

CHAPTER CHALKBOARD

An Electronic Member News Update from the California Chapter, ASFMRA
February 4, 2020

You are receiving this email news update as a Member or Friend of the California Chapter of ASFMRA. Mark the important dates on your calendar and watch your Inbox and the [chapter web site](#) for reminders and more information...

A Message from your President...

February is here and Punxsutawney Phil predicts an early spring...maybe good for bloom but not so good for water storage. Not sure why they give some much credit to a rodent that has an accuracy rating of 39% but they do, at least in Punxsutawney, Pa.; good for business. So, on that note, what is good for business? In agriculture Mother Nature is always the controlling factor but there's not much we can do about that but hope that Phil is wrong or maybe right. What we can do is to be the best at what we do. As a member of the ASFMRA we separate ourselves from the mainstream as being the best in the business and part of a highly respected organization that represents reliability, knowledge and trust. *It's good for business.* However, as a member we also assume the responsibility of maintaining the organization, which includes membership growth. To help in this endeavor the Chapter is offering a "bring a friend" discount to our Spring Conference this year. If you know of someone that could qualify as a member, nominate them to come at "member" pricing this year. Suzie has outlined the details of this offer below. I hope to see you, and a friend, at our Spring Conference this year. *Martin Seañez, ARA, President*

Additional AFMs to Recognize

Congratulations to Ty Alexander and Jeffrey Wenger who recently received their AFM designations and appear to have been omitted from prior correspondence. The California Chapter now has 134 accredited members broken down as follows: 10 AACs; 2 AAC-Retired; 31 AFMs; 5 AFM-Retired; 61 ARAs; 9 ARA-Retired; and 3 RPRAs; along with the following dually designated members: 1 ARA, RPARA; 6 AFM, AACs; 3 AFM, ARAs; 2 AFM, ARA, AACs; and 1 AFM, ARA, RPARA. If you have questions about accreditation, please contact the Chapter's Newly Accredited /Professional Advancement Committee Chair, Kary Teagle, ARA at kdt@yfc.ag or (209) 545-7302.

Auction Donations Needed for Spring California Classic BBQ

Scholarship Committee Chair, Julie Rose Gonsalves, is seeking out donations for this year's auction at the California Classic BBQ. Please contact Julie directly at julie@c-x.com or (559) 277-7474 ext. 101 with your contributions. Remember, all proceeds from the auction benefit the Chapter Scholarship Foundation to fund scholarships and Internships.

Thank you to our Outlook 2020 Agribusiness Conference Sponsors!

Thank you to the following companies who have generously sponsored this year's spring conference...

- **Farm Credit** (*Name Badge Lanyards; Dinner Wine for BBQ; Morning Networking Break*)
- **Runyan Appraisal Service** (*Conference Breakfast*)
- **Alliance Ag** (*Ag Land Trends program session; California Classic BBQ*)
- **Colliers International** (*Audio Visual Support*)
- **Kefa Capital, Inc.** (*Ag Tour Transportation*)
- **Parcel Quest** (*Prize Giveaway*)
- **Edwards, Lien & Toso** (*California Classic BBQ*)
- **Merriman Hurst & Associates, Inc.** (*California Classic BBQ*)
- **Duarte Nursery** (*Nut Industry Update Program Session*)
- **Valbridge Property Advisors** (*Afternoon Networking Break*)
- **LIA Administrators & Insurance Services** (*Ag Tour Breakfast*)
- **Hancock Ag Investment Group/Hancock Farmland Services** (*California Classic BBQ*)

- **Vineyard Professional Services, Inc.** (*Wine Industry Update Program Session Sponsor*)
- **PGIM Real Estate Finance** (*California Classic BBQ*)
- **Bank of America** (*Ag Economy Update Program Session*)
- **Bank of the West** (*California Classic BBQ*)
- **Bangerter Financial Services, Inc.** (*Display Table*)
- **American Pistachio Growers** (*Supporting Sponsor*)
- **Bergthold Ag Services** (*Student Reception*)
- **Rabo AgriFinance** (*Student Reception*)
- **American AgCredit** (*Student Reception*)
- **Bayer CropScience** (*Student Reception*)
- **Schenberger, Taylor, McCormick & Jecker, Inc.** (*Student Reception*)
- **AgIS Capital** (*Supporting Sponsor*)

There's still time to add your name to this impressive list of companies! [Download the Sponsorship Form](#) and make your commitment to be a part of California's premiere annual agribusiness conference today! Please contact the Chapter Office with any questions at (209) 368-3672 or info@calasfmra.com.

Register Now for Outlook 2020 Agribusiness Conference March 23 – 26 in Visalia

California Agriculture: Water Issues, Commodity Markets and Land Value Trends is the theme of this year's Outlook Conference featuring an excellent lineup of topics and speakers. Commodity highlights include citrus, winegrapes, and nuts and there will be special program sessions covering the ag economy and water issues. New this year are the Trends® breakouts where you will be able to choose a session covering a specific geographic region! Download the [Conference Brochure](#) for full details. [On-line registration](#) is just a few simple steps. Sign up early as the pre-conference offerings will fill quickly.

March 23 – Federal and California Statutory and Regulatory Law for Real Property Appraisers Course

March 24 – 7-Hour National USPAP Update Course (2020-21)
Student Reception

March 25 – Best Practices for Rural Property Appraisals Seminar – *Updated!*
Spring Ag Tour
California Classic BBQ/Foundation Auction

March 26 – Outlook Agribusiness Conference and Release of 2020 Trends® Report

Bring a Friend to the Outlook Conference at Member Pricing

The Outlook Conference has long been known as California's premiere agribusiness conference annually drawing hundreds to hear agricultural updates and information about land values not found elsewhere. In an effort to broaden our exposure for this event, we are encouraging members to 'Bring a Friend'. This offer is open to non-members who are likely candidates for membership in the ASFMRA (appraiser, farm manager, ag consultant, review appraiser) or as a Friend of the California Chapter (i.e. lenders, attorneys, accountants, brokers, etc.). They will be able to attend as your guest at the member registration price! To 'Bring a Friend' to Outlook 2020, please complete the attached registration form for the individual and submit to the Chapter at info@calasfmra.com.

Volunteers Needed for Outlook Conference and California Classic BBQ

Looking for a way to get involved with the Chapter? The Outlook Conference has a variety of opportunities where you can volunteer. Please contact Suzie in the Chapter office at info@calasfmra.com or (209) 368-3672 to get signed up!

Technology Applications in Appraisal – Google Earth Seminar Coming Soon!

Registration will be open soon for an updated Technology Applications in Appraisal Google Earth seminar! The class will be held on April 29th at the DoubleTree Hotel in Modesto. The seminar is approved for 6 hours of CE and attendance will be limited to 30 students. Watch for registration details coming soon...

ARA Demo Webinar & Qualifying Education

ASFMRA will be hosting a two-hour webinar on February 26th for members who are nearing the completion of their ARA accreditation education. The webinar will focus on the final and often most difficult step toward receiving one's designation: the Demonstration Report. It will cover frequently asked questions and topics. [Click here](#) for more information and registration details. ASFMRA will also be offering qualifying education for professionals interested in getting their ARA. Course include Eminent Domain (A250); Valuation of Conservation Easements (A315); Advanced Rural Case Studies (A400) and Integrated Approaches to Value (A304). All courses will be held in Denver, CO this spring. See the full list [here!](#)

In Memory...

Former ASFMRA and California Chapter member, Dan Rice, passed away on January 25, 2020 at the age of 60 due to complications related to cancer. Dan was a member of ASFMRA from 1987 – 2017. He was an appraiser with Northern California Farm Credit for 32 years and retired in 2016. Dan is survived by his wife of 36 years, Barbara, his children and their families, his mother and two siblings.

IMPORTANT DATES...

- March 23 Federal and California Statutory and Regulatory Law for Real Property Appraisers - *Visalia*
- March 24 7-Hour National USPSP Update - *Visalia*
Student Reception - *Visalia*
- March 25 Best Practices for Rural Property Appraisal Seminar (*Updated!*)- *Visalia*
Spring Ag Tour - *Visalia*
California Classic BBQ and Foundation Auction - *Tulare*
- March 26 Outlook Agribusiness Conference and Release of 2020 Trends® in Agricultural Land & Lease Values - *Visalia*
- April 29 Technology Applications in Appraisal – Google Earth (*Updated!*) - *Modesto*
- May 17 Toolbox Topics® Workshop – Highest and Best Use - *TBD*

Please don't hesitate to contact the chapter office for more information on any of the items included in the monthly Chapter Chalkboard. And remember to stay connected through our social media channels.



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