



## The Appraisal of Permanent Plantings in Changing Markets *Updated September 2024!*

October 22, 2024 • 8:00 am - 5:00 pm  
Wine & Roses Hotel • Lodi, CA



*Photos courtesy of Roy Martin.*

This one-day seminar will be held in conjunction with the Fall Meeting and 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 setting 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 / Arable Advisory Group

**Contact Hours:** 8 hours CE is pending with BREA and ASFMRA.

**Registration Information:** [Click here](#) to register online. If you prefer not to register on line, 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](mailto:info@calasfmra.com).

**Fees:** \$279 Members/\$329 Non-members; (*Member fee applies to ASFMRA and Friends of the Chapter. Friends please contact the Chapter Office for a registration discount code.*)

**Course Delivery:** The course will be delivered in person only in conjunction with the California Chapter's Fall Meeting. [See Fall Meeting Brochure](#) for hotel information and additional events being offered. **Don't miss the Welcome Reception at Five Window Beer Company following the class on Tuesday!!**

**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.*

**The California Chapter, ASFMRA**  
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# PERMANENT PLANTINGS SEMINAR REGISTRATION FORM

[Register Online](#)

Name(s) \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

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

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

Member:  Yes  No

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

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

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

## REGISTRATION FEES:

	Fee	# of Attendees	Total
The Appraisal of Permanent Plantings			
Members **	\$279.00	_____	_____
Non-Members	\$329.00	_____	_____
>Welcome Reception at Five Window Beer Co.			
Members/Non-Members	\$ 45.00	_____	_____
		<b>Total</b>	<b>= \$ _____</b>

\*\* Includes members of ASFMRA and 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](mailto:info@calasfmra.com)

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