



# 2024 Fall Meeting

## (Updated Schedule)

October 22 - 24, 2024

Wine & Roses Hotel Restaurant Spa • Lodi, CA



Join the California Chapter, ASFMRA for the 2024 Fall Meeting at the beautiful Wine & Roses Hotel Restaurant Spa in Lodi. This year’s meeting will celebrate the closing of the Chapter’s 75<sup>th</sup> Anniversary year and includes education offerings, Board of Directors Meetings, the Fall Ag Tour, a Welcome Reception and the annual Member Meeting/Installation-Awards Dinner. You don’t want to miss it!

### Schedule at a Glance:

<b>Tuesday, October 22</b>	
8:00 am – 5:00 pm	The Appraisal of Permanent Plantings In Changing Markets (Updated for 2024)
12:00 – 5:00 pm	Chapter Board of Directors and Foundation Board Meetings
5:30 – 7:30 pm	Welcome Reception at Five Window Beer Company
<b>Wednesday, October 23</b>	
1:00 – 5:00 pm	Ag Pros Learning Lab – Trends® & SGMA: A Mid-year Update
6:00 – 10:00 pm	Member Meeting / Installation & Awards Dinner
<b>Thursday, October 24</b>	
8:00 am – 4:00 pm	2024 Fall Ag Tour

### California Chapter, ASFMRA

P.O. Box 838 • Woodbridge, CA 95258 • (209) 368-3672  
[info@calasfmra.com](mailto:info@calasfmra.com) • [www.calasfmra.com](http://www.calasfmra.com)

## The Appraisal of Permanent Plantings in Changing Markets (Updated!)

October 22 (8:00 am – 5:00 pm)

\$279 Members / \$329 Non-members

This one-day seminar will review the traditional valuation methods in the appraisal of permanent plantings, in the context of the changing conditions brought by SGMA, soft commodity prices, inflationary pressures, and interest rate environments. 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 California permanent crops, direct capitalization techniques, and the concepts of functional and external obsolescence.

Instructor: Ben Slaughter, ARA

CE Credit: 8 hours pending with BREAA and ASFMRA.

## Board of Directors Meeting

October 22 (12:00 - 5:00 pm)

Both the Chapter Board of Directors and Foundation Board Meetings will be part of the afternoon schedule on October 22<sup>nd</sup>. All Chapter board members and committee chairs for 2023-24 and 2024-25 are encouraged to attend this important business meeting.

**Board Lunch Sponsor – LIA Administrators**

## Welcome Reception

October 22 (5:30 – 7:30 pm)

Five Window Beer Co.

9 W. Locust Street, Lodi

\$45 per Person

Join fellow Chapter members, colleagues and friends as we gather for a Welcome Reception at Five Window Beer Co. Tuesday evening. Chapter YPN members are encouraged to attend! Fee includes a complimentary craft beer or other beverage and incredible pizza that is custom made on site!

**Reception Sponsors – Manulife Investment Management; Grattan Park, Inc.**



## Ag Pros Learning Lab – Trends® & SGMA: A Mid-year Update

October 23 (1:00 - 5:00 pm)

\$149 Members / \$199 Non-members

Don't miss the Ag Pros Learning Lab - an education offering that includes separate presentations on topics related to the rural property profession. This Fall's offering will focus on Water and Land Values – two dynamic industry issues. Presentations are held in an interactive format offering the opportunity for questions and discussions between presenters and attendees

### Stacie Ann Silva – Altum Aqua Logic, LLC

The presentation will discuss the ongoing implementation of SGMA across California. We will cover the requirements of SGMA, Groundwater Sustainability Plan status, groundwater allocations, mitigation of undesirable results, groundwater markets, and State Water Resources Control Board intervention and its implications. The main focus will be on California's Central Valley but topics will be explored with a state-wide examples and lens.

### Janie Gatzman, ARA – Gatzman Appraisal

The presentation will cover value changes over the past 6+ months resulting from groundwater issues and buyer hesitations and corresponding orchard value changes. This section will cover Trends® Report Region 3 (Northern San Joaquin Valley) and portions of Region 1 (Sacramento Valley) as well as GSP status (pumping restrictions) that have begun in some of the GSPs in Region 3.

### Allan Barros, ARA – Advanced Ag Realty & Appraisal

Trends® Region 5 - Kings, Tulare, & Kern Counties - is one of the most productive agricultural areas in the country. However, this area is water scarce, and with the recent rejection of the region's GSP, water reliability from existing wells is unknown. Although there is litigation pending, the State Water Board rejection of the GSP puts the fate of groundwater in the hands of the State. This has caused major reactionary changes in market values for all agricultural land, especially that with groundwater as a source of irrigation. We will discuss these changes that have occurred since the last Trends® presentation in the spring and what is projected going forward.

### Matt Pennebaker, ARA – Advanced Ag Realty & Appraisal

The presentation will cover the value differences between single and two water source properties in Trends® Report Region 4 (Central San Joaquin Valley) and the northern portion of Region 5 (Southern San Joaquin Valley); the good the bad and the ugly of the influences of the prime water districts verses non-surface delivery areas. Additionally, we will discuss the shift in Highest and Best Use of those properties affected by SGMA and what the future may hold in store for lands with limited water supplies.

**JoAnn Wall, ARA / Real Estate Broker – Above & Beyond Real Estate Services, Inc.**

The presentation will provide a look back at 2023 real estate transactions and what they signal for 2024 and beyond. It will include a conversational discussion about the impact of the current wine market on real estate values and identification of key physical and economic characteristics that are being prioritized by market participants. We will also cover activity by different entity type (owner operators versus investors) and discuss which crop type along California’s Central Coast is performing better than others, if any.

CE Credit: 4 hours approved with BREA, OACLB and ASFMRA

**Break Sponsor – Advanced Ag Realty & Appraisal  
Member Meeting / Installation & Awards Dinner  
October 24 (6:00 – 10:00 pm)  
\$85 per Person**

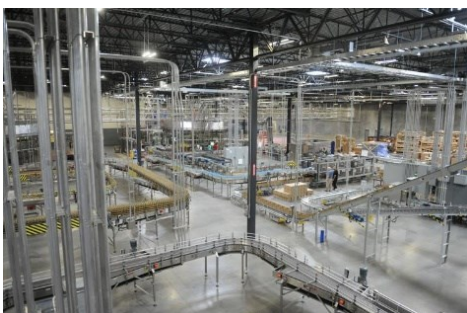
A lively evening of networking, socializing and recognition is in store as the California Chapter concludes its Celebration of 75 years! The event will be held in the beautiful Wine & Roses Ballroom and will include a cocktail reception, delicious dinner, presentation of year-end awards and installation of officers. The evening will also include the Chapter’s annual Member Meeting and a live auction to benefit the Chapter Foundation. We invite you to join us in thanking Janie Gatzman, ARA, for her leadership this past year and welcoming Mike Ming, ARA as incoming Chapter President.

**Drink Tickets Sponsor – Gatzman Appraisal  
Dinner Sponsors – Edwards, Lien & Toso, Inc.,  
LIA Administrators & Insurance Services,  
Macotera Ag Group, Lee & Associates/Alliance  
Ag Services, Inc., Kidder Mathews, and  
California Farmland Trust.**

**2024 Fall Ag Tour  
October 24 (8:00 am – 4:00 pm)  
\$249 Members / \$299 Non-members**

The 2024 Fall Meeting Ag Tour will be a treat for attendees with tour stops to include Trincherro Family Estates Westside Facility, Calivirgin Winery & Olive Mill and Atomic Hops – all located in Lodi. The Ag Tour is always a popular event and due to limited

capacity, it sells out quickly. You are encouraged to register early!



*Trincherro Production Plant – Lodi*

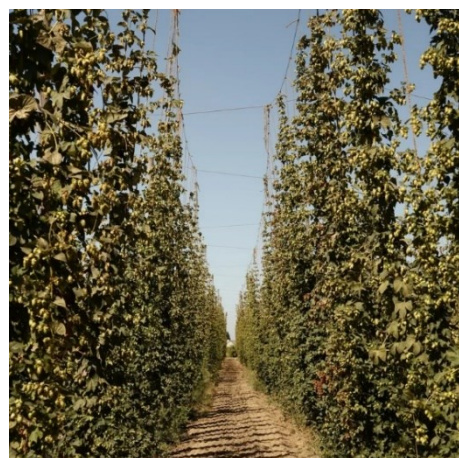
CE Credit: 7 hours approved with BREA, ACLB & ASFMRA.

The Trincherro Westside winery covers 660,000 square feet, nearly the size of four typical Wal-Mart Stores. The plant opened in 2015 with technology that is jaw-dropping. The winery consolidates Trincherro’s bottling and shipping operations, bringing the company’s production to the Lodi-area vineyards where much of the fruit for Trincherro wines originates. The impressive facility showcases equipment from all over the world and features automated warehousing which is nothing less than state of the art. Attendees will learn about the history of Trincherro Family Estates and the development of the Westside plant in Lodi.



*Calivirgin Winery & Olive Mill – Lodi*

Coldani Olive Ranch is literally a family business, with immediate family, spouses and a few little ones handling every aspect from tree to bottle. Growing the olives, processing them into oil, bottling, packaging design, marketing, sales, and shipping are just a few of the tasks they split up as a family. On this tour, attendees will learn about production and harvesting practices and the economics involved in growing olives and creating Calivirgin Olive Oils. As they will likely be in harvest, we may get to see the milling in progress!



*Atomic Hops – Lodi*

Atomic Hops is a California born hop farming company that was created to fill a prevalent void in the California craft beer industry – local grown hops. They strive to create an industry that focuses on the California brewer’s needs. Attendees will walk

through the hop yard and learn the details of trellis, farm practice, and how they plant, grow and harvest the crop. The tour will also include an overview of the processing facility for a first-hand look at how the hops are handled after harvest with the possibility of a taste of the finished product to round out the day!

**Ag Tour Sponsors –**  
**Continental Breakfast: LIA Administrators**  
**Lunch: Gatzman Appraisal**  
**Transportation: Farm Credit**

**HOTEL INFORMATION:**

**Wine & Roses Hotel Restaurant Spa**  
 A Group Block has been reserved at Wine & Roses which will serve as the headquarters hotel for the Fall Meeting. The group rate is \$229 per night plus current taxes and facilities fees. For reservations, please call (209) 334-6988. The reservation cut-off date is **Friday, September 25, 2024** or until the group block is filled, whichever comes first.

**Wine & Roses Hotel**  
 2505 West Turner Road, Lodi, CA 95242

*\*Member pricing includes ASFMRA, Friends of the Chapter and Spouses. Please use the discount code CACHAPTER when registering on-line if applicable.*

**Hampton Inn & Suites Lodi**  
 A second Group Block has been reserved at the Hampton Inn & Suites Lodi. The group rate is \$151 per night plus current taxes. The Hampton Inn is located 5 miles from Wine & Roses. For reservations, please call (209) 369-2700. The reservation cut-off date is **Monday, September 30, 2024** or until the group block is filled, whichever comes first.

**Hampton Inn & Suites Lodi**  
 1337 Beckman Road, Lodi, CA 95240

**Registration Information:**  
 Late Fee: \$40 fee applies for registrations received after 9/24/24.

- How to Register:**
- Register On-Line (preferred) – [Click Here](#)
  - Register Using Form (see below)
  - Register by Phone – Call Katelyn Johnson at (303) 692-1224
  - Meeting Questions – Call Suzie Roget at (209) 368-3672

**Fall Meeting Cancellation Policy**

*Cancellations received more than 10 working days prior to the Fall Meeting will receive full refund, less a \$45 administrative fee. Those received 5 - 10 working days prior will receive a full refund less \$75. Fees are forfeited if registrant cancels within 5 days of event or does not appear. Registrants may send someone to take their place, with notification to the California Chapter without penalty. Contact the Chapter Office at [info@calasfmra.com](mailto:info@calasfmra.com) or (209) 368-3672.*

*2024 Fall Meeting Sponsors*



# 2024 FALL MEETING REGISTRATION

Register online (preferred) – [Click Here](#)

Name \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ ST \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_ Email \_\_\_\_\_

Member:  Yes  No If yes, please check those that apply:  ASFMRA  ASA  AI  RICS

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

State License # (if applicable) \_\_\_\_\_

REGISTRATION FEES:	Members	#	Non-Members	#	Total \$
Permanent Plantings Seminar	<i>Register for this Seminar Separate from all other events.</i>				
Welcome Reception	\$ 45	_____	\$ 45	_____	\$ _____
Ag Pros Learning Lab	\$149	_____	\$ 199	_____	\$ _____
Installation & Awards Dinner	\$ 85	_____	\$ 85	_____	\$ _____
2024 Fall Meeting Ag Tour	\$249	_____	\$ 299	_____	\$ _____
Donate to the CA Chapter Scholarship Foundation (include amount at right)					\$ _____
<small>(Donations to the Foundation are tax deductible).</small>					
Late Fee (\$40 Late Fee will be applied to registrations received after 9/24/24).					\$ _____
<b>Total Fees =</b>					<b>\$ _____</b>

## PAYMENT INFORMATION:

Payment by:  Check # \_\_\_\_\_ Credit Card:  Visa  MC  AmEx  Discover

Card Number: \_\_\_\_\_ Exp. \_\_\_\_\_

Name on Card: \_\_\_\_\_ Security Code \_\_\_\_\_

Billing Address (if different than above) \_\_\_\_\_

Signature \_\_\_\_\_

Register by phone – Call Katelyn Johnson • (303) 692-1224

Meeting questions – Call Suzie Roget • (209) 368-3672 or [info@calasfmra.com](mailto:info@calasfmra.com)

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