goals for the Chapter is to raise the awareness of our designations and let the general agricultural public know who we are. One important way is to have educational offerings, another is to have successful Spring and Fall meetings. The third is the Land Value Survey. I think that we are doing a good job, but no one can rest on their laurels for long. Obtaining the goal of state wide recognition would not be possible without your continued support, for which we are truly grateful. Please keep up the good work and spread the word!

Allan Barros, ARA

Chairman - *Trends in Agricultural Land & Lease Values*

2008 ASFMRA Ag Pro Outlook

The 78th Annual Meeting of ASFMRA ~ February 17 - 20
San Diego Sheraton Hotel & Marina