



[www.TXASFMRA.com](http://www.TXASFMRA.com)

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TEXAS CHAPTER ASFMRA  
SPRING 2017 GENERAL MEMBERSHIP MEETING  
& CONTINUING EDUCATION

**Texas Rural Land Value Workshop for 2016**  
**Best in Business Ethics**

**Monday, February 27, 2017**

**YO Ranch Hotel & Conference Center**  
2033 Sidney Baker Street, Kerrville, TX  
Phone: (830) 257-4440; (877) 967-3767  
[www.yoresort.com](http://www.yoresort.com)

The Texas Chapter will meet in Kerrville, Texas for our 2017 Spring Chapter Meeting and Continuing Education.

**Dr. Charles Gilliland** from the Real Estate Center will be leading the Texas Rural Land Values Workshop for 2016. This workshop is held annually during our spring meeting in preparation for the Land Conference. The 27th Annual Outlook for Texas Land Markets will be held April 20-21, 2017 at the Omni Hotel on the Colonnade in San Antonio, Texas. This workshop is approved for 4 hours of ASFMRA hours and pending approval with TALCB for 4 hours.

**Mark Lewis, ARA** will lead the Best in Business Ethics seminar. This course is approved for 4 hours of ASFMRA hours and approved for 3 hours of ACE through TALCB.

The Texas Chapter meeting will be Monday morning. **Mike Krause, AFM**, ASFMRA National President and **Brian Stockman**, ASFMRA Executive Vice President and CEO will be present at our meeting to give an update from the Executive Council.

A block of rooms has been reserved at the YO Ranch Hotel & Conference Center. Guest rooms range from \$85-\$95/night depending on occupancy. Please ask for the [TX Chapter - ASFMRA](#) block.

The seminars will be hosted in the Spanish Oak Room. Dinner and lunch will be served in the Guadalupe Room. The Guadalupe Room also serves as the hospitality suite. Sunday evening will be our Chapter dinner.

***Hope to see you there!***

**Texas Chapter ASFMRA Spring 2017 Meeting**  
**Best in Business Ethics**  
**Texas Rural Land Value Workshop for 2016**

**Best in Business Ethics**

ASFMRA members are known as The Most Trusted Rural Property Professionals because they adhere to strict standards and a code of ethics. Keeping your skills sharp and maintaining your stature as one of the best in the business is what this class is all about. “Best in Business Ethics” is a fresh approach to ASFMRA Ethics and Governance and one that we will continually refine, based upon your input. In this class, you will hear thought-provoking case studies that are in fact challenging real life situations. You will have an opportunity to hear from experts in the field and discuss these case studies and the principles derived from them. In addition to the ethics learning, there will be a quick review of the crucial important elements of Society rules and policies.

**Texas Rural Land Values Workshop for 2016**

This workshop is led by Dr. Charles Gilliland from the Real Estate Center. The workshop is open to non-members for 4 hours of ACE. The annual land value trends report will cover 2016’s trends throughout Texas. As is customary, the first presentation of the Texas Chapter’s value trends will be in April during the Real Estate Center’s annual Outlook for Texas Land Markets. As a reminder, in the published report, the names of the Chapter Members who participate in developing the estimates and trends for each reporting region will be listed. The list will include all contact information. A Chapter member, who works in more than one reporting region and assists in the data collection for each of the regions, will be listed more than once.

**Here Is What Needs to Be Done** – All Texas Chapter Members need to participate in the 2016 Land Value Workshop and provide summaries of their most meaningful sales, by land use or type, to the Team Captain(s) for the region(s) they work in. Sales sheets and maps, with specific sales data, are not needed. Each member’s input is “the key” to another good report!

**REGISTRATION INFORMATION**

**Registration Fees for the Texas Chapter ASFMRA Spring 2017 Meeting & Seminar**

Texas Chapter & Other ASFMRA Members:

Land Trends Workshop.....\$100.00; after February 20<sup>th</sup> \$125  
 Best in Business Ethics for ASFMRA members .....\$50.00; after February 20<sup>th</sup> \$75  
*Lunch included in the Registration Fee.*

Non-ASFMRA Members:

Land Trends Workshop.....\$125.00; after February 20<sup>th</sup> \$150  
 Best in Business Ethics .....\$75.00; after February 20<sup>th</sup> \$100

Texas Chapter Dinner (adult)..... \$35

PROGRAM SCHEDULE		
FEBRUARY 26, 2017 (Sunday)		
6:00	Texas Chapter Dinner	Guadalupe
Evening	Hospitality Suite Open	Guadalupe
FEBRUARY 27, 2017 (Monday)		
TIME	SCHEDULED PROGRAM	
7:00 – 8:00	Registration	Spanish Oak
8:00 – 9:00	Texas Chapter Meeting	Spanish Oak
9:00 – 1:00	Texas Rural Land Values Workshop	Spanish Oak
1:00 – 5:00	Best in Business Ethics	Spanish Oak

ASFMRA recognizes 4.0 hours of continuing education for the Best in Business Ethics Course. It is also approved with TALCB for 3.0 hours of Appraiser Continuing Education. This seminar is also approved in surroundings states, New Mexico, Oklahoma, Arkansas, and Louisiana.

ASFMRA recognizes 4.0 hours of continuing education for the Texas Rural Land Values Workshop for 2016. *These hours are pending approval with TALCB for 4.0 hours of Appraiser Continuing Education.*

## Texas Chapter General Membership Meeting

The Texas Chapter membership meeting will be on the morning of Monday, February 27<sup>th</sup>. Mike Krause, AFM, ASFMRA 2017 President, and Brian Stockman, ASFMRA Executive Vice President & CEO, will be in attendance to our meeting. They will have a presentation for Texas Chapter members.

## Texas Chapter Dinner

A Texas Chapter dinner has been planned for Sunday, February 26<sup>th</sup> at the YO Ranch Hotel, Guadalupe Room. Dinner includes tea or water. The Guadalupe Room will also serve as the hospitality suite. The Chapter dinner is open for non-members to attend. ***Please indicate on the registration form if you will be attending dinner.***

## Credit Card Payment

The Texas Chapter ASFMRA can accept credit card payment for the registration on the day of the seminar. There is an additional 3% processing fee added to the total amount. Please indicate on the registration form if you would prefer to pay with credit card.

## Meeting Cancellation Policy

Cancellations with full refunds can be made through Wednesday, February 15<sup>th</sup> by contacting Carmen Bierschwale at [info@txasfmra.com](mailto:info@txasfmra.com) or (fax) 325.446.3237. After that date, refunds cannot be guaranteed. Fees are forfeited for non-attendance.

## Continuing Education

ASFMRA recognizes 4.0 hours of continuing education for the Texas Rural Land Values Workshop for 2016. *These hours are pending approval with TALCB for 4.0 hours of Appraiser Continuing Education.* This workshop is offered by the Texas Chapter ASFMRA. Certificate of completion will be sent from Carmen (Secretary for the Texas Chapter ASFMRA) to attendees after completion of the course.

ASFMRA recognizes 4.0 hours of continuing education for the Best in Business Ethics Course. TALCB also recognizes 3.0 hours of continuing education. This seminar is also approved in surroundings states, New Mexico, Oklahoma, Arkansas, and Louisiana. This course is offered by ASFMRA. Certificate of completion will be sent from the Denver office to attendees after completion of the course. **The Texas Chapter offers Best in Business Ethics on a three-year rotation. This course is mandatory every six years to keep your ASFMRA membership status. These are the members that need to take the course before we offer the class again in 2020:**

Fred Awe	Tom Sammons	Clayton Yantis
Clinton Bendele	John Schmedemann	Tom Benton
Steven Bilicek	Margaret Schneider	Mark Davis
Walcott Black	William Schott	Ronald Harris
Derry Gardner	Billy Snow	Nathan Tonne
David Maxwell	T. Beck Gipson	James Winzer
Rebecca McWilliams	Pamela Kruse	
Samuel Noble	Kyle Schroeder	

## Hotel Accommodations and Travel Arrangements

Hotel accommodations and travel arrangements are the responsibility of each individual. A block of rooms has been reserved at the YO Ranch Hotel & Conference Center. Guest rooms range from \$85-\$95/night depending on occupancy. Please ask for the Texas Chapter ASFMRA block.

### YO Ranch Hotel & Conference Center

2033 Sidney Baker Street, Kerrville, TX

Phone: (830) 257-4440; (877) 967-3767

## Non-Discrimination

The Texas Chapter ASFMRA ensures equal access to its services, classes and programs without regard to sex, race, religious creed, color, national origin, ancestry, veteran's status, and handicap and/or disability. If you have special needs, please notify Carmen Bierschwale at [info@txasfmra.com](mailto:info@txasfmra.com) or 325.446.3237 (fax).



### REGISTRATION FORM

NAME \_\_\_\_\_

FIRM/INSTITUTION \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_

TELEPHONE (\_\_\_\_) \_\_\_\_\_ FAX (\_\_\_\_) \_\_\_\_\_ EMAIL \_\_\_\_\_

SPOUSE/GUEST NAME (if applicable) \_\_\_\_\_

#### REGISTRATION FEES:

##### ASFMRA Members & Other ASFMRA Members:

Land Trends Workshop @ \$100.00; after February 20<sup>th</sup> \$125 \$ \_\_\_\_\_

Best in Business Ethics @ \$50.00; after February 20<sup>th</sup> \$75 \$ \_\_\_\_\_

*Lunch included in the registration fee.*

##### Non ASFMRA Members:

Land Trends Workshop @ \$125.00; after February 20<sup>th</sup> \$150 \$ \_\_\_\_\_

Best in Business Ethics @ \$75.00; after February 20<sup>th</sup> \$100 \$ \_\_\_\_\_

*Lunch included in the registration fee.*

##### Dinner Sunday Evening:

Yes, I would like to join the group for dinner @ \$35/plate. \$ \_\_\_\_\_

Dinner for Spouse/Guest \_\_\_ Guest(s) @ \$35/plate \$ \_\_\_\_\_

No, I will not attend the dinner.

**Registration Fees Payable at the Time of Registration** \$ \_\_\_\_\_

I will pay with credit card on the day of the seminar.

Total Due Paid by Check # \_\_\_\_\_; PO # \_\_\_\_\_ (gov't employees only)

Make checks payable to **Texas Chapter ASFMRA** and send to:

Carmen Bierschwale  
PO Box 154  
Junction, TX 76849

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# Texas Chapter Land Value Workshop

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## The Seven Reporting Regions Used in the Texas Land Value Survey

### Region One – Panhandle and South Plains

North Panhandle: Carson, Dallam, Gray, Hanford, Hartley, Hemphill, Hutchinson, Lipscomb, Moore, Ochiltree, Oldham, Potter, Roberts and Sherman

North Portion of the South Plains: Armstrong, Bailey, Briscoe, Castro, Cochran, Crosby, Deaf Smith, Floyd, Hale, Hockley, Lamb, Lubbock, Parmer, Randall and Swisher

South Portion of the South Plains: Andrews, Borden, Dawson, Ector, Gaines, Garza, Howard, Lynn, Martin, Midland, Terry and Yoakum

### Region Two – Far West Texas, Trans-Pecos and Big Bend

Far West Texas: Culberson, El Paso and Hudspeth

Big Bend: Brewster, Jeff Davis and Presidio

Trans-Pecos: Loving, Pecos, Reeves, Terrell, Ward and Winkler

### Region Three – North, Central and South Central Texas

North Texas: Archer, Baylor, Clay, Collingsworth, Cottle, Dickens, Donley, Foard, Hall, Hardeman, Jack, King, Knox, Motley, Throckmorton, Wheeler, Wichita, Wilbarger and Young

Central Texas: Coke, Concho, Fisher, Haskell, Jones, Kent, Mitchell, Nolan, Runnels, Scurry, Shackelford, Stephens, Stonewall, Taylor and Tom Green

South Central Texas: Crane, Crockett, Edwards Glasscock, Irion, Kinney, Reagan, Schleicher, Sterling, Sutton, Upton and Val Verde

### Region Four – North Texas, Northeast Texas and Piney Woods

North Texas: Cooke, Ellis, Fannin, Grayson, Hunt, Kaufman, Montague, Palo Pinto, Rains, Somervell and Van Zandt

Northeast Texas: Bowie, Camp, Cass, Delta, Hopkins, Lamar, Marion, Morris, Red River, Titus, Upshur and Wood

North Piney Woods: Anderson, Cherokee, Gregg, Harrison, Henderson, Houston, Nacogdoches, Panola, Rusk, Shelby and Smith

South Piney Woods: Angelina, Jasper, Newton, Polk, Sabine, San Augustine, Trinity and Tyler

### Region Five – Southern Piney Woods, Coastal Prairies and Brazos Bottom

East Coastal Prairie and Southeast Piney Woods: Chambers, Hardin, Jefferson, Liberty and Orange

Southwest Piney Woods: San Jacinto and Walker

Brazos Bottom: Brazos, Burleson, Grimes, Leon, Madison and Robertson

Houston Area: Brazoria, Fort Bend, Galveston, Harris, Montgomery and Waller

Central Portion of the Coastal Prairie: Calhoun Jackson, Matagorda, Victoria and Wharton

North Portion of the Coastal Prairie: Colorado, DeWitt, Fayette, Gonzales and Lavaca

Bellville and Brenham Area: Austin and Washington

### Region Six – Hill Country, South Texas, Coastal Bend and Rio Grande Valley

Transition Zone between Texas Hill Country and Upper Brush Country: Atascosa, Bexar, Comal, Guadalupe, Medina, Uvalde and Wilson

Upper South Texas (Upper to Mid Brush Country): Atascosa, Dimmit, Frio, La Salle, Live Oak,

Maverick, McMullen, Webb, Wilson and Zavala

Lower South Texas (Lower Brush Country): Brooks, Duval, Jim Hogg, Jim Wells, Starr and Zapata

Coastal Plains: Aransas, Bee, Goliad, Karnes and Refugio

Coastal Bend: Kleberg, Kenedy, Nueces and San Patricio

Rio Grande Valley: Cameron, Hidalgo and Willacy

### Region Seven – Grand Prairie, Central Basin, Blacklands, Post Oak Belts, Edwards Plateau and Hill Country

South Grand Prairie: Brown, Callahan, Coleman, Comanche, Eastland and Erath

Central Basin: Hamilton, Lampasas, Llano, McCulloch, Mills and San Saba

Central Blacklands, Grand Prairie and Post Oaks within a 50-Mile Radius of Waco: Bell, Bosque, Coryell, Falls, Freestone, Hill, Limestone, McLennan and Navarro

East Edwards Plateau, Central Blackland and South Post Oaks (Austin Area): Bastrop, Blanco,

Burnet, Caldwell, Hays, Lee, Milam, Travis and Williamson

East Hill Country: Bandera, Gillespie, Kendall, Kerr and Real

West Hill Country: Kimble, Mason and Menard