



2024-2025 California Chapter, ASFMRA Election Nominees

PRESIDENT

Mike Ming, ARA



Michael Ming, ARA is the President/Owner of Alliance Appraisal, LLC and President/Owner/Broker of Alliance Ag Services, Inc. In 2024, he added Lee & Associates Central California where he serves as President and Co-Managing Partner. Mike is an experienced Expert Witness with several courts as well as an approved appraisal contractor for National Fish and Wildlife, the U.S. Department of the Interior, Bureau of Reclamation, and the U.S. Department of Justice. His companies provide real estate appraisal services on agricultural, commercial, industrial and renewable energy property types as well as brokerage services for open row lands, permanent plantings, grazing lands, renewable and resource lands and more.

Mike has been a member of ASFMRA since 1997 and earned the Accredited Rural Appraiser (ARA) designation in 2005. He has served on the California Chapter Board of Directors, was Chapter President in 2008/08 and currently chairs the Southern San Joaquin Valley Region of the Chapter's Trends® in Agricultural Land and Lease Values Report. Mike lives in Bakersfield with his wife Michele.

PRESIDENT-ELECT

Matt Pennebaker, ARA



Matt Pennebaker, ARA has been in the Agricultural Real Estate Appraisal business in California since 1995. He is currently the President of Advanced AG Realty & Appraisal. Matt specializes in the appraisal and brokerage of Agricultural Real Estate properties throughout California and currently holds the designation of Accredited Rural Appraiser (ARA), the highest rank and only title conferred on rural appraisers by the ASFMRA. He also holds a California Bureau of Real Estate Broker license (#01987838) and Certified General Real Estate Appraisal license (#AG030405) with the State of California.

Matt was born and raised in Reedley, CA where he lived and worked on a diversified farming operation until starting his Ag Appraisal career just over 29 years ago. Throughout elementary and high school Matt was very active in both 4-H and FFA, showing livestock, judging teams and holding nearly every office in both organizations. He also won the FFA State Champion Tree Fruit Pruner in 1988. Throughout his Reedley College and CSUF years, he continued to be active in livestock showmanship teams while working to put himself through college. Immediately after graduating from CSUF, Matt attended and graduated from Missouri Auction School. He learned the art of auctioneering as a way of giving back to the community by volunteering at local 4-H and FFA livestock auctions.

In 1995 Matt began his career with a local fee appraisal firm where he worked as an independent contractor. During that time, he gained valuable appraisal knowledge with experience in appraising nearly every type of California's 400± Ag commodities and Ag related equipment. In 2002, he joined the Farm Credit System as a senior staff appraiser and obtained his Accredited Rural Appraiser (ARA) designation shortly thereafter. In 2015, Matt obtained his Real Estate Sales Brokers license from the State of California and left Farm Credit to open his own independent fee appraisal and real estate brokerage firm. His wealth of knowledge and experience made the transition seamless to his role as President of Advanced Ag Realty & Appraisal.

VICE PRESIDENT

Sara Lockhart



Sara Lockhart is a Certified General Appraiser specializing in rural and commercial properties in the Sierra Foothills. She appraises agricultural properties and commercial properties primarily up and down the foothills corridor in El Dorado, Amador, Calaveras, Tuolumne and Mariposa Counties. She also works in the Central Valley in San Joaquin, Stanislaus, and Merced Counties.

Sara has been a member of ASFMRA since 2018 and will be working toward her Accredited Rural Appraiser (ARA) designation in 2024-2025. She has been active on the California Chapter Appraisal Education Committee since March 2020 and has served on the committee for Regions 8 & 9 for the TRENDS® in Agricultural Land and Lease Values publication for several years, the past two years as region chair.

Sara considered becoming part of the Chapter board at some point in the future but when contacted this year decided to accept the invitation to run. She feels that being part of the board will provide excellent opportunities to improve her organizational, communication and management skills as well as provide networking and professional friendships.

Sara has been married for 19 years and has two active kids, ages 12 and 9. She is involved in her local community through coaching youth sports, supporting local 4-H and FFA, teaching fitness classes, as well as other volunteer work utilizing her strengths in organization, time management and communication.

AT LARGE BOARD MEMBER (1 Year)

Curtis Buono, ARA



Curtis Buono is the Pacific West Managing Partner for Peoples Company. He is both a broker and appraiser as well as co-owner of the real estate services company and works across all of California's major farming regions through his offices in Southern California and Fresno. Curtis has been a member of ASFMRA since 2015 and holds the Accredited Rural Appraiser (ARA) designation.

Curtis is an active member of the California Chapter having served as Chair of Region 7 for the Trends® in Agricultural Land and Lease Values Report as well as a previous At-Large Board Member and course instructor. He values everything the ASFMRA does to advance the California agricultural industry and those who serve it, and is running for the board position to be involved with the Chapter at a higher level.

Over his career, Curtis has provided successful disposition, acquisition, and consulting services for many hundred million dollars of farm assets across major agricultural markets in the Western U.S. Since 2002, he has positioned himself as a thought-leader in the agricultural real estate sector while striving to provide the highest possible level of service and client value.

Curtis lives in San Deigo with his wife, daughter, and dog. He likes to spend his free time with his family and traveling, mountain biking and rock climbing.

AT LARGE BOARD MEMBER (2 YEARS)

Justin Koenigshof



Justin Koenigshof is a Senior Appraiser with AgWest Farm Credit working out of their Woodland office. He specializes in the valuation of a variety of agricultural properties including cropland, vineyards, nut and fruit trees, pasture ranches, and whatever else they throw at him. Prior to joining AgWest Farm Credit, Justin worked with Integra Realty Resources, Chuck Hammond Real Estate, and Compeer Financial Services in Minnesota. He received his bachelor's degree at North Dakota State University in Fargo and has been a member of the American Society of Farm Managers and Rural Appraisers (ASFMRA) since 2006.

Justin moved to California in 2008 after growing up and working on a variety of farms and ranches throughout the Midwest including a hog farm in Michigan and bison ranches in Wyoming and North Dakota. He also worked as a beekeeper during summer months during college. He and his wife Kayla currently live in Davis with their dog Buttercup. Justin enjoys woodworking, photography, and serving at the church he and his wife are part of.

In recent years, he helped develop and co-teach the Technology Applications in Appraisal - Google Earth course for the California Chapter. He is skilled with technology and always looking for new ways to bring mapping technologies such as Google Earth and GIS into his appraisal work. He served in the At-Large Board position two years ago and is excited for the opportunity to serve in this position again.

Kyle Dalrymple, ARA



Kyle Dalrymple, ARA is a Senior Appraiser and Associate Broker with Edwards, Lien & Toso, Inc. He is based in central Butte County where he handles the Sacramento Valley and surrounding mountain regions. His appraisal work involves a vast array of irrigated cropland, permanent plantings, dry pasture ranches and conservation easement projects in addition to complex leased-fee and leasehold interest valuations. Kyle specializes in agricultural facilities such as rice dryers/mills, walnut huller/dryers, almond huller/shellers and prune dehydration facilities. He has served as the TRENDS® Region 1 Chair for the past ±10 years. Brokerage activities involve buyer/seller representation for farm/ranch sales and agricultural real estate consulting services. Kyle and his wife Amanda along with their three children live on small farm outside of Durham.

IMMEDIATE PAST PRESIDENT

Janie M. Gatzman, ARA



Janie Gatzman, ARA's appraisal career began 20 years ago with American AgCredit, the 5th-largest Farm Credit Association in the United States. After 13 years in Farm Credit and serving as both a Senior Appraiser and Regional Appraisal Manager, Janie became an independent fee appraiser opening Gatzman Appraisal in 2017. Janie appraises agricultural properties and facilities in California and Arizona, specializing in nut crops in the northern San Joaquin Valley and southern Sacramento Valley in CA, and Hualapai Valley in AZ, where her knowledge of local water resources, water regulations and environmental constraints is an asset in valuation as well as consultation. Janie is a 4th-generation almond grower; she and

her husband are partners in the family almond farming and processing business based in Manteca/Ripon, and they operate their own almond farming and leasing company. They live in Oakdale where they are raising their four children, whom they hope will become the 5th generation of their family farming operation.

Janie is an active member of the California Chapter ASFMRA. She is currently serving the chapter as a board member, after volunteering for 8 years as Co-Chair of the Chapter's flagship annual publication Trends® in Agricultural Land and Lease Values. Janie also serves as a certified ASFMRA instructor, and has been featured as a speaker on Agricultural Land Value Trends and Investor Perspectives in Appraisal at the Appraisal Institute's NorCal Chapter's annual Spring Meeting.

SECRETARY/TREASURER

Charlotte Mitchell



Charlotte is the executive director of the California Farmland Trust, a nonprofit agricultural organization dedicated to the protection of farmland in California. In addition, she is also a managing partner of Mitchell Farms, a diversified family farming operation in Sacramento County.

Charlotte is a graduate of Cal Poly, San Luis Obispo with a bachelor's degree in agribusiness and a concentration in finance and appraisal. She has served her entire professional career in agriculture, spending nearly two decades with the California Farm Bureau and later the Sacramento County Farm Bureau. She serves on various boards and committees, including Ag Innovations, Sacramento County Ag Advisory Committee, Florin High School Ag Advisory Committee, and treasurer of the California Cowgirls Rodeo Drill Team. Currently, Charlotte is working towards her AAC designation with ASFMRA.

Charlotte was born and raised on a cattle and sheep operation along the Sonoma County coast and now resides with her husband Ken, and their two sons on the family farm. Her motivation to live and work in the agriculture industry is to see the next generation be afforded the opportunities that exist in agriculture. She has a commitment and passion for ensuring her boys will have the opportunity to be the 6th-generation to farm.

NOMINATING COMMITTEE

Richard Bell, ARA



Richard Bell, ARA is currently the Assistant Appraisal Program Manager at Yosemite Farm Credit. He has appraised most agricultural property types common to the San Joaquin Valley for the past ±23 years. Richard graduated from California State University, Fresno in 1998 and worked for his family's diversified row crop farming operation in Gustine before joining the Farm Credit system. He holds the Accredited Rural Appraiser (ARA) designation with the American Society of Farm Managers & Rural Appraisers and has been a part of the California Chapter's Appraisal Education Committee for the past several years. He has also twice taught the Appraisal of Ag Property course offered at California State University, Stanislaus. Richard resides in Gustine with his wife, Michelle, and two sons, Austin (18) and Carson (14).

Kay Austin



Kay Austin, has been an Associate Member of the ASFMRA since 2010 and is currently working towards her ARA designation. Kay began her career as an appraiser over 25 years ago, valuing residential and commercial properties. Moving exclusively to Agricultural Appraising, Kay has been with Edwards Lien & Toso since 2012.

Kay was born and raised in the foothill community of Tollhouse, in eastern Fresno County, where she married her husband Rick, and raised their four boys. Her favorite past times are working cattle, golfing and chasing grandbabies.