The Appraisal of Permanent Plantings in Changing Markets

A Virtual Education Offering via Zoom

April 14, 2021 • 8:00 am - 5:00 pm (PST)

This one-day seminar will review the traditional valuation methods in the appraisal of permanent plantings, in the context of changing markets. An in-depth discussion of the concept of the “ideal improvement” will be held and students will gain tools to help them identify an ideal permanent planting improvement and use the concept to guide them through the highest and best use analysis and set the stage for the twists and turns of a complex valuation. A case study will be presented, with the dynamics of supply and demand explored and the influence that an oversupply or shortage of a specific commodity or variety can have on farm real estate markets. Finally, the impact on permanent crops of dwindling water supplies and rising costs will be covered. Students should be conversant in owner-operator income statements for common West Coast permanent crops, direct capitalization techniques, and the concepts of functional and external obsolescence.

Instructor: Ben Slaughter, ARA / Colliers International

Contact Hours: 8 hours CE submitted with ASFMRA, BREA, Oregon and Washington. Photo ID will need to be verified at the outset of the course and 100% attendance is required.

Registration Information: Register early and save! Click here to register online. If you prefer not to register online, please complete the Registration Form on the following page. Questions may be directed to the California Chapter office at (209) 368-3672 or info@calasfmra.com.

Fees: Through March 31, 2021: $199 Members/$249 Non-members; After March 31, 2021: $219 Members/ $269 Non-Members; (Member fee applies to ASFMRA, AI, ASA, and Friends of the Chapter. Please contact the Chapter office for discount code to be used when registering on-line).

Course Delivery: The course will be delivered online via the Zoom Meetings platform. Attendees must have a computer with dependable Internet access, webcam, audio and microphone.

Cancellation Policy: Cancellations received more than 5 working days prior to the course will receive a full refund, less a $35 administrative fee. Fees are forfeited if registrant does not appear or cancels within 5 working days of the class. Registrants may send someone to take their place, with notification to the California Chapter without penalty. Refunds will be available should technical difficulties arise.

The California Chapter, ASFMRA
P.O. Box 838 • Woodbridge, CA 95258 • (209) 368-3672 • info@calasfmra.com
REGISTRATION FORM

Register Online

Name(s) ______________________________________________________________

Company ______________________________________________________________

Address ______________________________________________________________

City __________________________ ST ______ Zip________________________

Phone __________________________ Email __________________________

Member:  ☐ Yes  ☐ No

If yes, please check those that apply:  ☐ ASFMRA  ☐ ASA  ☐ AI  ☐ Friend of the Chapter

Please list your designation(s), if applicable (i.e. ARA, AFM, RPRA, AAC) __________________________

State license # (if applicable) __________________________

REGISTRATION FEES:

Permanent Plantings

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Total = $___________

** Includes members of ASFMRA, ASA, AI, Friends of the Chapter.

Payment and Contact Information:

Payment by:  ☐ Check # __________________________  Credit:  ☐ Visa  ☐ MasterCard

Payable to California Chapter, ASFMRA  ☐ Am Ex  ☐ Discover

Card Number: ___________________________________________ Exp. __________

Name on Card: ___________________________________________ Security Code _________

Billing Address (if different than above) __________________________

Signature ___________________________________________________________________

Credit Card Payment: Email to info@calasfmra.com

Mailing Address: California Chapter, ASFMRA | P.O. Box 838 | Woodbridge, CA  95258