

52nd Annual
SOIL MANAGEMENT AND LAND VALUATION CONFERENCE

Wednesday, May 9, 1979
Scheman Continuing Education Building
Iowa State University, Ames, Iowa

Morning Program

Dr. Harvey Thompson, Extension Agronomist, I.S.U., Presiding

9:00 Registration - Coffee and Donuts

9:30 Land Values and Crop Prices - Your Estimate
E. G. Stoneberg, Extension Economist, I.S.U.

Grain Storage Costs
Dr. Robert Wisner, Extension Economist, I.S.U.

Why People Buy Land - Who is Buying?
Dr. John Timmons, Professor, I.S.U.

Investment Alternatives
E. G. Stoneberg, Extension Economist, I.S.U.

12:00 LUNCH

Afternoon Program

Richard Anderson, Federal Land Bank Association, Presiding

1:00 Efficient Fertilizer Use
Regis Voss, Extension Agronomist, I.S.U.

Tax Issues in Land Purchase, Ownership and Sale
Dr. Michael Boehlje, Professor, I.S.U.

Land Practices and Trends in Farm Real Estate - Panel Discussion
Michael Boehlje, Moderator
Richard Overly, Federal Land Bank
Leo Rasmussen, Metropolitan Life Insurance Company
Nathan Burnham, Mutual Benefit Life Insurance Company

Land Value Trends - Your Answers

3:30 Adjourn

Registration fee \$8.00 (includes luncheon). All interested persons welcome.
Advance registration requested.

Sponsored by Departments of Agronomy and Economics, Iowa State University
in cooperation with the Iowa Farm Study Group. The assistance of the
Iowa Farm Study Group in developing the program is greatly appreciated.

53rd Annual
SOIL MANAGEMENT AND LAND VALUATION CONFERENCE

Wednesday, May 14, 1980
Scheman Continuing Education Building
Iowa State University, Ames, Iowa

Morning Program

- Richard Anderson, Federal Land Bank Association, Presiding
- 9:00 Registration - Coffee and Donuts
- 9:30 Land Values and Crop Prices - Your Estimate
E. G. Stoneberg, Extension Economist, I.S.U.
- The Agricultural Economy and Credit - A Five Year Look
John Moore, Farm Credit Administration, Washington, D.C.
Kenneth Jaspensen, Vice President, Federal Land Bank of Omaha
- How to Live With Rising Production Costs - Panel Discussion
Garren Benson, Moderator, Extension Agronomist, I.S.U.
Lloyd Brown, Hertz Farm Management
Min Amemiya, Extension Agronomist, I.S.U.
Regis Voss, Extension Agronomist, I.S.U.
- Grain Alcohol (Gasohol) Production - Pros and Cons
Dr. Richard Smith, I.S.U.
- 12:10 LUNCH

Afternoon Program

- Dr. Harvey Thompson, Extension Agronomist, I.S.U., Presiding
- 1:00 Agricultural Taxation Policy
Neil Harl, Distinguished Professor, I.S.U.
- Land Valuation Study
Dr. Duane Harris, Professor, I.S.U.
- Land Use Legislation
Min Amemiya, I.S.U.
- Land Value Trends - Your Answers
E. G. Stoneberg, I.S.U.
- 3:30 Adjourn - regular program
- 3:30-
5:30 Additional program for persons wishing to qualify for certification
of 7 hours of continuing education for the Real Estate Commission.
Instruction will be on the following topics:
Agency Law and the Independent Contractor
Discounted Cash Flow Valuation
Lester Hcover, Professor, I.S.U.

SOIL MANAGEMENT AND LAND VALUATION CONFERENCE
May 13, 1981
Scheman Continuing Education Building
Iowa State University
Ames, Iowa

Morning Program

E. G. Stoneberg, Presiding

- 8:30 Registration (Scheman First Floor Registration Desk)
- 9:00 Land Value and Crop Price Estimates (Auditorium)
E. G. Stoneberg, Professor of Economics
- 9:15 Economic Outlook and Farm Income Situation: Panel Discussion
Dr. Gene Futrell, Extension Economist
Dr. Dennis Starleaf, Professor of Economics
Dr. Robert Wisner, Extension Economist
- 10:45 Structure of Agriculture -- Impact on Land Values and Farm Size
Dr. Michael Boehlje, Professor of Economics
- 11:30 Land Use Patterns in Iowa
Dr. Gerald Miller, Extension Agronomist
- 12:00 Lunch (Scheman Room 167-179)

Afternoon Program

Garren Benson, Presiding

- 1:00 Financing Land Purchases: Panel Discussion (Auditorium)
Dr. Michael Boehlje, Professor of Economics, Moderator
William L. Robinson, President, Hampton Federal Land Bank Assoc.
Darrell J. Sunderman, Asst. Manager, Metropolitan Life
Insurance Company, Agricultural Investments, Carroll
William Secor, Farmer, Fort Dodge
- 2:15 Crop Production Costs
Dr. Robert W. Jolly, Extension Economist
- 3:00 Land Value Trends -- Your Estimates
E. G. Stoneberg, Professor of Economics
- 3:15 Case Study Problem: Land Purchase Alternatives
Dr. Lester Hoover, Professor of Business Administration
- 4:00 Adjourn

Sponsored by Departments of Agronomy and Economics, Iowa State University in cooperation with the Iowa Farm Study Group. The assistance of the Iowa Farm Study Group in developing the program is greatly appreciated.

SOIL MANAGEMENT AND LAND VALUATION CONFERENCE
May 13, 1981
Scheman Continuing Education Building
Iowa State University
Ames, Iowa

Morning Program

- E. G. Stoneberg, Presiding
- 8:30 Registration (Scheman First Floor Registration Desk)
- 9:00 Land Value and Crop Price Estimates (Auditorium)
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- 4:00 Adjourn

Sponsored by Departments of Agronomy and Economics, Iowa State University in cooperation with the Iowa Farm Study Group. The assistance of the Iowa Farm Study Group in developing the program is greatly appreciated.

55th ANNUAL
SOIL MANAGEMENT AND LAND VALUATION CONFERENCE
May 12, 1982
Scheman Continuing Education Building
Iowa State University
Ames, Iowa

Morning Program

Garren Benson, Extension Agronomist, Presiding

- 8:30 Registration (Scheman First Floor Registration Desk)
- 9:00 Land Value and Crop Price Estimates (Benton Auditorium)
R. W. Jolly, Extension Economist
- 9:15 Introduction to Case Problem
R. W. Jolly
- 9:30 Marketing Under Surplus Conditions
W. Meyers, Assistant Professor of Economics
R. N. Wisner, Extension Economist
T. F. Feldmann, Marketing Manager, West Central Coop, Ralston, Iowa
- 11:00 Economic Outlook and Farm Income Situation
D. R. Starleaf, Professor of Economics
R. N. Wisner
G. A. Futrell, Extension Economist

- - - - -
12:00 Lunch (Scheman Building, Room 167-175)
- - - - -

Afternoon Program

R. W. Jolly, Presiding

- 1:00 Survival Strategies 1982/83 (Benton Auditorium)
M. D. Boehlje, Professor of Economics
- 1:30 Review of Case Problem
M. D. Boehlje
R. W. Jolly
- 2:30 Discussion
T. A. Hertz, Hertz Farm Management, Nevada, Iowa
G. G. Howell, President, Mason City FLBA
- 3:00 Land Values and Crop Prices -- Your Estimates
R. W. Jolly, Extension Economist
- 3:15 Adjourn

- 3:30- Special Problem for Real Estate Sales Licensees (Room 275)
4:30 L. L. Hoover, Professor of Business Administration

Sponsored by the Departments of Agronomy and Economics, Iowa State University in cooperation with the Iowa Farm Study Group. The assistance of the Iowa Farm Study Group in developing the program is greatly appreciated.

56th ANNUAL
SOIL MANAGEMENT AND LAND VALUATION CONFERENCE

May 10, 1983
Scheman Continuing Education Building
Iowa State University
Ames, Iowa

- 8:30 - 9:00 Registration (Scheman First Floor Registration Desk)
- 9:00 - 9:15 Land Value and Crop Price Estimates (Benton Auditorium)
R. W. Jolly, Extension Economist
- 9:15 - 10:15 Land Market Situation
R. W. Jolly
N. S. Thompson, Thompson-Johnston & Associates, Inc., Ames, Iowa
- 10:30 - 12:00 Economic Situation and Outlook
- General Economy: D. R. Starleaf, Professor of Economics
- Grains and Oilseeds: R. N. Wisner, Extension Economist
- Livestock: G. A. Futrell, Extension Economist
- 12:00 - 1:00 Lunch (Room 167-179 Scheman)
- 1:00 - 2:45 Determinants of Land Values: Their Future Course
(Benton Auditorium)
C. Bolin, Vice President, Pioneer Hi-Bred International, Inc.,
Des Moines, Iowa
T. E. Gaskill, Director, Iowa Corn Growers, Corwith
D. F. Hadwiger, Professor of Political Science
O. Hansen, Chairman, Liberty Trust & Savings Bank, Durant, Iowa
W. H. Meyers, Associate Professor of Economics
- 2:45 - 3:00 Land Values and Crop Prices - Your Estimates
- 3:00 Adjourn
-
- 3:15 - 4:15 Special Problem for Real Estate Licensees
L. L. Hoover, Professor of Business Administration
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Sponsored by the Departments of Economics and Agronomy, Iowa State University in cooperation with the Iowa Farm Study Group. The assistance of the Iowa Farm Study Group in developing the program is greatly appreciated.

Tentative Program

57TH ANNUAL
SOIL MANAGEMENT AND LAND VALUATION CONFERENCE

May 9, 1984

Morning

8:30- 9:00	Registration (Scheman First Floor Registration Desk)	
9:00- 9:15	Land Value and Crop Price Estimates	R. Jolly
9:15-10:30	Economic Situation and Outlook	
	- General Economy	D. Starleaf
	- International Trade	G. Williams
	- Agriculture	R. Wisner
10:45-12:00	Review of Bankruptcy and Foreclosure Procedures	L. Curtiss
12:00- 1:00	Lunch (Scheman Building)	

Afternoon

1:00- 2:15	Tax Impacts of Asset Liquidation	N. Harl
2:15- 3:00	A Look at Iowa's Economic Future	T. Urban or J. Chrystal
3:00- 3:15	Land Values and Crop Prices - Your Estimates	R. Jolly
3:15	Adjourn	

Special Session for Real Estate Licensees

3:30- 4:30	Managing and Financing Acquired Properties
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58TH ANNUAL
SOIL MANAGEMENT AND LAND VALUATION CONFERENCE

Wednesday, May 8, 1985

8:30- 9:00	Registration Scheman First Floor Registration Desk	
9:00- 9:15	Land Value and Price Estimates	R. W. Jolly
9:15-10:00	Outlook for the U.S. Economy - performance of the economy - trade situation - monetary policy - fiscal policy	C. P. Gratto
10:00-12:00	Options for the 1985 Farm Bill - baseline projections to 1990 - alternative program designs - farm income projections - trade, prices, production costs	W. H. Meyers
1:00- 2:00	The Farm Debt Situation and the 1985 Farm Bill - current debt situation - impact on land markets and values - financial policy options	R. W. Jolly
2:00- 3:15	Resolving the Farm Debt Problem	Panel A. A. Paulsen, Moderator W. P. Ronan W. G. Murray D. J. Michels R. Avey
3:15- 3:30	Land Value and Price Estimates	R. W. Jolly
<hr/>		
3:30- 4:30	Special Session for Real Estate Licensees	L. L. Hoover

59TH ANNUAL
SOIL MANAGEMENT AND LAND VALUATION CONFERENCE

Wednesday, May 14, 1986

coffee, some tea, little milk, juice, pastries
8:30- 9:00 Registration
Scheman First Floor Registration Desk

Morning Session - Benton Auditorium

9:00- 9:15 Land Value and Price Estimates Robert Jolly

9:15-10:00 Outlook for the U.S. Economy Dennis Starleaf
- performance of the economy
- trade situation
- monetary policy
- fiscal policy

10:00-10:30 Grain Price Outlook Bob Wisner
- exports
- stocks
- prices

10:30 coffee, juice, milk
10:30-12:00 Analysis of Credit Industry
- credit demand
- interest
- fund availability
Paul Knop
Dennis Michels
Robert Pim
Paul Quam *need SS # & address*

12:00- 1:00 Lunch - Rooms 220-240

Afternoon Session - Benton Auditorium

1:00- 2:00 Decision-Making Under Stress and Dealing With Stressed Clients Dee Wright *additional pay*

2:00- 3:00 Land Market Conditions Duane Sandage
- prices
- demand

3:15 pop
3:00- 3:15 Land Value and Price Estimates Robert Jolly

coffee, juice
3:30-4:30 Special Session for Real Estate Licenses
- Refinancing Opportunities

L. L. Hoover *am't.*

ask her what C account he wants it to go to

*3 hr. prep time \$20
1 hr. \$40 6:30 1st hr. \$20 after*

unificate @ end of day

1987

AGENDA
60th ANNUAL SOIL MANAGEMENT AND LAND VALUATION CONFERENCE

Morning Program

- 8:30 - 9:00 **REGISTRATION**
- 9:00 - 9:15 **LAND VALUES AND PRICE ESTIMATES**
 Michael Duffy, Extension Economist, Iowa State University
- 9:15 -10:30 **WHAT CONSTITUTES AN ACCEPTABLE APPRAISAL**
 Layton Hoysler, District 7 Director of Acquired Properties,
 Farm Credit Service
 - use of government base
 - use of corn suitability rating
- 10:30 -12:00 **ANALYSIS OF CREDIT INDUSTRY**
 - acquired properties
 - effect of Chapter 12
 - fund availability
 - interest rates

Panel:

Robert Haegele, Chief of Farm Programs, Farmers Home Administration
Maurice Russell, President, Federal Land Bank Assoc., Newton
Richard Retz, Vice President, Merchants National Bank, Cedar Rapids
Darrell Sunderman, Metropolitan Insurance Co., Carroll

Afternoon Program

- 1:00 - 3:00 **GOVERNMENT PROGRAMS, NOW AND COMING**
 ASCS Representative
 Herschel Read, Deputy Soil Commissioner, Soil Conservation Service
 - Feedgrain Program
 - Conservation Compliance
- 3:15 - 3:30 **LAND VALUES AND PRICE ESTIMATES**
 Michael Duffy, Extension Economist, Iowa State University
- 3:30 - 4:30 **REAL ESTATE CONTRACT LAWS: DO'S AND DON'TS**
 Tim Jackson, Attorney-at-Law, Rural Concerns Hotline,
 Des Moines

Tentative Agenda
61st Annual Soil Management & Land Valuation Conference
Friday, May 20, 1988, Scheman Building, Ames, Iowa

Morning Program

- 8:30 - 9:00 Registration (First Floor Registration Desk)
- 9:00 - 9:15 Land Values and Price Estimates - Dr. Mike Duffy, Extension Economist, Iowa State University
- 9:15 - 10:15 General Economic Outlook - Dr. Dennis Starleaf, Chairman, Department of Economics, Iowa State University
- Interest rates
 - Land prices
 - Agricultural economy
 - Export demand
- 10:15 - 11:15 Farm Credit System: Effects of Recent Legislation - Mr. Ron Munson, Bank Regional Vice President, Farm Credit Services, Omaha
- Effect on credit availability
 - Responses to legislation
- 11:15 - Noon Analysis of Credit Industry, Industry Panel
- Farmers Home - Mr. Robert Haegele, Chief of Farm Programs
 - Commercial Lenders - Mr. Larry Reding, Norwest Banks of Des Moines, N.A.
 - Farm Credit - Mr. Maurice Russell, Federal Land Bank Association, Newton
 - Insurance Companies - Mr. Edwin J. Brown, Equitable Agri-Business

Afternoon Program

- 1:00 - 2:00 Cost of Alternative Practices to Meet Government Conservation Compliance - Mr. William Holstine, AFM, ARA, Hertz Farm Management
- Impact on incomes
 - Impact on land values
- 2:00 - 3:00 Legislative Update - Mr. Tim Fevold, Hertz Farm Management; Mr. Arnold Waldstein, AFM, ARA, President, Stalcup Agr. Services, Inc.
- Standardized soil tests
 - Licensing for appraisers
 - Withholdings for out-of-state landlords
- 3:00 - 4:00 Groundwater Legislation Impacts on Land Value - Mr. Rod Knudson, Knudson Brothers Real Estate; Dr. Michael Owen, Extension Weed Scientist, Iowa State University; Iowa Legislature or Department of Natural Resources Representative
- 4:00 - 4:15 Land Values and Price Estimates

**62ND ANNUAL
SOIL MANAGEMENT AND LAND VALUATION CONFERENCE**

Wednesday, May 3, 1989
Scheman Building, Iowa State University

- 8:30 - 9:00 Registration
- 9:00 - 9:15 Land Values and Price Estimates
- 9:15 - 10:30 Macro Economic Outlook
 Dr. Mark A. Edelman, Extension Economist, Iowa State University
 Grain Market Outlook
 Dr. Robert Wisner, Extension Economist, Iowa State University
- 10:30 - 12:00 Real Estate Financing Alternatives - Roger Christensen, Ogden,
 Moderator
 - Farmer Mac
 Mr. John Dean, President, Glenwood State Bank, Chairman of the
 Ag. Committee IBAA, Glenwood
 - FmHA Demonstration Project
 Mr. Ron Monson, Executive Vice-President, Farm Credit Services,
 Newton
 - Iowa Agriculture Development Authority
 Mr. William Greiner, Executive Director Iowa Agriculture
 Development Authority, Des Moines
- 12:00 - 1:00 Lunch
- 1:00 - 2:00 1990 Farm Bill Options
 Dr. Stanley Johnson, Director, Center for Agriculture and
 Rural Development, Iowa State University
- 2:00 - 3:00 Low Input, Sustainable Agriculture
 - What is it and its possible impact on land values
 Dr. Mike Duffy, Extension Economist, Iowa State University
- 3:00 - 4:00 Should you Buy/Sell Land Now - Jerry Lage, Des Moines, Moderator
 - Where have land values been over last 18 months
 - Where are we now
 - Where are land values going
 Mr. James McGuire, McGuire Auction Co., Inc., Holstein, Iowa
 Mr. Al Carver, Hertz Farm Management, Inc., Nevada, Iowa
 Mr. Darrell Limkeman, Mid States Farm Management, Ottumwa, Iowa
- 4:00 - 4:15 Land Values and Price Estimates
- 4:30 Adjourn

63rd Annual
SOIL MANAGEMENT AND LAND VALUATION CONFERENCE
Iowa State University
Scheman Continuing Education Building
Wednesday, May 2, 1990

8:30 - 9:00 Registration

9:00 - 9:15 *Land Values and Price Estimates*
Dr. Mike Duffy, Economics Department, Iowa State University

**ENVIRONMENTAL CONSIDERATIONS:
IMPACTS ON LAND USE AND VALUES**

9:15 - 10:00 *Extent and Nature of Groundwater Contamination*
Dr. George Hallberg, Iowa Department of Natural Resources

10:00 - 11:00 *Environmental Liabilities: Preacquisition Site Assessment*
Mr. Rodney Baumann, Terracon Environmental, Inc.,
Omaha, Nebraska

11:00 - 12:00 *Legislative Update: Farming & Land Use with Environmental
Concerns*
Representative Paul Johnson, Decorah

12:00 - 1:00 Lunch

1:00 - 2:00 *European Changes and Implications for Iowa Land*
Mr. Varel Bailey, Anita, Iowa

2:00 - 3:00 *General Economic Conditions and Outlook for the 1990s*
Dr. Dennis Starleaf, Chairman, Economics Department, Iowa State
University

3:00 - 3:15 Break

3:15 - 4:15 *Iowa Agricultural Trends in the 1990s*
Dr. Lee Kolmer, Economics Department, Iowa State University

4:15 - 4:30 *Land Values and Price Estimates*

4:30 - 4:45 Pick up Real Estate CEU Certificate — First Floor Desk

**64th Annual
Soil Management and Land Valuation Conference**

Iowa State University
Scheman Building
Wednesday, May 8, 1991

- 8:15 - 8:45 Registration**
- 8:45 - 9:00 Land Values and Price Estimates**
 - Dr. Michael Duffy, Iowa State University
- 9:00 - 9:30 Changes in Appraisal Techniques**
 - Dr. William Murray, Professor Emeritus, Iowa State University
- 9:30 - 10:00 Soil Survey Update and Applications for Appraisals**
 - Dr. Jerry Miller, Iowa State University
- 10:00 - 10:15 BREAK**
- 10:15 - 11:00 Changes in Crop Production Technologies**
 - Mr. Greg Townsend, Pioneer Agronomist
- 11:00 - 12:00 Economic Outlook and Impact on Land Values**
 - Dr. Dennis Starleaf, Chair of Economics Department, Iowa State University
- 12:00 - 1:00 LUNCH**
- 1:00 - 2:00 1990 Farm Bill; Land and Water Conservation Provisions**
 - Mr. William Hawks, Program Specialist, ASCS
 - Mr. Jeff Vonk, State Conservationist, SCS
 - Mr. Kirk Weih, AFM, Hertz Farm Management
- 2:00 - 2:30 Grain Market Update**
 - Mr. Michael Frischmeyer, Iowa Commodities, Ltd.
- 2:30 - 2:45 BREAK**
- 2:45 - 4:00 Eastern European Changes; Policy Changes and Understanding the Policy Process**
 - Dr. Neil Harl, Charles F. Curtiss, Distinguished Professor in Agriculture and Professor of Economics, Iowa State University; member of the Iowa Bar
- 4:00 - 4:15 Land Values and Price Estimates**
 - Dr. Mike Duffy, Iowa State University

**65th Annual
Soil Management and Land Valuation Conference**

**Iowa State University
Scheman Building
Wednesday, May 13, 1992**

- | | |
|--------------------|---|
| 8:15- 8:45 | Registration |
| 8:45- 9:00 | Land Values and Price Estimates
<i>- Dr. Mike Duffy, Associate Professor, Iowa State University</i> |
| 9:00-10:15 | Economic Outlook: Likely Impacts on Land Markets
<i>- Dr. Stan Johnson, Charles F. Curtiss, Distinguished Professor, Director of CARD</i> |
| 10:15-10:30 | Break |
| 10:30-12:00 | Land Markets in the 1990s
<i>- Dr. Philip Raup, Professor Emeritus, Department of Ag. & Applied Economics,
University of Minnesota</i> |
| 12:00- 1:00 | Lunch |
| 1:00- 1:30 | Agricultural Weather Update & Outlook
<i>- Dr. S. Elwynn Taylor, Professor, Iowa State University</i> |
| 1:30- 2:30 | Public Policy and Land Markets
<i>- Mr. Robert Galbraith, Assistant Attorney General</i> |
| 2:30- 2:45 | Break |
| 2:45- 4:00 | Panel Discussion
<i>- Mr. Robert Crane, ARA
- Mr. Darrell Limkeman, ARA AFM
- Dr. Mark Edelman, Professor, Iowa State University
- Mr. Robert Galbraith, Assistant Attorney General</i> |
| 4:00- 4:15 | Land Values and Price Estimates |

66th Annual Soil Management and Land Valuation Conference

**Iowa State University
Scheman Building
Wednesday, May 12, 1993**

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|--------------------|---|
| 8:15- 8:45 | Registration |
| 8:45- 9:00 | Land Values and Price Estimates
<i>- Dr. Mike Duffy, Professor, Iowa State University</i> |
| 9:00- 9:45 | Iowa Land Ownership Laws and Their Impact
<i>- Dr. Neil Hamilton, Director, Ag. Law Center, Des Moines</i> |
| 9:45-10:30 | New Landowner: Pension Plans
<i>- Mr. Murray Wise, President, Westchester Group, Inc., Champaign, Illinois</i> |
| 10:30-10:45 | Break |
| 10:45-12:00 | Practical Ways to Preserve the Rural Environment
<i>- Mr. Dave Van Waus, Farmer, Colo, Iowa</i>
<i>- Dr. Jim Pease, Extension Wildlife Specialist, Iowa State University</i> |
| 12:00- 1:00 | Lunch |
| 1:00- 1:30 | Agricultural Weather Update & Outlook
<i>- Dr. S. Elwynn Taylor, Professor, Iowa State University</i> |
| 1:30- 2:15 | Animal Agriculture's Role in Rural Development
<i>- Mr. Jeff Plagge, Executive Vice President, First State Bank, Webster City</i> |
| 2:15- 2:30 | Break |
| 2:30- 3:15 | General Economic Conditions and Outlook
<i>- Dr. Dennis Starleaf, Chair, Department of Economics, Iowa State University</i> |
| 3:15- 4:00 | Intermediate and Long Term Outlook for Grain Demand
<i>- Dr. Kendall Keith, President, National Grain & Feed Association, Washington, D.C.</i> |
| 4:00- 4:15 | Land Values and Price Estimates |

67th Annual Soil Management and Land Valuation Conference

**Iowa State University
Scheman Building
Thursday, May 12, 1994**

- 8:15 - 8:45 Registration, Scheman First Floor Lobby**
- 8:45 - 9:00 Land Values & Price Estimates**
- *Dr. Mike Duffy, Professor, Iowa State University*
- 9:00 - 10:00 Future of Iowa Towns**
- *Dr. Kenneth Stone, Professor, Iowa State University*
- 10:15 - 12:00 1995 Farm Bill & Options**
- **Environmental Perspectives**
- *Mr. Paul Johnson, Chief, Soil Conservation Service (invited)*
 - **Revenue Assurance**
- *Iowa Farm Study Group*
 - **Financial Impacts on Iowa**
- *Center for Ag. & Rural Development*
- 12:00 - 1:00 Lunch**
- 1:00 - 1:30 Weather in 1994**
- *Dr. S. Elwynn Taylor, Professor, Iowa State University*
- 1:30 - 2:30 CRP Land, What to Do With It**
- *Dr. Mike Duffy, Professor, Iowa State University*
- 2:45 - 3:45 General Economic Outlook**
- *Dr. Dennis Starleaf, Chair, Department of Economics, Iowa State University*
- 3:45 - 4:30 Iowa Land Values and Factors Affecting Them**
- *Terry Argotsinger, AFM, ARA; Stalcup Ag. Services*
- *Loyd Brown, AFM, ARA; Hertz Farm Management*
- *Darrell Linkeman, AFM, ARA; Mid-States Farm Management*

68th Annual Soil Management and Land Valuation Conference

**Iowa State University
Scheman Building
Tuesday, May 9, 1995**

- 8:15 - 8:45 Registration, Scheman First Floor Lobby**
- 8:45 - 9:00 Iowa Land Values & Price Estimates**
- Iowa Agriculture in 2000**
- 9:00 - 9:20 1995 Farm Bill**
- *Mr. Darnell Smith, FAPRI Managing Director, Food and Agricultural Policy Research Institute (FAPRI), Iowa State University*
- 9:20 - 9:40 General Economy, GATT, NAFTA**
- *Dr. Mark Edelman, Professor, Economics Department, Iowa State University*
- 9:40 - 10:00 Financial Markets**
- *Mr. Maurice Russell, Division President-Branch Lending, Farm Credit Services of the Midlands, FLCA/PCA, Omaha, Nebraska*
- 10:20 - 10:40 Demographics**
- *Dr. Paul Lasley, Professor, Sociology Department, Iowa State University*
- 10:40 - 11:00 Contracting, Networking**
- *Dr. John Lawrence, Professor, Economics Department, Iowa State University*
- 11:00 - 11:20 Contract Farming, Working for a Wage**
- *Mr. Ron Swanson, Farmer, Galt, Iowa*
- 11:20 - 12:00 Questions and Answers**
- *Panel*
- 12:00 - 1:00 Lunch**
- 1:00 - 1:45 Grain Transportation Issues in the '90s**
- *Dr. Philip Baumel, Distinguished Professor, Economics Department, Iowa State University*
- 1:45 - 2:30 Information Technology**
- *Mr. Jeff Balvanz, Systems Analyst, Computation Center, Iowa State University*
- 2:45 - 3:15 Weather Update**
- *Dr. Louis Thompson, Associate Dean Emeritus, Agronomy Department, Iowa State University*
- 3:15 - 4:00 Grain Outlook**
- *Dr. Robert Wisner, Professor, Economics Department, Iowa State University*
- 4:00 - 4:15 Iowa Land Values and Price Estimates**

69th Annual
Soil Management and Land Valuation Conference
Iowa State University
Scheman Building
Wednesday, May 15, 1996

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| 8:15 - 8:45 | Registration |
| 8:45 - 9:00 | Iowa Land Values and Price Estimates
- <i>Mike Duffy, Professor, Economics Department, Iowa State University</i> |
| 9:00 - 9:45 | History of Iowa Land Values
- <i>Everett Stoneberg, Professor Emeritus, Economics Department, Iowa State University</i> |
| Factors Affecting Land Values and Appraisal | |
| 10:00 - 10:20 | New Technologies
- <i>Brad Buchanan, President, Crop Tech Services, Cedar Rapids</i> |
| 10:20 - 10:40 | Impact on Appraisals
- <i>Roger Poppen, ALC, GRI, Hertz Farm Management, Nevada</i> |
| 10:40 - 11:00 | Impact on Farm Management
- <i>Chad Hertz, Professional Farm Manager, Hertz Farm Management, Nevada</i> |
| 11:00 - 11:20 | Changing Ownership Patterns
- <i>Willis Goudy, Chair, Department of Sociology, Iowa State University</i> |
| 11:20 - 11:40 | Taxes
- <i>Joseph Kavan, Senior Vice President & General Counsel, Farm Credit Services, Omaha, Nebraska</i> |
| 11:40 - 12:00 | Question and Answer Session |
| 12:00 - 1:00 | Lunch |
| 1:00 - 1:30 | New Programs
- Ag. Decision Maker
<i>Donald Hofstrand, Farm Mgt. Field Specialist, ISU Extension Service</i>
- Rural Data Project
<i>Mark Imerman, Extension Program Specialist, Economics Department, Iowa State University</i> |
| 1:30 - 2:00 | Weather Update
- <i>S. Elwynn Taylor, Professor, Agronomy Department, Iowa State University</i> |
| 2:00 - 3:00 | National Budget Alternatives
- <i>John Miranowski, Chair, Economics Department, Iowa State University</i> |
| 3:15 - 4:00 | Grain Market Updates
- <i>Robert Wisner, Professor, Economics Department, Iowa State University</i> |
| 4:00 - 4:15 | Iowa Land Values and Price Estimates
- <i>Mike Duffy, Professor, Economics Department, Iowa State University</i> |

70th Annual
Soil Management and Land Valuation Conference
Iowa State University
Scheman Building
Wednesday, May 14, 1997

- | | |
|---------------|--|
| 8:15 - 8:45 | Registration |
| 8:45 - 9:15 | Iowa Land Values and Price Expectations
- <i>Dr. Mike Duffy, Professor, Economics Department, Iowa State University</i> |
| 9:15 - 9:45 | Land as an Investment
- <i>Mr. Loyd Brown, AFM, ARA, Hertz Farm Management, Mt. Vernon</i> |
| 9:45 - 10:15 | Stocks as an Investment
- <i>Mr. James Tausz, CFP, Bradford Financial Center, Clarion</i> |
| 10:30 - 11:00 | Stocks/Land Comparison, Discussion
- <i>Mr. Loyd Brown and Mr. James Tausz</i> |
| 11:00 - 11:45 | Improving the Land Investment: Tiling
- <i>Mr. Donald Larson, Larson Systems, Ames</i> |
| 11:45 - 12:45 | Lunch |
| 12:45 - 1:30 | Changes in Weather Patterns
- <i>Dr. S. Elwynn Taylor, Professor, Agronomy Department, Iowa State University</i> |
| 1:30 - 2:15 | Strategies in Land Transfer
- <i>Mr. John Baker, Attorney-at-Law, Iowa Concerns, Ankeny</i> |
| 2:15 - 2:45 | Evaluating Identity Preserved Crops
- <i>Dr. Roger Ginder, Professor, Economics Department, Iowa State University</i> |
| 3:00 - 4:00 | Global Supply & Demand Conditions
- <i>Dr. Dennis Starleaf, Professor, Economics Department, Iowa State University</i> |
| 4:00 - 4:15 | Iowa Land Values
- <i>Dr. Mike Duffy, Professor, Economics Department, Iowa State University</i> |

71st Annual
Soil Management and Land Valuation Conference
Iowa State University
Scheman Building
Wednesday, May 13, 1998

- | | |
|---------------|---|
| 8:15 - 8:45 | Registration |
| 8:45 - 9:00 | Iowa Land Values
- <i>Dr. Mike Duffy, Professor, Economics Department, Iowa State University</i> |
| 9:00 - 9:30 | Weather Outlook
- <i>Dr. S. Elwynn Taylor, Professor, Agronomy Department, Iowa State University</i> |
| 9:30 - 10:45 | Farmland Preservation Options
- <i>Mr. David Osterberg, Osterberg Consulting, Mt. Vernon</i> |
| 10:45 - 12:00 | ISU Surveys; How to Interpret and Use Them
- <i>Dr. Paul Lasley, Professor, Sociology Department, Iowa State University</i> |
| 12:00 - 1:00 | Lunch |
| 1:00 - 1:45 | Iowa Land Market Update (Panel Discussion)
- <i>Loyd Brown, Hertz Farm Management, Mt. Vernon</i>
- <i>Jim Fitzgerald, Burns Fitzgerald Realtors, Pocahontas</i>
- <i>Pete Govern, Govern & Govern, Riceville</i>
- <i>Glenn Smith, Smith Land Service, Co., Atlantic</i> |
| 1:45 - 3:00 | Iowa Land Market in the Next Millennium
- <i>Dr. Philip Raup, Professor Emeritus, Department of Applied Economics, University of Minnesota</i> |
| 3:00 - 4:00 | Small Farms, Beginning Farmers: Who Will Farm The Land
- <i>Dr. Mike Duffy</i> |
| 4:00 - 4:15 | Iowa Land Values
- <i>Dr. Mike Duffy</i> |

72nd Annual
Soil Management and Land Valuation Conference
Iowa State University
Scheman Building
Wednesday, May 12, 1999

- | | |
|---------------|---|
| 8:00 - 8:45 | Registration |
| 8:45 - 9:00 | Iowa Land Values
- <i>Dr. Mike Duffy, Professor, Economics Department, Iowa State University</i> |
| 9:00 - 9:45 | Grain Market Update
- <i>Dr. Robert Wisner, Professor, Economics Department, Iowa State University</i> |
| 9:45 - 10:15 | Livestock Market
- <i>Dr. John Lawrence, Associate Professor, Economics Department, Iowa State University</i> |
| 10:30 - 11:30 | Agricultural Economy Outlook
- <i>Dr. Neil Harl, Charles F. Curtiss Distinguished Professor in Agriculture, Professor of Economics, Iowa State University and Member of the Iowa Bar</i> |
| 11:30 - 12:00 | Weather Situation and Outlook
- <i>Dr. S. Elwynn Taylor, Professor, Agronomy Department, Iowa State University</i> |
| 12:00 - 1:00 | Lunch |
| 1:00 - 2:00 | Agriculture in the Future
- <i>Dr. David Topel, Dean of the College of Agriculture, Iowa State University</i> |
| 2:00 - 3:00 | Risk and Financial Management
- <i>Mr. Maurice "Moe" Russell, President, Russell Consulting Group, Omaha, Nebraska</i> |
| 3:15 - 4:00 | Buying/Selling Land in a Volatile Income Environment
- <i>Mr. Roger Poppen, Accredited Land Consultant, Hertz Real Estate Service, Nevada</i> |
| 4:00 - 4:15 | Iowa Farm Land Values
- <i>Dr. Mike Duffy</i> |

73rd Annual Soil Management and Land Valuation Conference

**Iowa State University
Scheman Building
Wednesday, May 17, 2000**

- 8:00 - 8:45 Registration
- 8:45 - 9:00 Iowa Land Values
 - *Dr. Mike Duffy, Professor, Economics Department, Iowa State University*
- 9:00 - 10:00 Transportation Issues and Possibilities
 - *Dr. Phillip Baumel, Charles F. Curtiss Distinguished Professor in Agriculture, Professor of Economics, Iowa State University*
- 10:00 - 10:15 Break
- 10:15 - 11:30 U.S. Farm Bill: Possibilities and Considerations
 - *Mark Ritchie, President, Institute for Agriculture & Trade Policy, Minneapolis, Minnesota*
- 11:30 - 12:00 Weather Update
 - *Dr. S. Elwynn Taylor, Professor, Agronomy Department, Iowa State University*
- 12:00 - 1:00 Lunch
- 1:00 - 2:30 South American Competition
 - *Tim Burrack, Past President, Iowa Corn Growers, Arlington, Iowa*
- 2:30 - 2:45 Break
- 2:45 - 3:45 U.S. and World Economy Outlook
 - *Dr. Dennis Starleaf, Professor Emeritus, Economics Department, Iowa State University*
- 3:45 - 4:15 e-commerce: Can It Work and What Does It Save?
 - *Tim Fevold, AFM, Hertz Farm Management, Inc., Nevada, Iowa*
- 4:15 - 4:30 Iowa Land Values
 - *Dr. Mike Duffy*

74th Annual
Soil Management and Land Valuation Conference
Iowa State University
Scheman Building
Wednesday, May 16, 2001

8:00— 8:45 Registration

8:45— 9:00 Iowa Land Values

— *Larry Trede, Associate Professor, Ag Education and Studies, Iowa State University*

9:00— 10:00 2002 Farm Bill & Ag Policy

— *Mark Edelman, Professor, Economics, Iowa State University*

10:00— 10:15 Break

10:15— 11:00 Iowa Farm Businesses

— *Kenneth Stone, Professor, Economics, Iowa State University*

11:00— 11:45 How Local Businesses are Adopting to a World of e-Commerce

— *Jim Magnuson, General Manager, Sully Co-op, Sully*

11:45— 12:00 Questions and Answers

12:00— 1:00 Lunch (Room 240-242 Scheman)

1:00— 1:30 Weather Update

— *S. Elwynn Taylor, Professor, Agronomy Department, Iowa State University*

1:30— 2:30 Hypoxia, Nitrogen Management & Environmental Considerations
for Iowa Land Values

— *Fred Kirschenmann, Director, Leopold Center, Iowa State University*

2:30— 2:45 Break

2:45— 3:45 U.S. Economic Outlook

— *Alan Barkema, Vice President & Economist, Federal Reserve Bank, Kansas City, MO*

3:45— 4:15 Update on Grain Quality Issues

— *Dale Farnham, Extension Agronomist, Iowa State University*

4:15— 4:30 Iowa Land Values

— *Larry Trede*

75th Annual Soil Management and Land Valuation Conference

**Iowa State University
Scheman Building
Wednesday, May 15, 2002**

8:00 — 8:45 Registration

8:45 — 9:00 Iowa Land Values

— Mike Duffy, Professor, Economics Department, Iowa State University

9:00 — 10:00 Future Directions for ISU College of Agriculture

— Catherine Woteki, Dean, College of Agriculture, Iowa State University

10:00 — 10:15 Break

10:15 — 11:15 Iowa State Plant Science Institute

— Stephen Howell, Director, Plant Science Institute, Iowa State University

11:15 — 12:00 History of Soil Management & Land Value Conference

— Everett Stoneberg, Professor Emeritus, Economics Department, Iowa State University

Changes in Farm Management

— Jack Nissly, AFM, Nissly & Nissly, Iowa Falls

12:00 — 1:00 Lunch

1:00 — 2:45 Impacts of 2002 Farm Bill

— Neil E. Harl, Charles F. Curtiss Distinguished Professor in Agriculture and
Professor of Economics, Iowa State University

Land Values

— L. Craig Harris, ASA, Farm Credit Services of America, Red Oak

Credit

— Steve Willemssen, Vice President, First National Bank, Waverly

2:45 — 3:00 Break

3:00 — 4:00 Changes in Iowa Tax Structure & Budget

— Dave Swenson, Asst. Scientist, Economics Department, Iowa State University

4:00 — 4:15 Iowa Land Values

— Mike Duffy

76th Annual Soil Management and Land Valuation Conference

**Iowa State University
Scheman Building
Wednesday, May 21, 2003**

8:00 — 8:45 Registration

8:45 — 9:00 Iowa Land Values

— Mike Duffy, Professor, Economics Department, Iowa State University

9:00 — 10:00 Economic Impact of Continued Concentration in Agriculture

— Neil E. Harl, Charles F. Curtiss Distinguished Professor in Agriculture and
Professor of Economics, Iowa State University

10:00 — 10:15 Break

10:15 — 11:15 Iowa Farmland Ownership Survey

— Mike Duffy

11:15 — 12:15 Iowa Farmland Rental Practices

— James Jensen, AFM, ARA, ISU Extension Farm Management Field Specialist,
Mt. Pleasant

12:15 — 1:15 Lunch

1:15 — 1:45 Weather Update

— Dr. S. Elwynn Taylor, Professor, Agronomy Department, Iowa State University

1:45 — 3:15 Corn Suitability: How They Are Calculated and How to Use Them

— Gerald Miller, Associate Dean-Extension Programs and Outreach,
Professor of Agronomy, Iowa State University

— Wayne Schwickerath, County Assessor for Chickasaw County, New Hampton

— Dennis Reyman, AFM, ARA, Stalcup Ag Services, Storm Lake

3:15 — 3:30 Break

3:30 — 4:00 Iowa State Land Value Survey: How It Is Calculated and Possible
Alternatives

— Mike Duffy

4:00 — 4:15 Iowa Land Values

— Mike Duffy

77th Annual Soil Management and Land Valuation Conference

**Iowa State University
Scheman Building
Wednesday, May 19, 2004**

8:00 — 8:45 Registration

8:45 — 9:00 Iowa Land Values

— *Mike Duffy, Professor, Economics Department, Iowa State University*

9:00 — 10:00 Current Land Values and Parallels to the 80's

— *Murray Wise, Chairman & CEO, Westchester Group, Inc., Champaign, Illinois*

10:00 — 10:15 *Break*

10:15 — 10:45 Land Value Outlook

— *Sam Kain, ALC & GRI, Regional Sales Mgr., Farmers National Company, Des Moines*

10:45 — 11:30 Land Value Outlook

— *John Moss, President, The Loranda Group, Springfield, Illinois*

11:30 — 12:15 Panel Discussion

— *Morning speakers*

12:15 — 1:15 *Lunch*

1:15 — 1:45 Weather Update

— *S. Elwynn Taylor, Professor, Agronomy Department, Iowa State University*

1:45 — 2:30 Grain Situation and Outlook

— *Robert Wisner, University Professor, Department of Economics, Iowa State University*

2:30 — 2:45 *Break*

2:45 — 4:00 Future for Rural Iowa

— *Kenneth Stone, Professor Emeritus, Department of Economics, Iowa State University*

4:00 — 4:15 Iowa Land Values

— *Mike Duffy*

78th Annual Soil Management and Land Valuation Conference

**Iowa State University
Benton Auditorium, Scheman Building
Wednesday, May 18, 2005**

8:00 — 8:45 Registration

8:45 — 9:00 Iowa Land Values

— *Mike Duffy, Professor, Economics Department, Iowa State University*

9:00 — 10:00 World Situation and Trade Outlook

— *Dennis Starleaf, Professor Emeritus, Department of Economics, Iowa State University*

10:00 — 10:15 Break

10:15 — 11:00 Ethanol Expansion: Where is the Corn Coming From?

— *Robert Wisner, University Professor, Department of Economics, Iowa State University*

11:00 — 12:00 Future of the Ethanol Industry

— *John Miranowski, Professor, Department of Economics, Iowa State University*

12:00 — 1:00 Lunch

1:00 — 1:45 Weather Update

— *S. Elwynn Taylor, Professor, Agronomy Department, Iowa State University*

1:45 — 2:45 Rust and the Economics of Soybean Production

— *Palle Pedersen, Assistant Professor, Agronomy Department, Iowa State University*

2:45 — 3:00 Break

3:00 — 4:00 Outlook for Land

— *Maurice "Moe" Russell, President, Russell Consulting Group, Panora*

4:00 — 4:15 Iowa Land Values

— *Mike Duffy*

79th Annual Soil Management and Land Valuation Conference

**Iowa State University
Benton Auditorium, Scheman Building
Wednesday, May 17, 2006**

8:00 — 8:45 Registration

8:45 — 9:00 Iowa's Land Market

— Mike Duffy, Professor, Economics Department, Iowa State University

9:00 — 10:00 Iowa State College of Agriculture

— Wendy Wintersteen, Dean, College of Agriculture, Iowa State University

10:00 — 10:15 Break

10:15 — 11:15 The Bioeconomy: Impact on Iowa's Landscape

— Robert Brown, Director, Office of Biorenewables, Iowa State University

11:15 — 12:00 Nitrogen and the New Nitrogen Recommendations

— John Sawyer, Extension Agronomist, Agronomy Department, Iowa State University

12:00 — 1:00 Lunch

1:00 — 1:30 Weather: Drought in 2006?

— S. Elwynn Taylor, Professor, Agronomy Department, Iowa State University

1:30 — 2:15 Are Corn Yields Sustainable?

— Roger Elmore, Extension Agronomist, Agronomy Department, Iowa State University

2:15 — 2:30 Break

2:30 — 4:00 Where are Farmland Values Going?

Impact of the Urban Market and Discussion

— Jim Farrell, President and CEO, Farmers National Company

— Jason Henderson, Senior Economist, Federal Reserve Bank of Kansas City

4:00 — 4:15 Iowa's Land Market

— Mike Duffy

80th Annual Soil Management and Land Valuation Conference

**Iowa State University
Benton Auditorium, Scheman Building
Wednesday, May 16, 2007**

8:00 — 8:45 Registration

8:45 — 9:00 Iowa's Land Market

— *Mike Duffy, Professor, Economics Department, Iowa State University*

9:00 — 10:00 The State of the Bioeconomy

— *Steven Fales, Associate Director, Office of Biorenewables Program, Iowa State University*

10:00 — 10:15 Break

10:15 — 12:00 Response to the Changes in Demand

Grain Markets: Strategies & Opportunities

— *Steven Johnson, Farm Management Field Specialist,
ISU Extension Polk County Office, Des Moines*

The Ethanol Industry

— *Bruce Rastetter, CEO, Hawkeye Renewables, LLC, Iowa Falls*

Infrastructure Impacts

— *Doug Jones, Vice President, Lead Relationship Manager, CoBank, Omaha, NE*

12:00 — 1:00 Lunch

1:00 — 1:30 Weather: Drought in 2007?

— *S. Elwynn Taylor, Professor, Agronomy Department, Iowa State University*

1:30 — 2:15 Farm Bill Update

— *Bruce Babcock, Director of CARD & Professor, Economics Department,
Iowa State University*

2:15 — 2:30 Break

2:30 — 4:00 Land Values, Rents & Credit

Land Values

— *Loyd Brown, AFM, ARA, ALC, President, Hertz Farm Management, Nevada*

Land Rents

— *William Edwards, Professor, Economics Department, Iowa State University*

Land Credit

— *Bill Davis, Senior V.P., Chief Credit Officer, Farm Credit Services of America,
Omaha, NE*

4:00 — 4:15 Iowa's Land Market

— *Mike Duffy*

81st Annual Soil Management and Land Valuation Conference

**Iowa State University
Benton Auditorium, Scheman Building
Wednesday, May 21, 2008**

8:00 — 8:45 Registration

8:45 — 9:00 Iowa's Land Market

— Mike Duffy, Professor, Economics Department, Iowa State University

9:00 — 10:00 Iowa Farmland Ownership and Rental Arrangements

— Mike Duffy, Professor, Economics Department, Iowa State University

10:00 — 10:15 Break

10:15 — 12:00 Sustainability of the Bioeconomy

Environmental

— Matthew Helmers, Assistant Professor, Agriculture and Biosystems,
Iowa State University

Supply logistics, ethanol moving beyond just an additive

— Marty Lyons, Chief Commercial Officer, Hawkeye Gold, LLC, Ames

12:00 — 1:00 Lunch

1:00 — 1:30 Weather: Drought in 2008?

— S. Elwynn Taylor, Professor, Agronomy Department, Iowa State University

1:30 — 2:30 General Economic Conditions

— Alan Tubbs, President & CEO, Ohnward Bancshares, Inc., Maquoketa

2:30 — 2:45 Break

2:45 — 4:00 Input Fundamentals

Energy price

— Jack Hunter, Risk Management Consultant, FCStone Group, Inc., Kansas City, MO

Fertilizers

— Roger Ginder, Professor, Economics Department, Iowa State University

4:00 — 4:15 Iowa's Land Market

— Mike Duffy

82nd Annual Soil Management and Land Valuation Conference

**Iowa State University
Benton Auditorium, Scheman Building
Wednesday, May 20, 2009**

8:00 — 8:45 Registration

8:45 — 9:00 Iowa's Land Market

— Mike Duffy, Professor, Economics Department, Iowa State University, Ames

9:00 — 10:00 Economic Conditions

— Jason Henderson, Vice President and Omaha Branch Executive,
Federal Reserve Bank of Kansas City, Omaha, NE

10:00 — 10:15 Break

10:15 — 12:00 Iowa Land Rental Situation

- Background

— Mike Duffy, Professor, Economics Department, Iowa State University, Ames

- Cash Rents

— Kirk Manker, VP Chief Appraiser, Farm Credit Services of America, Omaha, NE

- Crop Share

— Ron Swanson, Agricultural Producer in Wright County, Galt

- Flexible Leases

— Steve Johnson, Farm Mgt Field Specialist, Polk County Extension Office, Altoona

12:00 — 1:00 Lunch

1:00 — 1:30 Weather Outlook

— S. Elwynn Taylor, Professor, Agronomy Department, Iowa State University, Ames

1:30 — 2:30 ACRE/SURE and Crop Insurance: What's New and Where is the New Floor

— William Edwards, Professor, Economics Department, Iowa State University, Ames

2:30 — 2:45 Break

2:45 — 3:30 Carbon Markets

— Dave Miller, Director, Research & Commodity Services, Iowa Farm Bureau, Des Moines

3:30 — 4:15 Wind Powered Electric Generators: Impact on Land Ownership

— Terry Argotsinger, AFM, ARA, Stalcup Agricultural Service, Inc., Storm Lake

4:15 — 4:30 Iowa's Land Market

— Mike Duffy

83rd Annual Soil Management and Land Valuation Conference

**Iowa State University
Benton Auditorium, Scheman Building
Wednesday, May 19, 2010**

8:00 — 8:45 Registration

8:45 — 9:00 Iowa's Land Market

— *Mike Duffy, Professor, Economics Department, Iowa State University, Ames, IA*

9:00 — 10:00 Economic Conditions

— *Jason Henderson, Vice President and Omaha Branch Executive,
Federal Reserve Bank of Kansas City, Omaha, NE*

10:00 — 10:15 Break

10:15 — 11:15 How Lenders are Responding to the Current Financial Situation

— *Steve Willemsen, Executive Vice President, First National Bank, Waverly, IA*

11:15 — 12:00 Legislative Update

— *Dave Tierney, Regional Director of Governmental Affairs, Monsanto Corporation,
Des Moines, IA*

12:00 — 1:00 Lunch

1:00 — 1:30 Weather Outlook

— *S. Elwynn Taylor, Professor, Agronomy Department, Iowa State University, Ames, IA*

1:30 — 2:30 Intergenerational Land Transfer

— *Mike Duffy, Professor, Economics Department, Iowa State University, Ames, IA*

2:30 — 2:45 Break

2:45 — 3:45 Estate Planning; Estate Tax Issues

— *Roger McEowen, Leonard Dolezal Professor in Agricultural Law and
Director of the ISU Center for Agricultural Law and Taxation, Iowa State
University, Ames, IA*

3:45 — 4:15 Grain Market Outlook

— *Chad Hart, Assistant Professor, Economics Department, Iowa State University, Ames, IA*

4:15 — 4:30 Iowa's Land Market

— *Mike Duffy*

***84th Annual
Soil Management and Land Valuation Conference***
Iowa State University
Benton Auditorium, Scheman Building
Wednesday, May 11, 2011

8:00 — 8:45 Registration

8:45 — 9:00 Iowa's Land Market
— Mike Duffy, Professor, Economics Department, Iowa State University

9:00 — 10:15 Economic Conditions
— Alan Barkema, Senior Vice President and Director of Research,
Federal Reserve Bank of Kansas City, Kansas City, MO

10:15 — 10:30 Break

10:30 — 12:15 Iowa's Changing Rural Population Base
Sociological Implications
— David Peters, Assistant Professor, Sociology Department, Iowa State University

Economic Implications
— David Swenson, Associate Scientist, Economics Department, Iowa State University

Political Implications
— Donald Petersen, Director, Public Affairs, Iowa Farm Bureau Federation,
West Des Moines, IA

12:15 — 1:15 Lunch

1:15 — 2:15 Grain Market Outlook
— Chad Hart, Assistant Professor, Economics Department, Iowa State University

2:15 — 3:00 Weather Outlook
— S. Elwynn Taylor, Professor, Agronomy Department, Iowa State University

3:00 — 3:15 Break

3:15 — 4:15 Relations Between Cash Rents and Land Values
— Moe Russell, Russell Consulting Group, Panora, IA

4:15 — 4:30 Iowa's Land Market
— Mike Duffy

***85th Annual
Soil Management and Land Valuation Conference***

**Iowa State University
Benton Auditorium, Scheman Building
Wednesday, May 9, 2012**

8:00 — 8:45 Registration

8:45 — 9:00 Iowa's Land Market

— *Dr. Mike Duffy, Professor, Economics Department, Iowa State University*

9:00 — 10:15 Is Land on a Speculative Bubble?

— *Mr. Bill Helming; Bill Helming Consulting Services, Overland Park, KS*

10:15 — 10:30 Break

10:30 — 12:00 World Economic Conditions related to Agriculture

— *Dr. Dermot Hayes, Professor, Economics Department, Iowa State University*

Iowa's Place in the Global Economy

— *Mr. Bill Northey, Iowa Secretary of Agriculture*

12:00 — 1:00 Lunch

1:00 — 1:45 Weather Outlook

— *Dr. S. Elwynn Taylor, Professor, Agronomy Department, Iowa State University*

1:45 — 2:45 The New Corn Suitability Rating, CSR2

— *Dr. Lee Burras, Professor, Agronomy Department, Iowa State University*

2:45 — 3:00 Break

3:00 — 4:15 Trusts, estate taxes and changes in tax laws for 2012,

— *Dr. Neil Harl, Professor emeritus, Economics Department, Iowa State University*

4:15 — 4:30 Iowa's Land Market

— *Mike Duffy*

86th Annual Soil Management and Land Valuation Conference

**Iowa State University
Benton Auditorium, Scheman Building
Wednesday, May 22, 2013**

8:00 — 8:45 Registration

8:45 — 9:00 Iowa's Land Market

— *Dr. Mike Duffy, Professor, Economics Department, Iowa State University*

9:00 — 10:15 U.S. Land Values in Transition

— *Dr. Mark Dotzour, Chief Economist and Director of Research; Real Estate Center/
Texas A&M University*

10:15 — 10:30 Break

10:30 — 12:00 Iowa Farmland Owner Characteristics

— *Dr. Mike Duffy, Professor, Economics Department, Iowa State University*

Characteristics of Iowa Farmland Rental Arrangements

— *Mr. James Jensen, AFM, ARA; Iowa State University Extension, Mt. Pleasant, IA*

12:00 — 1:00 Lunch

1:00 — 1:45 Weather Outlook

— *Dr. S. Elwynn Taylor, Professor, Agronomy Department, Iowa State University*

1:45 — 2:45 Implementing CSR2

— *Dr. Lee Burras, Professor, Agronomy Department, Iowa State University*

— *Mr. Rick Bednarek, NRCS State Soil Scientist, Des Moines, IA*

2:45 — 3:00 Break

3:00 — 4:15 Agronomic, Environmental, and Soil Quality Implications of
Corn Stover Removal

— *Dr. Mahdi Al-Kaisi, Professor, Agronomy Department, Iowa State University*

4:15 — 4:30 Iowa's Land Market

— *Dr. Mike Duffy, Professor, Economics Department, Iowa State University*

***87th Annual
Soil Management and Land Valuation Conference***

**Iowa State University
Benton Auditorium, Scheman Building
Wednesday, May 21, 2014**

CURRENT ISSUES: IOWA SOIL MANAGEMENT & LAND VALUATION

8:00 — 8:30 Registration

8:30 — 8:45 Iowa's Land Values – Your Estimates
— *Larry D. Trede, Chair, Conference Planning Committee*

8:45 —9:45 Economic Issues: U.S. Economy and its Implications to Iowa Agriculture and Land Values
— *Dr. Brent Gloy, Director, Center for Commercial Agriculture and Professor, Agricultural Economics, Purdue University*

9:45 —10:45 Climate and Weather: Climate Change and its Implications to Iowa Agriculture and Iowa Farmland
— *Dr. Chris Anderson, Assistant Director, ISU Climate Science Program and Assistant Professor, Agronomy, Iowa State University*

10:45 — 11:00 *Break*

11:00 — 12:00 Soil and Crop Management Technology: Using Unmanned Aerial Systems (Drones) and their Implications to Iowa Agriculture and Iowa Farm Farmland
— *Mr. Jerry Johnson, CEO & Founder, Farm Intelligence, Mankato, Minnesota*

12:00 — 1:00 *Lunch*

1:00 — 2:00 Energy: Hydraulic Fracturing – Some Concerns
— *Dr. Carl F. Vondra, Distinguished Professor, Emeritus, Department of Geological and Atmospheric Sciences, Iowa State University*

2:00 — 3:00 Livestock: Trends & Changes in Iowa Livestock Production and their Implications to Iowa Agriculture and Iowa Farmland
— *Dr. Lee Schultz, Assistant Professor, Economics Department, Iowa State University*

3:00 — 3:15 Iowa Land Values – Your Estimates
— *Larry D. Trede*

3:15 Adjourn/Mike Duffy Retirement Reception (3-5pm; program at 4:00pm)
— *sponsored by College of Agriculture & Life Sciences, Iowa State University*

88th Annual
Soil Management and Land Valuation Conference

Iowa State University
Benton Auditorium, Scheman Building
Wednesday, May 20, 2015

**IOWA AGRICULTURE: PRODUCTION/TECHNOLOGY,
LEGAL/ENVIRONMENTAL CONCERNS, POLICY**

- 8:00 — 8:30 Registration
- 8:30 — 8:45 Iowa's Land Values – Your Estimates
— Larry D. Trede & Jim Jensen, Co-Chairs, Conference Planning Committee
— Mike Duffy, Professor Emeritus, Economics, Iowa State University
- 8:45 — 9:45 U.S. Economy: What's Ahead and its Implications to Iowa Agriculture
— Dr. Mike Swanson, Chief Agricultural Economist, Wells Fargo Corporation,
Minneapolis, Minnesota
- 9:45 — 10:45 Rural/Urban Divide in Iowa: Winners, Losers, and Trade-offs
— Dr. Paul Lasley, Chair & Professor, Department of Sociology, Iowa State University
- 10:45 — 11:00 Break
- 11:00 — 12:00 Unmanned Aerial Systems (Drones): Big Data & UAVs, Opportunities
in Agriculture
— Dr. Matt Darr, Associate Professor, Ag & Biosystems Engineering, Iowa State University
- 12:00 — 1:00 Lunch
- 1:00 — 1:30 Weather and Crop Production: What's Ahead in 2015
— Dr. S.E. (Elwynn) Taylor, Professor, Climatology & Agronomy, Iowa State University
- 1:30 — 2:30 Water Quality: Iowa Nutrient Reduction Assessment Strategy
— Dr. Matt Helmers, Associate Professor-Extension Agricultural Engineer, Iowa State
University
- 2:30 — 2:45 Break
- 2:45 — 4:15 Legal/Environmental Concerns: Eminent Domain, Clean Water Act &
Non-Point Source Pollution, Unmanned Aerial Systems
— Ms. Kristine Tidgren, Staff Attorney, Center for Agricultural Law and Taxation,
Iowa State University
- 4:15 — 4:30 Iowa Land Values – Your Estimates
— Larry D. Trede & Jim Jensen, Co-Chairs, Conference Planning Committee
— Mike Duffy, Professor Emeritus, Economics, Iowa State University

89th Annual
Soil Management and Land Valuation Conference
Iowa State University
Benton Auditorium, Scheman Building
Wednesday, May 18, 2016
Next Year's SMLV Conference: Wednesday, May 17, 2017

8:00 — 8:30 Registration

8:30 — 8:45 What is Your Prediction for Iowa's Land Values?
— Dr. Wendong Zhang, Chair, Conference Planning Committee

8:45 — 9:45 Evaluating Hunting Leases: Implications for Recreational Land Values
— Tom Steen, the Hunting Lease Network, Farmers National Company

9:45 — 10:00 Break

10:00 — 11:30 Panel Discussion on Current and Future Cash Rents in Iowa
— Moderator: Dr. Alejandro Plastina, Assistant Professor, Economics, ISU
— Panelist: Mike Downey, AFM, Hertz Farm Management
— Panelist: Scott Neff, Senior Business Relationship Mgr., Wells Fargo Bank, Marshalltown
— Panelist: Jim Knuth, Senior Vice President, Farm Credit Services of America

11:30 — 12:30 Lunch

12:30 — 1:15 Excessive Spring Rain Will Be More Frequent (except this year): Weather Tools to Manage It
— Dr. Chris Anderson, Assistant Director, Climate Science Group, ISU

1:15 — 1:45 Soil Fertility Management with Tight Crop Production Margins
— Dr. John Sawyer, Professor in Agronomy and Extension Soil Fertility Specialist, ISU

1:45 — 2:45 Cover Crops, Wetlands, and Conservation Drainage: Why We Need to Adopt and How Many Acres Are Needed?
— Dr. Matt Helmers, Dean's Professor, Agricultural and Biological Engineering, ISU

2:45 — 3:00 Break

3:00 — 4:15 Global Economic Outlook: What Does a Slowing China and a Strong US Dollar Mean for US Agriculture
— Dr. Nathan Kauffman, Assistant Vice President, Omaha Branch Executive and Economist, Federal Reserve Bank of Kansas City

4:15 — 4:30 Iowa Land Values – Your Estimates
— Dr. Wendong Zhang, Assistant Professor, Economics, ISU

90th Annual
Soil Management and Land Valuation Conference
Iowa State University
Benton Auditorium, Scheman Building

Wednesday, May 17, 2017
Next Year's SMLV Conference: Wednesday, May 16, 2018

8:00 — 8:30 Registration

8:30 — 8:45 Iowa Land Values and Crop Prices – Your Estimates
— *Dr. Wendong Zhang, Chair, Conference Planning Committee & Assistant Professor, Economics, ISU*

8:45 — 10:00 Agricultural Trade Drama and the Implications for the Agricultural Economy
— *Dr. Pat Westhoff, Professor in Agricultural Economics and Director, FAPRI, U Missouri*

10:00 — 10:15 *Break*

10:15 — 11:45 Panel Discussion on Agricultural Financial Conditions in the Farm Downturn
— *Panelist: Mr. Mike Hein, Vice President, Liberty Trust and Savings Bank, Durant, Iowa,*
— *Panelist: Dr. Alan Tubbs, Chairman and CEO, Ohnward Bancshares Inc., Maquoketa, Iowa*
— *Panelist: Mr. Justin Septer, Vice President, Farm Credit Services of America, Ottumwa, Iowa*

11:45 — 12:45 *Lunch*

12:45 — 1:15 Weather and Agricultural Production: What's Ahead in 2017
— *Dr. Alan Czarnetzki, Professor, Meteorology, U of Northern Iowa*

1:15 — 1:45 Panel Discussion on SMLV at 90: Historical Focus and Future Directions
— *Panelist: Dr. Mike Duffy, Professor Emeritus, Economics, ISU*
— *Panelist: Mr. Gary Thien, Homestead Capital LLC, Council Bluffs, Iowa*
— *Panelist: Mr. Darrell Limkeman, Mid States Farm Management Company, Ottumwa, Iowa*

1:45 — 2:00 *Break*

2:00 — 3:00 Farm Downturn, Population Change and the Impacts on Rural Communities
— *Mr. Dave Swenson, Associate Scientist, Economics, ISU*

3:00 — 4:00 Legal Update: Des Moines Water Works, Mergers, and Anti-Trust Regulations
— *Ms. Kristine Tidgren, Assistant Director, Center for Agricultural Law and Taxation, ISU*

4:00 — 4:15 Adjourn (next year's conference: Wednesday May 16th, 2018)
— *Dr. Wendong Zhang, Assistant Professor, Economics, ISU*

91st Annual
Soil Management and Land Valuation Conference
Iowa State University
Benton Auditorium, Scheman Building
Wednesday, May 16, 2018

8:00 — 8:30 Registration

8:30 — 8:45 Land Values: Your Estimates
— *Wendong Zhang, Chair, Conference Planning Committee*

8:45 — 9:45 Ag Trade and the Implications for the U.S. Farm Sector
— *David Oppedahl, Senior Business Economist, Federal Reserve Bank of Chicago*

9:45 — 10:00 *Break*

10:00 — 11:30 Panel Discussion on the Growing Hog Industry in Iowa
— *Moderator: Dermot Hayes, Professor of Economics and Finance, ISU*
— *Panelist: Jen Sorenson, Communications Director, Iowa Select Farms*
— *Panelist: Jason Demaray, Retail Commercial Credit, FCS America*
— *Panelist: Ryan Cox, CBI Bank & Trust, Muscatine, Iowa*
— *Panelist: Ben Isaacson, Agri-Management Services*

11:30 — 12:30 *Lunch*

12:30 — 1:00 Weather Outlook for 2018 Crop Year
— *Dennis Today, Executive Director, Midwest Climate Hub*

1:00 — 1:45 What Does Higher Interest Rates Mean for Land Value and Farm Income
— *Michael Langemeier, Professor, Ag Economics, Purdue University*

1:45 — 2:00 *Break*

2:00 — 2:45 2017 Iowa Farmland Ownership, Tenure and Transition Trends
— *Wendong Zhang, Assistant Professor, Economics, ISU*

2:45 — 4:00 In-Depth Legal Update: Iowa's New Partition Law, Clean Water Act
Developments, & Dicamba
— *Kristine Tidgren, Director, Center for Ag Law and Taxation, ISU*

4:00 — 4:15 Adjourn

Next Year's SMLV Conference: Wednesday, May 15, 2019

92nd Annual
Soil Management and Land Valuation Conference
Iowa State University
Benton Auditorium, Scheman Building
Wednesday, May 15, 2019

8:00 — 8:30 Registration

8:30 — 8:45 Land Values: Your Estimates
— *Wendong Zhang, Chair, Conference Planning Committee*

8:45 — 10:00 Farm Bill, Tariffs and U.S. Agricultural Economy
— *Dr. John Newton, Chief Economist, American Farm Bureau Federation*

10:00 — 10:15 *Break*

10:15 — 11:45 Panel Discussion on the Ag Asset Values in Uncertain Times
— *Moderator: Jim Jensen*
— *Panelist: Scott Steffes, President, Steffes Group, Inc. on agricultural machinery prices*
— *Panelist: Kirk Manker, Chief Appraiser, FCS America on farmland auctions and sales trends*
— *Panelist: Mark Anderson, Regional Manager, Iowa Division of Banking on the Iowa agricultural and community bank financial conditions*

11:45 — 12:45 *Lunch*

12:45 — 1:30 Weather Outlook for 2019 Crop Year
— *Dr. Elwynn Taylor, Professor Emeritus, ISU Agronomy*

1:30 — 2:30 The Economic Significance of Iowa and US Beef Industry
— *Dr. Dan Loy, ISU Professor in Animal Science and Director of Iowa Beef Center*

2:30 — 3:00 *Ice Cream Break*

3:00 — 4:15 Key Developments in Agricultural Technology
— *Willie Vogt, Executive Director, Content and User Engagement, Farm Progress*

4:15 — 4:30 Adjourn and CEU Certificates Distribution

Next Year's SMLV Conference: Wednesday, May 20, 2020

The 2020 Soil Management Land Valuation Conference was canceled due to the ongoing COVID-19 pandemic.

93rd Annual Soil Management and Land Valuation Conference

Wednesday, May 19, 2021. Virtual Platform: Zoom

8:00–8:15am	Welcome and Your Land Value Forecasts Wendong Zhang, Conference Chair, Iowa State University
8:15–9:15am	Agricultural Policy Priorities in 2021 and Beyond: Congressional Perspectives Joe Shultz, Majority Staff Director, U.S. Senate Committee on Agriculture, Nutrition & Forestry Martha Scott Poindexter, Minority Staff Director, U.S. Senate Committee on Agriculture, Nutrition & Forestry
9:15–10:15am	Climate Change Impacts on Agriculture and Carbon Credits for Farmers Amanda Bahn-Ziegler, Senior Account Manager, TruCarbon & Truterra LLC Land O' Lakes
10:15–10:30am	Break <i>First Prize Giveaway</i>
10:30–11:15am	Supporting Livestock Farmers Navigate Changing Regulations and Markets Brian Waddingham, Executive Director, Coalition to Support Iowa Farmers
11:15–11:45am	Agricultural Market Outlook Chip Flory, Editor and Publisher, Pro Farmer Newsletter
11:45–12:45pm	Lunch <i>Second Prize Giveaway</i>
12:45–1:15pm	Weather Outlook for the 2021 Growing Season Eric Snodgrass, Principal Atmospheric Scientist, Nutrien Ag Solutions
1:15–2:15pm	The Impacts of COVID-19 Pandemic on Land and Asset Values <u>Panelists:</u> Troy Louwagie, ALC, Hertz Farm Management Dennis Reyman,AFM, ARA, Stalcup Agri Services, Inc. Adam Thien, AFM, Vice President, Thien Farm Management
2:15–2:30pm	Break <i>Third Prize Giveaway</i>
2:30–3:30pm	Agricultural Law Update: WOTUS, Estate Tax Reforms, and More Kristine Tidgren, Director, ISU Center for Agricultural Law and Taxation
3:30pm	Adjourn

94th Annual Soil Management and Land Valuation Conference

Wednesday May 18th, 2022

Benton Auditorium, Scheman Building, Ames, Iowa

Hybrid Option; Fee: \$150 in person, \$175 virtual

6.5 hours of appraiser CEU credits, 7 hours of real estate CEU credits

8:15 – 8:30 AM Welcome and Your Land Value Forecasts

Wendong Zhang, Conference Chair, Iowa State University

8:30 – 9:45 AM U.S. and Global Agricultural Economy Outlook (Virtual)

Stephen Nicholson, Global Strategist – Grains & Oilseeds, Rabobank

9:45 – 10 AM BREAK

10 – 11:30 AM Panel on the Soaring Farmland and Equipment Values

Michael Langemeier, Professor of Agricultural Economics, Purdue University

Kirk Manker, Chief Appraiser, Farm Credit Services of America

Tim Meyer, Mt. Pleasant Site Leader, Steffes Group, Inc.

11:30 AM – 12:30 PM LUNCH

12:30 – 1:15 PM Weather Outlook for the 2022 Growing Season (Virtual)

Eric Snodgrass, Principal Atmospheric Scientist, Nutrien Ag Solutions

1:15 – 2:00 PM Fertilizer Prices, Input Costs, and Supply Chain Disruptions (Virtual)

Andy Burlingham, Director, Generic Crop Protection, Nutrien Ag Solutions

2:00 – 2:15 PM BREAK

2:15 – 3:30 PM Panel on the Conservation Easements and Land Trusts

Liz Garst, Whiterock Conservancy

Joe McGovern, President, Iowa Natural Heritage Foundation

Jennifer Zwagerman, Director, Drake Agricultural Law Center

3:30 – 4:30 PM Crop Market Outlook

Chad Hart, Professor of Economics, Iowa State University

4:30 PM ADJOURN (Next SMLV Conference: Wednesday May 17, 2023)