

Dairy Appraisal Seminar

Tuesday, October 24, 2006

Registration: 7:30 - 8:00 a.m.

Course: 8:00 a.m. - 5:00 p.m.



Dairy Appraisal Seminar

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Madison, WI

Sponsored by
**The Wisconsin Chapter
of the American Society of
Farm Managers
and Rural Appraisers**

Comfort Inn
4822 E. Washington Avenue
(Hwy. 151 South)
Madison, WI
(608) 244-6265

Today's dairy farms are capital intensive, highly sophisticated businesses. Valuing these operations requires a thorough understanding of the dairy industry and all three appraisal approaches. This course is designed for those interested in the valuation of large scale dairy facilities.

Approval is pending through the Wisconsin Department of Regulation and Licensing for 8 hours of appraisal continuing education.

Specific topics to be addressed include:

- Scope of Work
- Appraisal Concepts
- Dairy Industry Analysis
- The Dairy Appraisal Process
- Real Property/Personal Property/
Intangibles

A large scale dairy case study will include:

- Site Valuation
- Sales Analysis/Market Value/
Liquidation Value
- Sales Comparison Approach/
Improvement Mix Adjustment
- Cost Approach/Extracting Depreciation
From Sales
- Correlation of Approaches

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Wisconsin Chapter
ASFMRA
7310 Farmington Way
Madison, WI 5317



8 hours of Appraisal Continuing Education
have been requested for this seminar

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Course Schedule

7:30 a.m. Registration
8:00 - 9:00 a.m. Scope of Work
9:00 - 10:00 a.m. Appraisal Concepts
10:00 - 10:20 a.m. Break
10:20 a.m. - 12 Noon. Appraisal Concepts,
continued
Noon - 1:00 p.m. Lunch
1:00 - 3:00 p.m. Case Study
3:00 - 3:20 p.m. Break
3:20 - 4:30 p.m. Case Study, continued
4:30 - 5:00 p.m. Review/Questions

About the Instructor

Instructor Jim Cannon, ARA, MAI has worked in the appraisal field since 1965. He has national appraisal experience in agricultural, natural resource, transitional and commercial/industrial properties. His experience includes both asset appraisal and business valuation. He concentrates in specialty ag and commercial appraisals, mainly working with farms/ranches, confinement livestock operations, food storage/processing facilities and agribusiness. Jim is an appraisal instructor for ASFMRA, American Society of Appraisers (ASA) and Appraisal Qualification Board (AQB) and was appointed to the Appraisal Standards Board for a two-year term beginning in 2005. Before establishing his own firm, Cannon Valuation Services, Inc. in Hutchinson, Kansas in 1992, Jim was Senior Vice President of the St. Paul Farm Credit Bank supervising the appraisal, loan review and credit policy departments.

Seminar Location & Lodging

The Comfort Inn is located at 4822 East Washington Avenue (Highway 151) in Madison (across from East Towne Mall). From I-90/94, exit on Highway 151 South (Exit 135 A) and turn right at the first frontage road entrance. Proceed to the Comfort Inn.

Please make your own lodging reservations by calling 608-244-6265. Mention the Wisconsin Chapter/ASFMRA when you make your reservation in order to get the rate of \$79/night (single or double).

Cancellation and Transfer Policy

A fee of \$25 will apply for cancellation requests received more than ten working days prior to the course, and \$50 if received 10 working days or less prior to the course. Registration fees are forfeited if a student does not appear for class. No charge for substitutions & transfers.

What is the Wisconsin Chapter?

The Wisconsin Chapter was formed in 1965 and is affiliated with the American Society of Farm Managers and Rural Appraisers, a national organization with more than 2,400 members. The Wisconsin Chapter is a not-for-profit organization. The purpose of the Chapter is to develop, improve, promote and advance, without profit to itself, the professions of farm management and rural appraisal.

For further information, contact: Arlin Brannstrom, Secretary, Wisconsin Chapter / ASFMRA, 7310 Farmington Way, Madison, WI 53717. Phone: (608) 833-7989.

Coming Events

October 25, 2006 - Wisconsin Chapter Fall Meeting, Comfort Inn, Madison
February 7, 2007 - Wisconsin Chapter Sweetheart Dinner, Madison
February 8, 2007 - Appraisal of Partial Interests Seminar (location TBA)
June 26-28, 2007 - Tri-State Chapter Meeting in Dubuque, Iowa

For more info see our website at: www.wcasfmra.org.

Registration Form
Dairy Appraisal Seminar
Tuesday, October 24, 2006

Advance registration is required by October 9!

Registration Fee: The registration fee includes lunch and breaks and the course notebook.

ASMRA members \$295
Non-Members \$345

Late registrations - Add \$50
(postmarked after October 9, 2006)

Name _____

Company _____

Address _____

City, State, Zip _____

Phone _____

E-Mail _____

Amount Enclosed: \$ _____

Make check payable to **WC/ASFMRA** and mail registration no later than October 9, 2006 to:

Arlin Brannstrom, Secretary
Wisconsin Chapter / ASFMRA
7310 Farmington Way
Madison, WI 53717
Phone: (608) 833-7989
Fax: (608) 833-1965