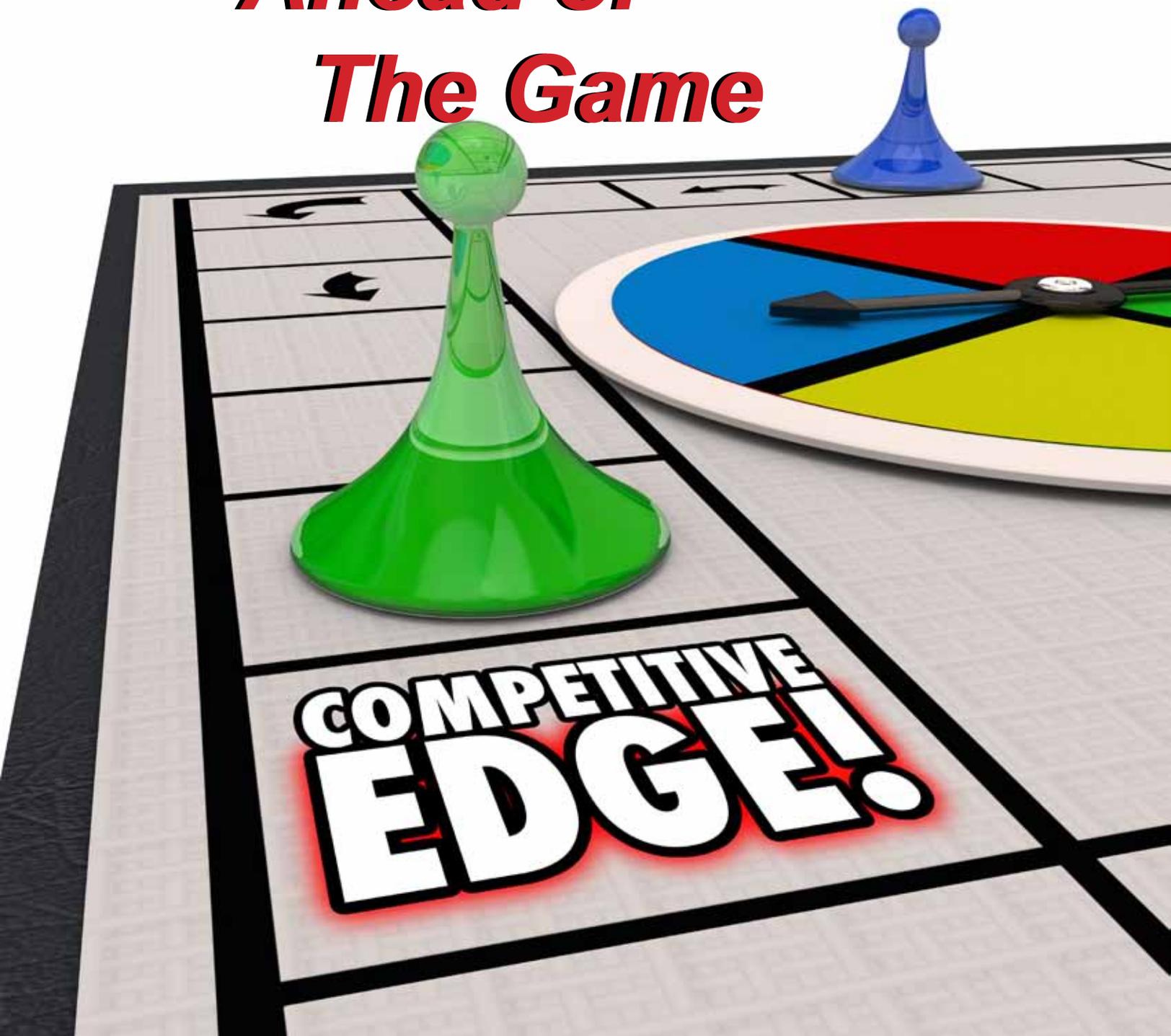


# ***Staying Ahead of The Game***



**ISPFMRA 2019 Annual Meeting**  
**February 7, 2019**  
**Decatur Conference Center and Hotel**

# ***Being Successful and Staying Ahead of the Game***

means you have to **Develop, Hone and Maintain your Competitive Edge**. We are in a **Challenging Time in Midwest and Illinois Agriculture**. *Technology is Changing. Government Rules are Changing. Your Customers are Changing.*

This year's ISPFMRA Annual Meeting will ***Provide The Tools You Need to Maintain Your Competitive Edge***. Some subjects and speakers may be a little controversial and you may not like all that you hear. But it will help you **Hone Your Competitive Edge!**

See You There?

## **Agenda and Program**

(Although no changes are expected, this agenda is subject to last-minute updates and revisions to keep the topics/speakers the most current)

### **Thursday, February 7, 2019**

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- 7:00 a.m. Registration (Holiday Hall)  
Collection of Scholarship Auction Items (Holiday Hall)  
Refreshments (Ameren Ballroom)
- 7:45 a.m. General Assembly (ADM South Ballroom)  
Presentation of Colors  
**Welcome** -- Dan Legner, ARA, ISPFMRA President  
**Opening Comments** -- Nicole Bateman, Decatur Economic Development Corporation
- 8:15 a.m. ***The State of Illinois Agriculture*** -- Bill Graff, State Executive Director, USDA Illinois Farm Service Agency  
Director Graff will provide his analysis of the current state of Illinois agriculture, the impact of the Trump Administration's reductions in federal agricultural regulations, the USMCA pact, and the ongoing discussions regarding international tariffs.
- 8:45 a.m. **What's Coming Down the Pipe** -- A roundtable discussion of new technology coming your way  
**Indigo Ag: *Sustainability in Production Ag*** – Scott Sartor, Director of Channel Development  
Indigo improves grower profitability, environmental sustainability, and consumer health through the use of natural microbiology and digital technologies
- 
- Tillable.com: *A New Look at Land Leasing*** - Jamieson Potter, Vice President of Sales and Marketing  
Tillable offers a Better Way to Rent and Manage Farmland
- Terrace Ag: *Modern Appraisal Reporting*** - Grant Suddarth, Owner and Founder  
Terrace Ag provides software and other tools to streamline, improve and enhance agricultural appraisals

10:30 a.m. Break (Ameren Ballroom)

10:45 a.m. Concurrent Sessions

**Advancing Soil Health Practices in Illinois** -- Megan Baskerville is the Upper Sangamon River Watershed Manager for Illinois Chapter of The Nature Conservancy  
(ADM South Ballroom)

Many sectors of the community derive benefits from the adoption of soil health practices. Megan and other members from the Illinois Sustainable Ag Partnership (ISAP) will utilize a few table-top demonstrations to show soil health in action, while sharing how farmers and other ag professionals can get involved in ISAP's in-depth training series.

**What's With All of These Solar Farms??**

Patricia L. McGarr, MAI, CRE, FRICS  
Sonia Singh, General Certified Appraiser  
(Caterpillar Room)

Illinois has recently picked up investment in solar installations, with \$240M invested in solar as of the 2Q 2018. What is causing all of this interest in Illinois farm land by Solar Developers? Learn why this emerging industry is focusing on Illinois and how Solar Farm development is impacting property values – both before and after development.

11:45 a.m. **Member Recognition Luncheon** hosted by ISPFMRA Leadership Team  
(Ameren Ballroom)

Recognition of newly designated members  
Recognition of long-term members  
Workhorse Award Presentation  
Service to Agriculture Award  
ISPFMRA Hall of Fame

**Message from ASFMRA Leadership** -- Douglas K. Hodge, ARA, Farmers National Company, ASFMRA District III Vice President

1:15 p.m. Concurrent Sessions

**Management Tech** -- A roundtable with select ISPFMRA sponsors sharing the spotlight on industry events and news (ADM Ballroom)  
Paul Handsaker, Dealer Development Manager, LG Seeds  
Will Mullinex, Bayer Crop Science Farm Management Account Representative  
Stan Tarr, Region Manager, Wyffels Hybrids  
Lonnie Smith, Pioneer



**Appraiser Issues Update** -- Brian Weaver, Real Estate Appraisal Coordinator, State of Illinois  
(Caterpillar Meeting Room)

This session will focus on providing an update on new activities, regulations and protocols involving those doing professional appraisal work in Illinois.

2:15 p.m. Ice Cream Social Break (Ameren Ballroom)

2:45 p.m. Annual Business Meeting (ADM Ballroom)

3:30 p.m. **Keynote**

***This isn't your father's agriculture --- the changing mindset for today's ag***

Damian Mason

A graduate from Purdue University and Indiana farm boy who also happens to still farm in Indiana, Damian Mason has also appeared in motion pictures and has been telling his viewpoints on agriculture to audiences around the country since 1994. His comments will be thought-provoking, humorous and enlightening as he brings his perspective on ag's relationship with consumers, the government and ITSELF !!

5:30 p.m. Memorial Scholarship Auction (Ameren Ballroom)



## Meet the Speakers

### Megan Baskerville

Megan works closely with the ag community and supply chain partners to build soil resilience and improve water quality by coordinating advanced training series for ag professionals focused on soil health management systems and conservation drainage. She previously served as the watershed specialist for Macon County Soil & Water Conservation District. Megan received her B.S. in Geography and Environmental Resources from Southern Illinois University-Carbondale.



### Nicole Bateman

Executive Director, Midwest Inland Port & Community Marketing



### Bill Graff

Graff is a long time grain and livestock farmer from central Illinois. He is familiar with the agriculture industry and USDA programs. He previously served as State Executive Director of the Illinois Farm Service Agency under a previous administration. Graff is a graduate of Illinois State University.

### Damian Mason

Damian Mason is a Businessman, Agriculturist, Speaker, Podcaster, Writer, and Consultant. Damian Mason speaks on the two subjects he knows best: Business and Agriculture. Since 1994, he has spoken to nearly 2,000 audiences in all 50 states and 7 foreign countries.

Video clips of some of his presentations to ag audiences can be found at <https://www.damianmason.com/agriculture-speaker> and <https://www.youtube.com/watch?v=Ins6LuVAVe0>



### Patricia L. McGarr, MAI, CRE, FRICS, CRA

Pat is a principal and National Director of CohnReznick Advisory Group's Valuation Advisory Services practice which is based in Chicago. Pat's experience includes market value appraisals of varied property types for acquisition, condemnation, mortgage, estate, ad valorem tax, litigation, zoning, and other purposes. Over the past several years, Pat has developed a valuation group that specializes in serving utility companies establish new utility corridors for electric power transmission and pipelines.



### Jamieson Potter

Potter is Vice President of Sales and Marketing for Tillable, Inc. He has a BA in political science from Stanford University.



### Scott Sartor

Director of Channel Development for Indigo Ag



### **Sonia K. Singh**

Sonia is manager in CohnReznick Advisory Group's Valuation Advisory Services and is based in the company's Bethesda, MD office. She has been engaged in real estate valuation and other real estate consulting services for the past six years and has valued over \$3.5 billion in real property. Other experienced real estate consulting services include appraisal review and statistical analysis. Several impact studies were prepared by her and her peers measuring the impact, if any, of economic and environmental influences on property values.



### **Grant Suddarth**

Suddarth is founder of Terrace Ag. He is currently a student at Nebraska Institute of Agriculture and Natural Resources and developed Terrace Ag as part of the Engler Agribusiness Entrepreneurship Program.



### **Brian Weaver**

Brian Weaver is the Appraisal Coordinator / Appraisal Management Company Coordinator for the Illinois Department of Financial and Professional Regulation (IDFPR). Brian has been a leader in the industry for over 25 years and worked as an investigator for the Office of Banks and Real Estate in Illinois.

## Lodging

A block of rooms under "***Illinois Society***" is reserved for February 5, 6 and 7 at the Decatur Conference Center and Hotel, 4191 US Highway 36 West, Decatur, IL.

Room rate is \$102.00 plus taxes Call 217-422-8800.

**Cutoff date for reservations is**  
**End of Working Day on Friday, January 11.**

**Illinois Society of Professional Farm Managers and Rural Appraisers  
2019 Annual Meeting  
February 7, 2019  
Decatur, IL**

Registration Fee [ ] \$150

Total \$ \_\_\_\_\_

Name \_\_\_\_\_ ASFMRA Member # \_\_\_\_\_

Company \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_

E-mail address \_\_\_\_\_  
(Required for registration confirmation)

Telephone \_\_\_\_\_

Credit Card # \_\_\_\_\_ Exp. Date \_\_\_\_\_

**CE Credit Note:** Attendance at the full program qualifies for 6 hours of ASFMRA CE for Thursday, February 7, 2019. 6 Appraisal CE Credits have been approved in Illinois and Kentucky and 4 hours in Indiana. Appraisal CE has been applied for in Michigan, Missouri and Wisconsin. We will notify all if and when we are given notice that credit will be granted.

Submit registration form to: ISPFMRA  
N78W14573 Appleton Ave., #287  
Menomonee Falls, WI 53051

or Fax to: **262-253-6903**

OR

**<http://www.asfmra.org/education/education-calendar>**

then scroll down to the February ISPFMRA Events and proceed from there

IMPORTANT NOTICE: If you have any disabilities that require special accommodations, please identify those special needs: \_\_\_\_\_