

Save the Date!!

The 2018 Winter Meeting is scheduled for January 17th-19th. This year's meeting will be held at the Holiday Inn in St. Cloud MN. Room blocks are secured at \$89.95 per night under ASFMRA Conference. This year's format will be a 2 1/2 day event.



Schedule:

January 17th

- 7-hour USPAP update, instructed by Jeff Berg, ARA (Appraisers)
- MN Chapter Business Meeting

January 18th

- Market Area and Industry Analysis, instructed by JoAnn Wall, ARA (Approved for 8 hours CE for Appraisers or Managers)
- ½ day Module from Denver, instructed by Corey Prins, AFM
- ½ day of speakers tailored to Managers
- Dinner & Education Foundation Auction

January 19th

- Joint session with Appraisers and Farm Managers (speakers)

Stay tuned for registration on our chapter website www.mnasfmra.com.

Farm Manager Fall Meeting

By Klay Walinga, AFM

- Fall Farm Management Meeting is set for Wednesday, September 20th from 9 a.m. – 3 p.m. at the Southwest Research and Outreach Center (SWROC) – Lamberton
- Topic/Presenters Include: Bruce Potter (Dicamba Drift/Aphid & Weed Resistance), Axel Garcia Y Garcia (Cover Crop Update) and Jeff Strock (Bioreactors); Monsanto (Dicamba soybeans & product info); Cash Rent/Real Estate Sales Roundtable
- Coffee & rolls and lunch are included
- There is no charge for the event and we appreciate Monsanto's support.

For additional information on the event, please email Klay @ KWalinga@fairlandmanagement.com



**American Society
of Farm Managers
& Rural Appraisers**

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2017 Summer Tour - Detroit Lakes, MN

By Eric Skolness, AFM

The 2017 summer tour was very successful! We had excellent participation with 55 members attending the two day event.

The first day included educational sessions that covered a variety of topics pertinent to our professions. The speakers did a great job, brought years of experience/knowledge, and kept it exciting!

A fun evening followed with a social, supper, and entertainment at Zorbaz on the lake.



The second day included our tours in Perham, MN. In the morning we visited Tuffy's Pet Foods along with Kenny's Candy and Confections, part of KLN Family Brands, a family owned company.

I especially enjoyed the Wiley Wallaby Australian Style Gourmet Soft Licorice sample they provided!



In the afternoon we visited with the folks that operate one of the R.D. Offutt (RDO) Farms, including a tour of an irrigated potato field and storage warehouse. A few things we learned is how they are actively promoting stewardship of the land, sustainability of its farms, and their continued efforts to be a valuable partner in every community in which they do business.



Recap of ASFMRA Chapter Leaders Meeting in Denver

By Terri Jensen, ALC

Great presentation by National and wonderful break-out sessions for national to hear ideas on how they can assist chapters: chapter set-up, administration, accounting, education, website. Copies of materials from the two days have been forwarded to MN Chapter leaders.

The first items of the day included: *Chapter Recognition Program*; governance; mentor/intern program; YPN functions; meetings/conferences; and membership development/newsletters. *CHANGE – the time to repair the roof is when the sun is still shining. John F Kennedy.* Examples of change in newspaper subscriptions; the use of Uber vs. taxi's.

How does change affect the organization? Volunteer time, fast enough on education development; priced right/package right; quality right; customer/member service; on top of policy; right events – right topics; does our governance work now & going forward; competition from non-profits and for-profits (such as tradeshow, online & classroom education, other associations such as AI and TAF, news and information, speed and effectiveness of governance, time to market, rising development costs, lack of online education).

National discussed several services they can offer to chapters. That information has been provided to the chapter leaders.

We reviewed **Agronomics 2017, November 13-17 at Westin Savannah Harbor Golf Resort & Spa: Changes, Challenges & Opportunities.**

A review of strategic initiatives was provided: what has been completed; what is in process. We are looking good:

- ◆ Growing membership: 2139, up from 2016
- ◆ Strong financial condition – projecting to beat budget

- ◆ More outreach by national to chapter meetings
- ◆ Strong SEW attendance
- ◆ Great classroom numbers – 2796
- ◆ Many new initiatives: database, website, chapter recognition program, legislative software, new log, governance review, new seminars.

Old and new logos were provided; visual standards policy manual was provided. Again, this was provided to chapter leaders. Members will have a logo they can use; designated members will have a logo they can use. Members will have the ability to download the *Proud Member* or appropriate designation logo.

The website update will be rolled out Sept. 1, 2017 as well. New legislative tools (Bill Track 50 and Volatility) have been added in order to better track policy and regulations that affect our members. This will allow tracking similar to “Google Alerts”; you can specify content for the purpose of educating the stakeholder; associate the campaign to a specific piece of legislation; and will have a social media button to allow sharing.

Overall, I felt the time was very well-spent. Chapter leaders heard from national; national heard and listened to chapter members. Some great ideas were presented on Friday's break-out sessions. Now, national and chapters will need to determine how best to implement the ideas in terms of resources: staff, finances, etc.

Criticism may not be agreeable, but it is necessary. It fulfils the same function as pain in the human body. It calls attention to an unhealthy state of things.

Winston Churchill

YPN Update

By Brian Field, ARA

The Young Professionals Network has been active over the past several months. YPN members have presented to colleges across the country, increasing student membership and spreading the word about our professions. Here locally presentations have been made to students at the University of Minnesota and Southwest Minnesota State University, as well as just over the river at North Dakota State University, each successfully bringing in new student members to our chapter.



At last fall's Annual Meeting Monsanto announced its commitment to sponsor YPN chapter functions through ASFMRA's Education Foundation as part of their Early Career Award sponsorship. A total of \$2,000 was available to be applied to chapter events. Our Minnesota chapter was the first to take advantage of the funds as Monsanto and the Education Foundation provided money towards food and drinks at our chapter YPN social in Mankato last January. The event went quite well as we had about 15 members attend, as well as Ron Dunker from Monsanto. Overall, the funding was successful in that it provided financial support for about 10 chapters to hold similar events and continue to get YPN aged members involved.

Last month in Omaha, YPN activities included a career development seminar and social sponsored by DuPont Pioneer. This year's seminar was presented by speaker and author Dee Dee Rapp, sister of our chapter's Rick Hauge, ARA. Dee Dee's presentation was well-attended and centered on

work, life balance. When class was over DuPont Pioneer welcomed all YPN members to Liquid Sunshine at the Alamo Draft House. Approximately 50 YPN and student members attended and made it a great night! Minnesota was certainly represented, but we would always like more. If you are planning to attend SEW next year in Des Moines, please make time to attend the YPN function. It is always well worth the time and a lot of fun!

Speaking of planning, please also don't forget to attend the YPN social sponsored by Monsanto at this fall's Annual Meeting in Savannah! Details are not yet available, but we know you will not be disappointed!



A lie doesn't become truth, wrong doesn't become right, and evil doesn't become good just because it's accepted by a majority.

Rick Warren

Summer Education Week Recap

By Brian Field, ARA

Summer Education Week was held July 16-22 in Omaha, NE. A record number of attendees gathered to take in core education classes, continuing education seminars, accreditation exams, networking events, and committee meetings. Some of the well-attended classes included Conservation Easements; Market Area & Industry Analysis; and the ALM series. In total, 337 folks made the pilgrimage to Omaha. Numerous Minnesota chapter members were in attendance to take in the activities.

One of ASFMRA’s focuses this year was to entice more designated and seasoned managers and appraisers to attend SEW. A seminar entitled “Leveraging Disruptors” certainly accomplished that as 54 individuals came to hear presentations and panel discussions from multiple entrepreneurs and high tech professionals. As data becomes more readily available every day, what can we do to embrace it, challenge it, and continue to make ourselves indispensable to our clients? Will we be selling our data to clients in the future? Maybe not. Agricultural economist Dr. Bruce Sherrick from the University of Illinois kicked off the seminar and provided lots of fascinating food for thought and “warnings” of what is around the corner. If you missed his presentation don’t worry, he is also on the schedule to present at the Annual Meeting in Savannah.



Evening meals and networking were fantastic as always. On Sunday night DuPont Pioneer took the YPN members to the Alamo Draft House. Monsanto treated everyone to the Nebraska Brewing Company on Monday. On Tuesday, Syngenta held a barbeque at the hotel. And on Wednesday DuPont Pioneer brought us to an Omaha Storm Chasers baseball game. Even though daily temperatures hovered around 100° and the humidity seemed even higher, all events were well-attended.

SEW 2018 is scheduled for June 24-29 in Des Moines. If you have any great seminar ideas or topics for SEW, please let Mya at the Denver office know. New ideas are always welcome!



Everything happens for a reason, but sometimes the reason is that you’re stupid and you make bad decisions.

Anonymous

*Newsletter compiled by
Marti Walsh of Upper Midwest Management Corp.
mwalsh@ummc.co
507.334.3934*