

8-Hour Real Estate Appraisal
Continuing Education Course

***Introduction to the Valuation
of Permanent Plantings***



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

Wednesday, October 15, 2014

Baylake Bank
222 N 3rd Ave
(On the Clock Tower Corner)
Sturgeon Bay, WI 54937
920-743-5551

8-hour Appraisal Course

**Introduction to the Valuation
of Permanent Plantings**

This seminar will provide an overview of the types of permanent plantings commonly found in the Midwest. The issues that affect the value of permanent plantings will be addressed, along with a discussion of the life cycle of permanent plantings and the economic considerations that have an impact on the life of plantings. An opinion of the highest and best use, both as vacant and as improved with the planting, will be developed addressing each of the four tests of highest and best use. The approaches to value, including the cost approach, the sales comparison approach and the income approach, will be discussed. A land value will be estimated for use in the cost approach and a cost analysis and the theories used in the cost approach will be analyzed leading to a value estimate by the cost approach. In completing the sales comparison approach, several sales of permanent planting properties will be considered and used to develop a value estimate comparing the various attributes of the subject property and the comparable sales. In developing the income capitalization approach, typical income and expenses will be reviewed for a permanent planting property, capitalization rates and yield rates will be developed using different methodologies, and a value estimate will be developed. Seminar participants will share in a discussion of relevant sources of data for use in the three approaches. Reconciliation between the approaches to value will be discussed, leading to a final estimate of value.

continued, next page...

Course Schedule, Wednesday, October 15

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

Coffee, Juice, Rolls

8:00 - 10:15 a.m. - Intro, Overview of Permanent Plantings, Highest and Best Use

10:15 - 10:30 a.m. - Break

10:30 a.m. - Noon - Sources of Data, Intro to Case Study, Appraisal Assignment, Sales Comparison Approach

Noon - 1 p.m. - Lunch (included)

1:00 - 3:00 p.m. - Sales Comparison Approach (cont'd), and Cost Approach

3:00 - 3:15 p.m. - Break

3:15 - 5:00 p.m. Cost Approach (cont'd), Discussion, Final Wrap-up

About the Instructor

Instructor Doug Hodge, ARA, MAI is currently the Sr. Agricultural Reviewer/Director for the Risk Management Department at TIAA-CREF. He is responsible for the retention of rural appraisers on a global basis for the company and reviews valuations completed on properties owned by TIAA-CREF and affiliates around the world. He was formerly employed as the Eastern District Appraisal Manager for Farmers National Company. Prior to that, he was president and owner of Capstone Realty Resources in Lapeer, Michigan. Doug began his career as a dairy farmer in Michigan, then worked for Federal Land Bank and Doane Farm Management before starting his own firm.

Fall Meeting Location and Lodging Information

Our meeting will be held at the Baylake Bank, 217 N. 4th Ave, Sturgeon Bay, WI 54235. Phone:(920) 743-5551.

Parking at the meeting site is very limited. We encourage you to carpool to the Baylake Bank.

Lodging for the group is available at the Best Western Maritime Inn, 1001 North 14th Avenue, Sturgeon Bay, WI. Please make your own lodging reservations by calling directly to the Maritime Inn at (920) 743-7231. A block of rooms will be held for \$85/night + tax. Mention WI Chapter/ASFMRA to get group rates.

Registration Fee	
Members of WI Chapter, ASFMRA.....	\$175
Non Members.....	\$225

Registration includes course materials, lunch and breaks.

Refund Policy
A cancellation fee of \$25 will apply to refund requests received more than ten days prior to the course; \$50 for those received ten days or less before the course. Fees are forfeited if a student does not appear for class. Substitutions are accepted without penalty.

<p>For information about the American Society of Farm Managers and Rural Appraisers, go to: www.asfmra.org.</p> <p>For information about the Wisconsin Chapter, go to: www.wcasfmra.org</p>

Registration Form Intro to Valuation of Permanent Plantings October 15, 2014

Advance registration is preferred! A late registration fee will be charged on registrations postmarked after Monday, October 6. The registration fee includes course materials, lunch and breaks.

Registration : (check all that apply)

- \$175 meeting registration for Wisconsin Chapter and other ASFMRA members (postmarked on or before Oct. 6, 2014)
- \$225 non-member meeting registration (postmarked on or before Oct. 6, 2014)
- \$20 Optional October 14 Evening Dinner at Nightingales Supper Club, Sturgeon Bay - 6 p.m.
- \$25 Late registration fee (at the door or postmarked after Oct. 6)

\$_____ Total amount enclosed

Name_____

Company_____

Address_____

Phone_____

E-Mail_____

Amount Enclosed: \$_____

Make check payable to **WC/ASFMRA** and mail registration form by October 6 to:

Arlin Brannstrom, Wis. Chapter Secretary
7310 Farmington Way
Madison, WI 53717
Phone: (608) 516-7989 ajbranns@wisc.edu