



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

FALL 2018 GENERAL MEMBERSHIP MEETING & CONTINUING EDUCATION October 3-5, 2018

Understanding and Managing Issues Affecting Rural Land Markets *and* Valuing Rural America: The Complexities of Data Analysis in a Low Volume, Non-Uniform World

PROGRAM SCHEDULE All events will take place at the Cavalry Court		
Wednesday, October 3, 2017		
3:00 – 5:00	Texas Chapter Board of Directors Meeting Executive Council present to participate in our meeting.	Saddle Room
5:00	Texas Chapter Membership Meeting Installation of New Officers & Directors (extra time allotted since the Executive Council will be present to discuss national matters.)	Stables II
7:00	Texas Chapter Dinner	Stables I & Veranda
Following Dinner	Hospitality Suite Open	The Pavilion
Thursday, October 4, 2018		
7:00 – 8:00	Registration	Stables II
8:00 – 9:15	Bob Avant, Program Director, Texas A&M AgriLife Research Advanced Technologies for Texas Agriculture	
9:30 – 10:30	Dr. Lloyd Potter, State Demographer Texas population growth focusing on rural communities	
10:45 - 12:00	David Hagy, Texas Central Bullet Train	
12:00 – 1:00	Lunch	Stables I & Veranda
1:00 – 1:45	Tim Lomax, Transportation Institute Trends in U.S. Urban Area Mobility	Stables II
2:00-2:45	Dr. Michael Masser, Wildlife and Fisheries Sciences Recreational Pond Management	
3:00-3:45	E.V. Rusty Adams, Research Attorney with the Real Estate Center – Waters of The United States	
4:00-4:45	Dr. Erin Keilla, Research Scientist with the Real Estate Center Estate Management	
5:00 – 7:00	YPN Social & Cocktail Hour (everyone invited to attend)	The Pavilion
Evening	Dinner on your Own	
Following Dinner	Hospitality Suite Open	The Pavilion
Friday, October 5, 2018		
7:00-8:00	Registration	Stables II
8:00 – 12:00	Valuing Rural America: The Complexities of Data Analysis in a Low Volume, Non-Uniform World	Stables II
12:00-1:00	Lunch	Stables I & Veranda
1:00-5:00	Afternoon Session	Stables II
Saturday, October 6, 2018 Texas A&M vs Kentucky Texas Chapter Tailgate for anyone that wants to stay for the game on Saturday.		

Thursday's session: This is a one-time seminar offered by the American Society of Rural Appraisers and Farm Managers. ASFMR recognizes this seminar as 8.0 hours of Continuing Education. The seminar is *pending approval* in Texas for 8.0 hours for Appraiser Continuing Education (ACE). The schedule is subject to change depending on the speakers.

Friday's session: Valuing Rural America: The Complexities of Data Analysis in a Low Volume, Non-Uniform World is a seminar offered by the American Society of Rural Appraisers and Farm Managers. ASFMR recognizes this seminar as 8.0 hours of Continuing Education. Click on the link for a list of [state approvals](#).

REGISTRATION INFORMATION

Registration Fees for the Texas Chapter ASFMRA Fall 2018 Meeting & Seminars:

Wednesday's Meeting & Dinner:

Texas Chapter Members / All ASFMRA Members	\$30.00
Spouse/Guest Meal/Student	\$30 per meal

Thursday's Seminar (includes Lunch):

Texas Chapter Members / All ASFMRA Members	\$200.00; after Sept 19 th \$250
Non-ASFMRA Members	\$250.00; after Sept 19 th \$250

Friday's Valuing Rural America Seminar (includes Lunch):

Texas Chapter Members / All ASFMRA Members	\$200.00; after Sept 19 th \$250
Non-ASFMRA Members	\$250.00; after Sept 19 th \$250

Students are Free to Attend the Seminars..... \$0

[REGISTRATION ONLINE](#)

Meeting Cancellation Policy

Cancellations with full refunds can be made through Wednesday, September 19th by contacting Carmen Bierschwale at info@txasfmra.com or (fax) 325.446.3237. After that date, refunds cannot be guaranteed. Fees are forfeited for non-attendance.

Continuing Education

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Hotel Accommodations and Travel Arrangements

A group block has been created; the code is TCA889. Guests can make reservations online at www.cavalrycourt.com using this group code or by calling reservations at 866-842-0100 and referencing this code or the group name Texas Chapter ASFMRA. Rooms are \$119/night.

Reservations need to be made by September 12, 2018.

I have also negotiated a discounted rate for any members that would like to stay for the Texas A&M vs Kentucky football game on Saturday, Oct 6th. This will be a SEC Conference game. For hotel reservations on the game weekend, you will need to call the hotel directly and speak with Sophie Curtis. The game rate is \$299/night. The hotel will take up to 10 at this rate. I encourage you to book early since they will not be able to hold rooms at this rate as we get closer to the game.

[REGISTRATION ONLINE](#)

Speakers & Topics

Understanding and Managing Issues Affecting Rural Land Markets

Bob Avant – PROGRAM DIRECTOR, TEXAS A&M AgriLife RESEARCH (first)

Topic: Advanced Technologies for Texas Agriculture. From smartphone apps to unmanned aerial vehicles, also known as UAVs, there are big changes in how food and fiber is going to be produced. Technology changes in agriculture dramatically impact labor and capital inputs along with positive impacts to overall crop production. Proper income and expense analysis along with reliable crop production estimates have a direct impact on value indications derived from the Income Approach. An awareness of current technology also has a direct impact on Income Multipliers employed in the Sales Comparison Approach.

Bio: Dr. Bob Avant is the Director of Corporate Relations for Texas A&M AgriLife Research, part of the Texas A&M University System. He provides executive management for \$100 million agricultural and life sciences research portfolio and engages with major corporate sponsors as the lead point of contact. He directs a staff of 14 professionals in project management, technical disciplines, legal, accounting, and grants preparation that facilitate relationships with corporations and governmental entities on large, strategic projects.

He also works with federal and state elected officials, federal and state government officials, other universities and TAMUS entities, agricultural groups, and industry to expand sponsored research opportunities for Texas A&M AgriLife Research. Bob has Bachelor's and Master's degrees in Agricultural Engineering from Texas A&M and is an inactive Registered Professional Engineer. He is active in numerous professional and civic organizations including the American Society of Agricultural and Biological Engineers, Texas Farm Bureau, Star of Texas Fair and Rodeo, and President and Commissioner of the Williamson County Emergency Services District #10. He is a veteran of the United States Air Force where he was a Staff Sergeant Crew Chief on a VC-118A. Over his four years, Bob served at Lackland and Sheppard AFB's-Texas, Incirlik AFB-Turkey, Wiesbaden AFB-Germany, and Langley AFB-Virginia.

Specific areas of expertise include: executive leadership, project management, government affairs, and logistics planning.

Dr. Lloyd Potter – STATE DEMOGRAPHER, DEMOGRAPHIC & SOCIOECONOMIC RESEARCH (second)

Topic: General trends in Texas population growth focusing on impacts to rural communities. The rural land market outside urban areas is dramatically impacted by population growth and direction. Understanding where the growth has occurred and equally important understanding where growth is likely to occur is critical to proper analysis of sales data in proximity to urban areas. Property values in potential growth corridors typically command significant premiums over other properties not deemed to be in the growth path. Understanding the markets perception of future trends is critical to proper analysis.

Bio: Lloyd Potter was appointed State Demographer on June 4, 2010. Dr. Potter holds a Ph.D. in Demography and Sociology from The University of Texas at Austin, a Master of Public Health Degree from Emory University, a Master of Science in Education from the University of Houston at Clear Lake and a Bachelor of Science from Texas A&M University. He is a professor in the Department of Demography at The University of Texas at San Antonio where he also serves as the director of the Institute for Demographic and Socioeconomic Research (IDSER). He has extensive experience working as an applied demographer in several settings. His current research focuses on public policy and health related demographic topics and training applied demographers.

David Hagy – REGIONAL VICE PRESIDENT, EXTERNAL AFFAIRS TEXAS CENTRAL BULLET TRAIN

Topic: The Texas High Speed Rail Project between Houston and Dallas has created significant uncertainty along the proposed route. Most of the concern in rural areas is what impact, assumed negative, the project will have on land values in proximity to the route. Misinformation is fueling much of the concern. It is critical that appraisers have reliable information to use when analyzing data from the impacted area. The project is also a significant land acquisition, much of which will be acquired through eminent domain. It is not unlikely appraisers in our group will provide appraisal and or consulting services in connection with the high speed rail. Gaining a complete understanding of the project is critical.

Bio: Mr. Hagy has over 20 years of experience formulating policy, conducting strategic planning, managing projects, and leading outreach for state and local governments and federal agencies. His experience includes work on a wide range of issue areas and on the federal budget and grants.

Most recently, David was a consultant with Booz Allen Hamilton, a leading strategy and technology consulting firm based in McLean, Virginia. His assignments included work at the U.S. Department of Defense, U.S. Department of Homeland Security(DHS), and the Office of the Director of National Intelligence focused on creating policy to facilitate information sharing among federal, state, and local governments and the private sector.

Prior to Booz Allen, David spent over three years in the U.S. Department of Justice. He was nominated by President George W. Bush and confirmed by the Senate as Director of the National Institute of Justice (NIJ), the office that conducts research and develops technology for the criminal justice community. Previous to NIJ, he was appointed Deputy Assistant Attorney General in the Office of Justice Programs (OJP), where he was responsible for policy and budget coordination in support of OJP's mission to improve public safety through federal, state, and local partnerships. From 2003 - 2005, David was Director for Local Coordination at DHS in the Office of the Secretary, serving as liaison to the nation's cities and counties.

Before leaving for Washington, David spent nine years working in local government in Harris County and Houston, Texas. He served as Chief of Staff to County Judge Robert Eckels, managing and promoting policy initiatives in the areas of transportation, economic development, and emergency management, among others. He oversaw the Judge's legislative agenda, community affairs, and press relations. He also served as Senior Aide to a Houston City Council Member and City Controller. David holds a Ph.D. in International Relations from Tulane University and a B.S. in Economics from Texas A&M University.

Tim Lomax – MOBILITY ANALYSIS, TEXAS A&M TRANSPORTATION INSTITUTE (after lunch)

Topic: As discussed above, the rural land market outside urban areas is dramatically impacted by population growth and direction. The direction of that growth is directly impacted by transportation infrastructure and vice versa. Understanding those factors considered when contemplating solutions to road congestion directly impacts values in the affected area.

Bio: Dr. Lomax has been extensively involved in urban mobility research for more than 35 years. He developed and applied a methodology to assess area wide traffic congestion levels and congestion costs. The Urban Mobility Scorecard examines trends in U.S. urban area mobility and documents the effect of transportation investments. A related pooled-fund research project has developed several performance measures and analytical techniques to describe mobility to a wide range of audiences including transportation professionals, public policy decision-makers, the media and the general public.

Dr. Lomax has also been involved in developing and evaluating a wide range of solutions to mobility problems, including high-occupancy vehicle facilities, and in improving decision-making processes and performance measurement. He has also played a role in regional and statewide congestion analyses and in developing principles and performance measures to evaluate and communicate solution strategies. These studies assisted the public agencies and business community in Atlanta and Houston to develop a process to estimate congestion levels, identify cost-effectiveness analysis procedures and the effect of a range of mobility improvement strategies. He was the lead researcher in a project to examine the benefits of transportation improvements and the cost of addressing congestion in major Texas metropolitan regions for the Texas Governor's Business Council and a joint working group of Texas DOT and Metropolitan Planning Organizations.

He has been invited to make presentations on congestion, mobility and performance measure issues to a variety of groups including the Transportation Research Board, the Institute of Transportation Engineers and state and local governments in the U.S. He has testified before subcommittees of the U.S. and Texas House of Representatives and Senate on mobility issues. He has appeared on radio and television network news shows and many newspapers, radio and television stations in major cities covered in the mobility report.

Dr. Michael Masser – ASSOCIATE DEPARTMENT HEAD, WILDLIFE & FISHERIES SCIENCES

Topic: Recreational Pond Management - Rural land valuation often involves evaluating the recreational appeal of a given parcel of land. Small lakes and ponds are sought after amenities adding to the value of rural land. Understanding the factors that impact a lake or ponds ability to sustain different fish species, soil classifications and how that impacts construction and maintenance are important to help estimate the utility the water feature contributes to the overall value of a property.

Bio: Associate Department Head and Extension Program Leader Professor and Extension Fisheries Specialist Department of Wildlife and Fisheries Sciences at Texas A&M University, College Station

EDUCATION:

Ph.D. Wildlife and Fisheries – 1986 - Texas A&M University, College Station, TX

M.A. Biology & Education – 1973 - Incarnate Word College, San Antonio, TX

B.A. Geography & Zoology – 1970 - University of Texas, Austin, TX

POSITIONS:

Associate Department Head and Extension Program Leader, 2006-present

Professor/Extension Fisheries Specialist - TAMU, 1998-present

Extension Fisheries Specialist/Professor - Auburn University 1989-98

Extension Aquaculture Specialist - Kentucky State University 1986-89

PUBLICATIONS Over 140 publications in scientific journals, outreach publication, books, magazines, and newsletters on subjects of aquaculture, recreational pond management, aquatic ecology, and aquatic vegetation management. Aquaplant web site: <http://aquaplant.tamu.edu>

E.V. Rusty Adams – REAL ESTATE CENTER, RESEARCH ATTORNEY

Topic: WOTUS – Waters of The United States

The current legal battle over the WOTUS (Waters of the United States) has the potential to significantly impact property values in rural areas in many ways. It is imperative that appraisers keep abreast of current legal rulings that may impact the final outcome.

Bio: E.V. “Rusty” Adams III, Research Attorney, is the Real Estate Center’s legal expert. He received a Bachelor of Business Administration in management in 1996 and a Master of Science in marketing in 1998, both from Texas A&M University. After graduating from Baylor Law School in 2004, Rusty practiced general civil law, including real estate law, in the Bryan-College Station area.

Dr. Erin Kiella – REAL ESTATE CENTER, RESEARCH SCIENTIST

Topic: Estate Management

Appraisers are often called upon to help facilitate estate management. Understanding the rules and regulations surrounding property estate planning is crucial to provide reliable, credible appraisal results. The laws impacting estate planning change. It is imperative to stay abreast of changes that impact appraisal assignments and Scope of Work decisions.

Bio: Dr. Erin Kiella is an assistant research scientist with the Real Estate Center at Texas A&M University. Her research focuses on rural land market trends and valuation; the general agricultural market; lending and the stability of the agricultural market and producers; land as an investment (both personal and institutional); and building econometric models to better understand and predict changes in the markets.

Before joining the Center in January 2018, Dr. Kiella was a strategy consultant with California-based The Wonderful Company, research assistant with the Agricultural and Food Policy Center at Texas A&M University, real estate analyst and consultant with Real Property Analytics, consultant with the Federal Reserve Bank of Chicago, and assistant research analyst with AgriLogic Insurance Service. She was also previously employed by Texas A&M University as a lecturer and teaching assistant.

Education: B.B.A., Finance and Economics, Loyola University Chicago; Ph. D., Agricultural and Natural Resource Economics, Texas A&M University

Valuing Rural America: The Complexities of Data Analysis in a Low Volume, Non-Uniform World

Justin Bierschwale, ARA, MAI – Author, Appraising Rural America

Topic: Valuing Rural America: The Complexities of Data Analysis in a Low Volume, Non-Uniform World

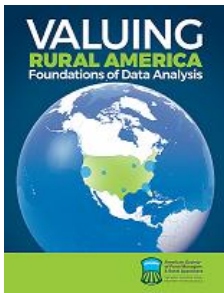
Come and explore some new concepts in this urban versus rural appraisal environment. Issues arise when sales are utilized to value a property rather than comparable sales and long-standing land mix analysis. A genesis of the land mix methodology will be presented and new concepts regarding land mix will be introduced and thoroughly explained and demonstrations of new processes will be applied to various property types. This session also provides an overview of the new educational and practical textbook, produced by the American Society of Farm Managers and Rural Appraisers that will be coming out in 2018!

Contact Hours: 8 hours

Bio: Justin Bierschwale is a co-owner and real estate appraiser with Bierschwale Land Company in Junction, Texas. Through the years Justin has provided valuations, consulting and litigation support in conjunction with private purchases, loans, estates, conservation easements, partitions, lake acquisitions, right-of-way acquisitions, financial planning, fee simple, easement and partial interest situations and a myriad of other potential questions relating to real property.

Justin graduated from Texas A&M University in December of 2002 with a Bachelor of Science in Agricultural Economics (Farm & Ranch Management option). He then obtained a Master's Degree in Land Economics and Real Estate from the Mays Business School at Texas A&M University in May 2004.

Justin has authored or co-authored numerous appraisal courses and seminars with the American Society of Farm Managers and Rural Appraisers (ASFMRA). Topics have included basic and advanced appraisal methodology, as well as specialized topics such as commercial scale wind operations and other natural resources. He is the chief writer of ASFMRA's new educational textbook Valuing Rural America slated for printing in the fall of 2018. In addition to these editorial contributions, Mr. Bierschwale has served in numerous positions within both ASFMRA and the Appraisal Institute.



The new textbook is available for pre-order on ASFMRA's website.

[Pre-order your copy today!](#)

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