

AZ Chapter, ASFMRA

February 29, 2008

Dear Participant:

On behalf of the Arizona Chapter of the American Society of Farm Managers and Rural Appraisers, we would like to welcome you to our *2008 Spring Ag Outlook Forum*. The morning program features keynote speakers covering a wide range of issues including the real estate economy, water issues, and forest management. Outlined in the pages to follow are specific topics covered by each presenter. The afternoon program will feature Chapter members speaking on agricultural land and lease values.

We would like to give special thanks to financial contributors whose support makes this forum possible.

Wells Fargo Bank, N.A.
Farm Credit Services – Southwest
Chase Bank, N.A.
Ganado Group, Inc.
Headquarters West, Ltd.
Finley Appraisal Services, Inc.
Salmon, Lewis, Weldon P.L.C.
SPI
Robert J. Moody, Appraisers
Ridenour, Heinton, Kelhofer, Lewis & Garth, P.L.L.C.
Rabo AgriFinance
Bank of the West
Dennis L. Lopez & Associates, LLC
Charles J. Havranek

The American Society of Farm Managers and Rural Appraisers was founded in 1929 to create and maintain a professionally trained group of accredited farm managers and rural appraisers capable of providing expert guidance. On a national level, the Society sponsors various educational seminars. Your local chapter of the American Society of Farm Managers and Rural Appraisers has over 50 members capable of assisting property owners and various caretakers on a wide range of services including, real estate appraisals, chattel appraisals, farm management, mortgage brokerage, real estate sales and consulting.

We thank you for your participation and support of this event. If you have any questions or we can be of service to you, please contact any of our chapter members listed on the following pages.

Sincerely,

Tom Turner, ARA
Co-Chair, AG Forum Committee

Mark Keller, ASA
Co-Chair, AG Forum Committee

SPRING AG OUTLOOK FORUM

Presented by

Arizona Chapter of the American Society
Of Farm Managers & Rural Appraisers
February 29, 2008

8:30am

Registration & Refreshments

9:00am

Dr. Jay Q. Butler
Economic Update for the
Phoenix Metropolitan Area
Director of the Center for Real Estate
at Arizona Polytechnic Campus.

9:50am

Maria Hyatt
Light Rail Update for the City of Phoenix
Special Projects Administrator for the
City of Phoenix

10:40am

Morning Break

10:50am

Jeff Gross
Prop 207 - "Private Property Rights
Protection Act"
Gallagher & Kennedy

11:40am

John Skelley
Ethanol Production
Pinal Energy, LLC

12:30pm

Catered Lunch

1:30pm

Greg Kornrumpf
Water Reserves - Payson / Prescott
Senior Analyst, Water Rights & Contracts
Salt River Project

2:20pm

Mary and Jim Rickert
Organic Farming

3:10pm

Afternoon Break

3:30pm

Charlie Havranek, Moderator
Agricultural Land & Lease Value Survey

●Ranches

Tom Rolston, ARA
Ganado Group, Inc.

●Dairies

Thomas Schorr, ARA
Farm Credit Services Southwest

●Yuma County

Bill Moody, Appraiser
Robert Moody Appraisers

●Imperial Valley / Blythe, CA

Thomas Turner, ARA
Farm Credit Services Southwest

●Southeast Arizona

Mark Finley, ARA
Finley Appraisal Services

●Pinal County

Melvin Young, ARA
Aztec Agricultural Group, Inc.
Duane Webb, ARA
DEWCO
Steven Pendleton
SPT Real Estate Solutions

●Citrus Outlook

Scott Halver, ARA, MAI

●Maricopa County

Charlie Havranek, Appraiser
Headquarters West, LTD

4:30pm

Close

4:45pm

Az Chapter Meeting ASFMRA

ASFMRA Arizona Chapter

Chapter Officers

PRESIDENT:

Thomas Turner, ARA

10698 South Calle Raquel
Yuma AZ USA 85367
T: 800.440.9662
F: 928.344.9823
E: Thomas.turner@fcsw.com

VICE PRESIDENT:

Mark Keller, ASA

1203 East Coconino Drive
Chandler AZ USA 85249
T: 602.236.8164
F: 602.236.8193
E: mark.keller@srpnet.com

SECRETARY:

Fernando Gurrola

1306 South Shafer Drive
Tempe AZ USA 85281
T: 928.562.6707
F: 928.562.6791
E: fagurrol@gilariver.com

TREASURER:

Shawn T. Wood

Headquarters West, LTD
810 North 2nd Street
Phoenix AZ USA 85004-2016
T: 602.258.1647
F: 602.340.0927
E: shawn@headquarterswest.com
Web: www.headquarterswest.com

ASFMRA Committees for 2008

District VII Vice President: Stephen J. Rickert, AFM, ARA
Appraisal Education and Accreditation: Brent Stanger, ARA, Idaho
Ethics: Stan Bevers, AFM, Texas
Government Relations: David W. GaNun, ARA, New Jersey
Appraisal Review: Mark E. Akers, ARA, Illinois

Standing Committees:

Appraisal Review
Ethics Committee
Nominating Committee
Governmental Relations

District Accreditation Review
Membership
Education Committee
Candidate Guidance

Ag Forum Committee

Mark Keller, ASA, Co-Chair
Tom Turner, ARA, Co-Chair

Cate Chamberlain

Norm Edwards, ARA

Paul Groseta

Charlie Havranek

Tom Van Hofwegen

Mark Menges

Bill Moody

Steve Pendleton

Tim Roberts

Tom Schorr, ARA

Shawn Wood



Coleman J. Anderson 15244 El Centro Street Hesperia, CA 92345	(760) 956-8377 (951) 781-8543 colemananderson@yahoo.com
Thomas F. Archer Thomas F. Archer 6908 East Port Au Prince Street Tucson, AZ 85710-2251	(520) 296-6649 (520) 290-1314 tarcher9@cox.net
Walter D. Armer, Jr., ARA 8701 S Tumbling H Ranch Vail, AZ 85641	(520) 647-3241 (520) 398-7119 xxranch@cox.net
Ricardo L. Armijo, ARA P.O. Box 993 Mesilla, NM 88046	(505) 233-2324 (505) 524-0748 rarmijo@zianet.com
Wendell C. Baughman, ARA 1682 Southwind Drive El Centro, CA 92243	(760) 353-9358 (760) 353-9358 wcbappraisal@aol.com
Gordon L. Bergthold Bergthold Ag. Services P.O. Box 12635 Prescott, AZ 86304	(928) 445-8256 (928) 445-0396 basglb@cableone.net
Russell K. Briggs, ARA-Retired 5910 Symphony Dr., Ste A Prescott, AZ 86305	(928) 778-9581 (928) 778-9581 briggsappraisal@cableone.net
David E. Clark 27155 North 79th Street Scottsdale, AZ 85262	(480) 563-7937 (480) 473-7443 declark@direcway.com
Tate W. Curtis, RPRA USDA-Forest Service 1824 S. Thompson Street Coconino National Forest Flagstaff, AZ 86001-2529	(928) 527-3415 (928) 527-3620 tatecurtis@fs.fed.us
David Dipeso Dipeso Realty & Appraisal, LLC 251 West 4th Street Benson, AZ 85602	(520) 586-2122 (520) 586-4479 dipeso@ssvecnet.com
Jack M. Doughty Three Rivers Ag. Investments Suite 210 777 East Thomas Road Phoenix, AZ 85014	(602) 248-8335
Norm Edwards, ARA 1833 East Behrend Drive Phoenix, AZ 85024-1239	(623) 581-1335 (602) 796-5159 normedward@aol.com
Con A. Englehorn, ARA Headquarters West, Ltd. 810 North 2nd Street Phoenix, AZ 85004-2016	(602) 258-1647 (602) 340-0927 con1@headquarterswest.com

R. Mark Finley, Jr., ARA, RPRA Finley Appraisal Services 3385 West Cox Road Willcox, AZ 85643	(520) 384-0780 (520) 384-4833 fas@vtc.net
Myron Fortin, ARA Farm Credit Services 1415 State Street El Centro, CA 92243	(760) 352-1870 (760) 352-5235 myron.fortin@fcsw.com
Lynn Fowler Fowler Appraisal 2309 East 3rd Street Tucson, AZ 85719	(928) 795-0598 (928) 325-8676 lynn@fowlerappraisal.net
Alan Geyer 7641 S. 40th Place Phoenix, AZ 85042	(602) 470-0079 (602) 379-4404 alan_geyer@os.doi.gov
Patrick O. Griffin Yuma County Assessor Office 410 Maiden Lane Yuma, AZ 85364	(928) 373-6040 (928) 373-6043 patrick.griffin@co.yuma.az.us
Fernando A. Gurrola 1228 S. Margo Drive Tempe, AZ 85281	(480) 829-0850 (928) 562-6791 fagurrol@gilariver.com
Scott A. Halver, ARA 30032 North 60th Street Cave Creek, AZ 85331	(480) 585-5032 (480) 513-0502 scotthalver@msn.com
Charles J. Havranek Headquarters West, Ltd. 810 North 2nd Street Phoenix, AZ 85004-2016	(602) 252-5180 (602) 340-0927 charlie@headquarterswest.com
Bret Henderson Farm Credit Services 3003 South Fair Lane Tempe, AZ 85282	(800) 822-3276 (602) 431-0935 bret.henderson@fcsw.com
Dale Hibler, ARA Pacific AgriVest 373 Sandpiper Palm Desert, CA 92260	(760) 568-6737 (760) 568-0747 pacagrvest@aol.com
Kathleen M. Holmes USDA-Forest Service 2324 East McDowell Road Phoenix, AZ 85006	(602) 225-5297 (602) 225-5295 kholmes@fs.fed.us
Shannon E. Hoyt Farm Credit Services 1415 State Street El Centro, CA 92243	(760) 352-1870 (760) 352-5235 shannon.hoyt@fcsw.com
Kim Johnson, ARA Headquarters West, Ltd. 810 North 2nd Street Phoenix, AZ 85004-2016	(602) 258-1647 (602) 340-0927 kim@headquarterswest.com

J. William Jordan, ARA-Inactive
4827 S Bright Angel Trail
Flagstaff, AZ 86001

(928) 607-3524 (602) 957-2948
jordan@flagstaff.az.us

Mark Alan Keller
Salt River Project
1203 East Coconino Drive
Chandler, AZ 85249

(480) 895-9899
makeller01@cox.net

John B. Klingenberg
Robert J. Moody, Appraisers
224 South Madison Avenue
Yuma, AZ 85364

(928) 782-3141 (928) 782-4232

Traegen H. Knight
Headquarters West, Ltd.
P.O. Box 1980
St. John's, AZ 85936

(928) 524-3740 (928) 563-7004
traegenknight@headquarterswest.com

Douglas D. Littau
P.O. Box 6676
Mesa, AZ 85216-6676

(480) 986-1833
dlittau@msn.com

Brett MacNeil
Scythe & Spade Co.
12 S. San Marcos Road
Chandler, AZ 85225

(480) 855-0800 (482) 855-0900
brettm@ag-management.com

William J. Moody
Robert J. Moody, Appraisers
224 South Madison Avenue
Yuma, AZ 85364

(928) 782-3141 (928) 782-4232
rio_moody@yahoo.com

Dwayne A. Owen
Finley Appraisal Services
3385 West Cox Road
Willcox, AZ 85643

(520) 384-0780 (520) 384-4833
dkowen@vtc.net

Steven D. Pendleton
SPI Real Estate Solutions
7255 E. Hampton Avenue, Suite 117
Mesa AZ 85209

(480) 539-2671 (480) 509-4731
steve@spireco.com

Michael S. Redfield, RPRA
Appraisal Services Derectorate
Suite 2330
4000 North Central Ave.
Phoenix, AZ 85012-1959

(602) 640-2240 (602) 640-2243
michael_s_redfield@nbc.gov

Edwin A. "Tony" Roach
White Mountain Appraisals
P.O. Box 668
Show Low, AZ 85902

(928) 537-7380 (928) 537-7380
appraiser@wmonline.com

Timothy Roberts
Ganado Group, Inc.
Suite 210
777 Thomas Road
Phoenix, AZ 85014

(602) 248-9232 (602) 265-8022
troberts@ganadogroup.com

Tom A. Rolston, ARA
Ganado Group, Inc.
Suite 210
777 East Thomas Road
Phoenix, AZ 85014
(602) 248-9232 (602) 265-8022
trolston@ganadogroup.com

Gerald Sanchez, RPRA
7541 Thornwood Drive NW
Albuquerque, NM 87102
(505) 899-2255 (505) 842-3152
g.sanchez1@comcast.net

Thomas G. Schorr, ARA
11407 S. 195th Drive
Buckeye, AZ 85326
(602) 431-4131
thomas.schorr@fcsw.com

Gabriel D. Sneezy
Dept. Of Interior (OST/OAS)
400 E Van Buren Rd, Ste 430
One Arizona Center
Phoenix, AZ 85004
(602) 379-4398 (602) 379-4404
gabrielsneezy@os.doi.gov

Rosalie M. Talahongva
Dept. Of Interior (OST/OAS)
400 E Van Buren Rd, Ste 430
One Arizona Center
Phoenix, AZ 85004
(602) 379-4398 (602) 379-4404
rosalie_talahongva@os.doi.gov

J. Woodfin Thomas
220 North Ancora Drive
Litchfield Park, AZ 85340
(602) 935-5066 (602) 285-6325
woody.thomas@az.usda.gov

Thomas K. Turner, ARA
10698 S. Calle Raquel
Yuma, AZ 85367
(928) 305-1104 (928) 344-9823
thomas.turner@fcsw.com

James C. Walcutt, Jr.
P.O. Box 57010
Tucson, AZ 85732
(928) 745-1532

Duane E. Webb, ARA
DEWCO
5241 North Woodmere Fairway
Scottsdale, AZ 85250
(480) 994-3455 (480) 699-5072
dwebb209@cox.net

James M. Webb
Hebbard & Webb
Suite 1
1401 North 24th Street
Phoenix, AZ 85008
(602) 275-5715 (602) 244-1340

Barry Weissenborn
Headquarters West, Ltd.
Suite 190
4580 North 1st Avenue
Tucson, AZ 85718
(520) 792-2652 (520) 792-2629

Michael J. Werner
Dept. Of Interior (BLM)
Suite 800
1 North Central Avenue
Phoenix, AZ 85004-4427
(602) 417-9566 (602) 417-9400
mike_werner@blm.gov

Shawn T. Wood
Headquarterswest, Ltd.
810 North 2nd Street
Phoenix, AZ 85004-2016

(602) 258-1647 (602) 340-0927

shawn@headquarterswest.com

Melvin D. Young, ARA
Aztec Agricultural Group, Inc.
Suite B-3
2111 E. Baseline Road
Tempe, AZ 85283

(480) 777-9290 (480) 777-9291

aagricultural@qwest.net



Charlie Havranek

(602) 258-1647

• Real Estate Appraisal & Brokerage

- Dairy
- Nursery
- Farms
- Ranches



Ridenour, Hinton, Kelhoffer, Lewis & Garth

Attorneys at Law
(602) 254-9900



Broccoli

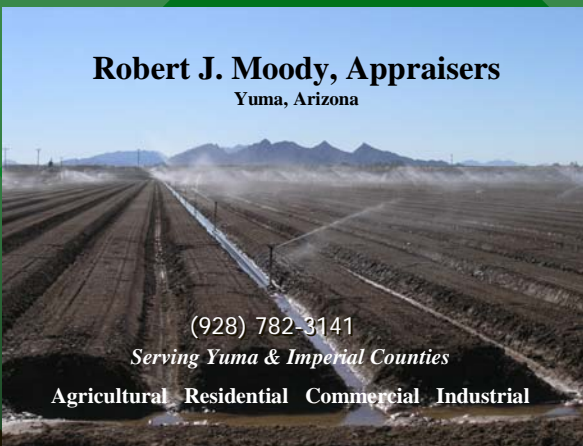
William G. Ridenour
James R. Hinton
Charles I. Kelhoffer
Tamalyn E. Lewis
Natalie P. Garth
Robert R. Beltz
Jeffrey A. Bernick
Kurt A. Peterson
Brian D. Myers
Michael D. Curry
John P. Kaites
Michele Molinaro
Thomas S. Zia
Geoffrey M. Khotim
Taranah L. Javid
Tiffany F. Friedel

Robert J. Moody, Appraisers Yuma, Arizona

(928) 782-3141

Serving Yuma & Imperial Counties

Agricultural Residential Commercial Industrial



Farm Credit Services Southwest

- Agricultural Lending
- Leasing of Equipment & Vehicles
- Fee Appraisal Services Available

Branch Offices

- Tempe 800-822-3276
- Safford 800-285-9810
- El Centro 800-433-9662
- Yuma 800-440-9662
- Prescott 928-777-2369



SPI Real Estate Solutions, LLC

(480) 539-2671

- Real Estate Appraisals, Sales & Property Management

Steve Pendleton

Duane Young

Travis Pendleton

Mack McKeon



Finley Appraisal Service, Inc.

(520) 384-0780

- Appraisal Services
 - Appraisals
 - Appraisal Reviews

- Mark Finley, ARA, RPRA



Salmon, Lewis & Weldon, P.L.C.

Attorneys at Law

(602) 801-9060

- Water rights
- Environmental compliance and remediation
- Real estate transactions
- Litigation



2850 East Camelback Road, Suite 200
Phoenix, Arizona 85016
www.slwplc.com

Headquarters West, Ltd.

(602) 258-1647

Real Estate Sales & Appraisals



Con Englehorn
Charlie Havranek
Kim Johnson
Shawn Wood
Paul Groseta
Jerry Halmbacher
Barry Weissenborn
Trey Champie
Traegen Knight
Walter Lane
Charles Johnson
Fred Baker
Gene Sparks
Sparky Sparks
Sam Hubbell
Gail Woodard
Andy Groseta

Wells Fargo

(602) 378-6669

- Agricultural Lending

John Helms

Becky Hill



WELLS FARGO





James Hennika
Vice President & Manager

(602) 221-2905

- Agricultural Business Group



BANK OF THE WEST

Ken Van De Graaff
Regional Vice President
602-524-6453



Agricultural Lending



Rabobank Agri Finance

Agriculture Lending

- Bob Dingler
559-447-7838
- Mark Clark
805-739-0391
- John Hillen
559-447-7811



Ganado Group, Inc.

(602) 248-9232

- Real Estate Sales
- Mortgage Brokerage
- Real Estate Appraisals
- Property Management

Tom A. Rolston
Dave Clark
Jack Conovaloff
Scott Halver
Tim Roberts



Dennis L. Lopez & Associates, LLC

(480) 838-7332

**DENNIS L. LOPEZ, MAI,
SRA**
**CRAIG D. ANDERSON,
SRA**
RUSS C. BARON



APPRAISAL AND CONSULTING SERVICES
EMINENT DOMAIN AND
CONDEMNATION SPECIALISTS
EXPERT WITNESS TESTIMONY & CONSULTATION



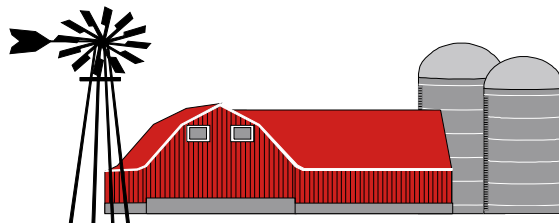
DR. JAY Q. BUTLER
ASSOCIATE PROFESSOR OF REAL ESTATE
DIRECTOR, ARIZONA REAL ESTATE CENTER
ARIZONA REAL ESTATE CENTER
EAST COLLEGE
ARIZONA STATE UNIVERSITY EAST
7001 E. Williams Field Rd.
Sutton 301C
Mesa, AZ 85212
Telephone: 480.727.1300 Fax: 480.727.1407

Dr. Jay Q. Butler is Director of the Arizona Real Estate Center (AREC) and an Associate Professor of Real Estate in the East College at Arizona State University/East. He also holds the Arizona Realtors Professorship in Real Estate. Dr. Butler has been at ASU since 1972. He earned his B.B.A. (1967) and MBA (1969) from the University of New Mexico and his Ph.D. from the University of Washington.

As Director of the Arizona Real Estate Center, he oversees projects that examine all aspects of the Arizona real estate market, with specific interest in the Phoenix metropolitan area. The two main projects are the Phoenix Metropolitan Housing Study (PMHS) and the Phoenix Metropolitan Commercial Studies (PMCS). The PMHS is a quarterly comprehensive analysis of the housing market (single-family, townhouse/condominium, and multifamily) based on 33 housing districts. The PMCS quarterly examines the office and retail markets.

In addition to these projects, AREC also provides information on the Arizona construction industry and residential sales activity and affordability in the Phoenix metropolitan area that appear in Arizona Business and other publications. Dr. Butler has also published in other journals such as Appraisal Journal, Arizona Realtors Digest, Annals of Regional Science, Journal of Real Estate Practice and Education, and Teaching in Higher Education. He is also a frequent guest speaker and instructor in many continuing educational programs. In addition to directing several research projects, he also teaches in the Real Estate Program in the East College. The Real Estate Program integrates creative classroom instruction and real-world application to prepare students for leadership roles in the rapidly changing real estate environment.

PRESENTATION IS ON CD



Light Rail Update for the City of Phoenix

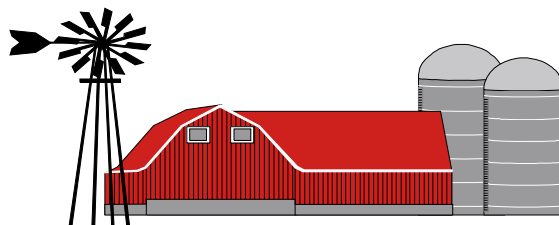
BIOGRAPHY

Maria Hyatt

Maria Hyatt has worked for the City of Phoenix since 1989. She currently works in the Public Transit Department as a Special Projects Administrator. In this role, she is the primary liaison between the City of Phoenix and Valley Metro Rail on this \$1.2 billion project that will include an initial 20 miles of Light Rail Transit through Phoenix, Tempe and Mesa.

Before this position, Maria worked in the City Manager's Office for three years, and has worked in a variety of City departments, including Human Services, Budget and Research, Housing, Municipal Court and the City Council Office. She received her Bachelors of Science in Business Administration from Northern Arizona University and her Masters in Public Administration from Arizona State University.

PRESENTATION IS ON CD



Prop 207 – “Private Property Rights Protection Act”

BIOGRAPHY

Jeffrey Gross – Gallagher & Kennedy

Jeffrey D. Gross concentrates his practice in commercial and real estate litigation. Mr. Gross has extensive experience in land use related matters at the governmental, trial court and appellate court levels.

Mr. Gross' recent experience includes:

- Represented a homebuilder in connection with a condemnation action by the City of Scottsdale to acquire a property for the McDowell Sonoran Preserve. The trial resulted in a \$15 million verdict, or \$9.5 million in excess of the initial purchase offer, the second largest condemnation verdict in Arizona history.
- Represented former Governor Symington in an action brought by lessees of state trust land arising out of the denial of their lease renewal. Alleged damages exceeded \$850 million. Obtained dismissal of action.
- Represented various land owners in numerous actions to invalidate referendum petitions taken out to overturn municipal decisions involving the use of their property.
- Represented various land owners in administrative and judicial proceedings to invalidate land use exactions, to compel issuance of permits to overturn unfavorable decisions and to challenge other zoning actions.

Education

University of Arizona
J.D., highest distinction, 1987
Editor, Law Journal

Arizona State University
B.S., 1982

Bar & Court Admissions

Arizona, 1987

Honors & Awards

AV Peer Review Rating, Martindale-Hubbell

Associations & Memberships

State Bar of Arizona
Member

**Paradise Valley Village Planning Committee 1993-2002
Member**

Certifications

Certified Real Estate Law Specialist, State Bar of Arizona, Board of Legal Specialization, 2003

Seminars

Speaker, Arizona Department of Commerce, Boards and Commissions Conference, "Board of Adjustment Variances: The Good, The Bad and The Litigious," December 2007

Speaker, City of Phoenix Law Department, "Proposition 207," April 2007

Speaker, Land Use Law Conference, "Proposition 207: What It Means for Arizona and Property Rights," April 2007

Speaker, Lambda Alpha International, "Proposition 207," February 2007

Speaker, Arizona Department of Commerce, Boards and Commissions Conference, "Board of Adjustment Appeals," November 2006

Speaker, Eminent Domain: Legal Update, "Key Eminent Domain Concepts," June 2006

Speaker, Land Use Law Conference, "Exaction Appeals, The State of the Art," March 2006

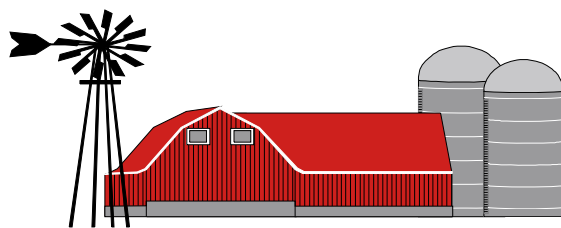
Speaker, Land Use Law Conference, "Eminent Domain Issues", March 2005

Co-Chair/Speaker, Practical Guide to Zoning and Land Use Law in Arizona, December 2004

Co-Chair/Speaker, Land Use Planning and Eminent Domain in Arizona, October 2003

Speaker, Resolving Land Use Disputes, "Handling the Quasi-Judicial Hearing", April 2001

PRESENTATION IS ON CD



Ethanol Production

BIOGRAPHY

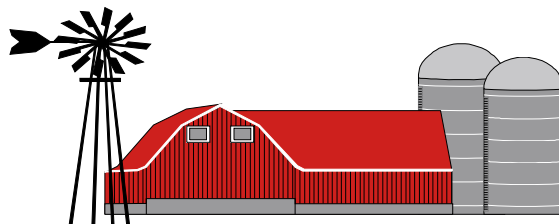
John Skelley – Pinal Energy, LLC

After serving as president of Arizona Grain Inc. of Casa Grande for 22 years , I moved to the position of General Manager of Pinal Energy LLC when Arizona Grain decided to build the states first ethanol plant in 2006. Previous to being Arizona Grain's president , I worked for eight years in the state of Iowa in the grain marketing business where I had managerial responsibilities in running four Mississippi River grain terminals and also received extensive experience in international grain exporting from Texas gulf exporting facilities. The exported grains were primarily corn ,soybeans and wheat.

Before embarking on grain trading career , I received my B.S. degree from Arizona State University Tempe ,Arizona and my Masters degree in International Management from the American Graduate School of Management (Thunderbird) in Glendale , Arizona .

I have a wife of 29 years (Jan) and three children (two in college and one an Air Force pilot.) We live in Casa Grande and are active bicyclists and hiking enthusiasts.

PRESENTATION IS ON CD



Water Reserves – Payson / Prescott

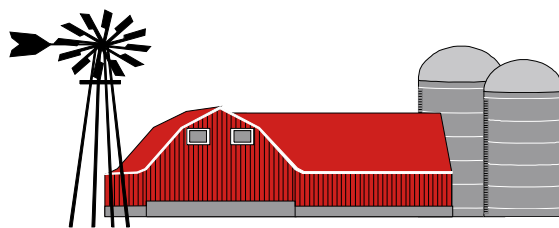
BIOGRAPHY

Gregory Kornrumpf

Principal Analyst in Water Rights and Contracts. I have worked in the water rights/management profession for over 20 years (17 at SRP, 5 at Arizona Department of Water Resources). I have a B.A. in Geology/Environmental Sciences from Whitman College, Walla Walla, Washington. In addition to my water rights responsibilities, I am SRP's liaison to communities and interest groups on the Salt and Verde watersheds, develop water supply plans for SRP power plants and negotiate water exchange agreements. I am an Arizona native and spent much of my childhood hiking, fishing and exploring the Salt and Verde Rivers. I am married and have two teenage children.

PRESENTATION

PRESENTATION IS ON CD



Organic Farming

BIOGRAPHY

Mary Rickert

Academic Background:

- 1998-2000 Simpson College, *Bachelor of Arts*, Psychology
- 1998-2000 Simpson College, *Bachelor of Arts*, Business and Human Resource Management
- 1974-1975 Shasta College, Accounting and Business Courses
- 1970-1973 California Polytechnic State University at San Luis Obispo, Major - Dairy Science

Short Courses:

- 2004 Low Stress Cattle Handling Workshop – Presented by University of California Cooperative Extension
- 2003 Livestock Ranch Part II – Valuation, American Society of Farm Managers and Rural Appraisers
- 2003 ASFMRA Code of Ethics (A-12 Part 1), American Society of Farm Managers and Rural Appraisers
- 2002 Principles of Real Estate
- 2001 Conservation Easement Appraisal Seminar, American Society of Farm Managers and Rural Appraisers
- 2000 NAMI (National Alliance for the Mentally Ill) Family to Family/Keys to Understanding Training Course
- 2000 The Grant and Resource Center of Northern California, Beginning Grant Writing
- 1999 NAMI Family to Family/Keys to Understanding Course
- 1987 Report Writing, American Society of Farm Managers and Rural Appraisers

Honors and Activities:

- ~~Dean's List ~ California Polytechnic State University at SLO
- ~~Freshman Rep. and Yearbook Editor~ Los Lecheros Dairy Club
- ~~Alpha Sigma Lambda Honor Society~Simpson College
- ~~**2002 Professional Farm Manager of the Year Award**
presented by the American Society of Farm Managers and Rural Appraisers, Syngenta and Crop Decisions
- ~~**2003 Commercial Cattleman of the Year/Prather Ranch**
presented by California Beef Cattle Improvement Association
- ~~**2004 “Role of Excellence”** awarded to the Prather Ranch by the Beef Improvement Federation (National Organization).
- ~~**2004 Delegate to Terra Madre, Slow Food International Conference** in Turin, Italy. Nominated by Savory Center.
- ~~**2004 Governor’s Environmental and Economic Leadership**

- Award** in the area of Sustainable Practices/Prather Ranch.
- ~~**2005 Soroptimist Woman of the Year Award** in the area of Environment – Redding
- ~~**2005 Commercial Producer of the Year** awarded to the **Prather Ranch** by the Beef Improvement Federation
- ~~**2005 Region VI Environmental Stewardship Award** presented by the NCBA for the **Prather Ranch**
- ~~**2005 Citizen of Distinction – District III** – selected by Supervisor Glenn Hawes
- ~~**2006 Leopold Conservation Award Finalist** – Livestock Category for California – presented by Sustainable Conservation and the California Farm Bureau.

Employment Experience:

- 1974-1982~~Western Farm Management, Cottonwood, California
- 1982-Present~~Western Agricultural Services, Co-owned with spouse, S. James Rickert. Agricultural consulting, farm and ranch appraisal, real estate brokerage, and agricultural management of 40,000 +/- acres.

Extracurricular Activities, Clubs and Organizations:

- ~~4-H Leader (1985-2000) and CCD Instructor (1986-1988)
- ~~Board of Directors -- Cal Poly Alumni Chapter Redding Area (82-85)
- ~~Board of Directors -- Anderson Union High School Scholarship Committee (1984-1988)
- ~~Shasta College Ag Advisory Board (1993-1995)
- ~~Board of Directors -- Ralphs Ranches Inc. (1988-Present)
- ~~Accreditation Committee -- Fall River High School
- ~~Board of Directors and Founder~Burney Fall River Education Foundation, Vice President, Grants (1991-2002)
- ~~Fall River Boosters Club -- Sober Grad Nite Chairman (1990-1996)
- ~~Member, American Society of Farm Managers and Rural Appraisers
- ~~NAMI Instructor for the Family to Family Understanding Course
- ~~Member -- Shasta Land Trust (sponsor tours regularly)
- ~~Member -- Shasta Co. Cattlemen's Association
- ~~Member -- AAUW – Chairman, Scholarship Committee
- ~~Member -- Shasta County Mental Health Advisory Board
- ~~Member -- Intermountain Cattlewomen
- ~~Member -- Cow Creek Watershed
- ~~Panelist -- Crisis Intervention Training Academies for law enforcement officers – sponsored by NAMI – average 3 academies per year.
- ~~Chairman – Children's Committee - a Subcommittee of the SCMH
- ~~District 4/2 Dairy Princess Contest Judge (2003)
- ~~PlusONE Mentors – Mentoring 16 year girl through AAUW
- ~~Appointed by Supervisor Glenn Hawes to the *Psychiatric Hospital Facility Community Committee*.
- ~~Parish Council Member – Our Lady of the Valley Catholic Church
- ~~Shasta County – Alternate Board Member for County FSA Committee

Jim Rickert

Academic Background:

- 1998-2000 Simpson College, *Bachelor of Arts*, Psychology
- 1998-2000 Simpson College, *Bachelor of Arts*, Business and Human Resource Management
- 1974-1975 Shasta College, Accounting and Business Courses
- 1970-1973 California Polytechnic State University at San Luis Obispo, Major - Dairy Science

Short Courses:

- 2004 Low Stress Cattle Handling Workshop – Presented by University of California Cooperative Extension
- 2003 Livestock Ranch Part II – Valuation, American Society of Farm Managers and Rural Appraisers
- 2003 ASFMRA Code of Ethics (A-12 Part 1), American Society of Farm Managers and Rural Appraisers
- 2002 Principles of Real Estate
- 2001 Conservation Easement Appraisal Seminar, American Society of Farm Managers and Rural Appraisers
- 2000 NAMI (National Alliance for the Mentally Ill) Family to Family/Keys to Understanding Training Course
- 2000 The Grant and Resource Center of Northern California, Beginning Grant Writing
- 1999 NAMI Family to Family/Keys to Understanding Course
- 1987 Report Writing, American Society of Farm Managers and Rural Appraisers

Honors and Activities:

- ~~Dean's List ~ California Polytechnic State University at SLO
- ~~Freshman Rep. and Yearbook Editor~ Los Lecheros Dairy Club
- ~~Alpha Sigma Lamda Honor Society~Simpson College
- ~~**2002 Professional Farm Manager of the Year Award** presented by the American Society of Farm Managers and Rural Appraisers, Syngenta and Crop Decisions
- ~~**2003 Commercial Cattleman of the Year/Prather Ranch** presented by California Beef Cattle Improvement Association
- ~~**2004 “Role of Excellence”** awarded to the Prather Ranch by the Beef Improvement Federation (National Organization).
- ~~**2004 Delegate to Terra Madre, Slow Food International Conference** in Turin, Italy. Nominated by Savory Center.
- ~~**2004 Governor’s Environmental and Economic Leadership Award** in the area of Sustainable Practices/Prather Ranch.
- ~~**2005 Soroptimist Woman of the Year Award** in the area of Environment – Redding
- ~~**2005 Commercial Producer of the Year** awarded to the **Prather Ranch** by the Beef Improvement Federation

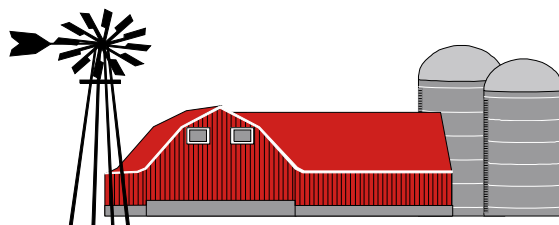
- ~~**2005 Region VI Environmental Stewardship Award** presented by the NCBA for the **Prather Ranch**
- ~~**2005 Citizen of Distinction – District III** – selected by Supervisor Glenn Hawes
- ~~**2006 Leopold Conservation Award Finalist** – Livestock Category for California – presented by Sustainable Conservation and the California Farm Bureau.

Employment Experience:

- 1974-1982~~Western Farm Management, Cottonwood, California
- 1982-Present~~Western Agricultural Services, Co-owned with spouse, S. James Rickert. Agricultural consulting, farm and ranch appraisal, real estate brokerage, and agricultural management of 40,000 +/- acres.

Extracurricular Activities, Clubs and Organizations:

- ~~4-H Leader (1985-2000) and CCD Instructor (1986-1988)
- ~~Board of Directors -- Cal Poly Alumni Chapter Redding Area (82-85)
- ~~Board of Directors -- Anderson Union High School Scholarship Committee (1984-1988)
- ~~Shasta College Ag Advisory Board (1993-1995)
- ~~Board of Directors -- Ralphs Ranches Inc. (1988-Present)
- ~~Accreditation Committee -- Fall River High School
- ~~Board of Directors and Founder~Burney Fall River Education Foundation, Vice President, Grants (1991-2002)
- ~~Fall River Boosters Club -- Sober Grad Nite Chairman (1990-1996)
- ~~Member, American Society of Farm Managers and Rural Appraisers
- ~~NAMI Instructor for the Family to Family Understanding Course
- ~~Member -- Shasta Land Trust (sponsor tours regularly)
- ~~Member -- Shasta Co. Cattlemen's Association
- ~~Member -- AAUW – Chairman, Scholarship Committee
- ~~Member -- Shasta County Mental Health Advisory Board
- ~~Member -- Intermountain Cattlewomen
- ~~Member -- Cow Creek Watershed
- ~~Panelist -- Crisis Intervention Training Academies for law enforcement officers – sponsored by NAMI – average 3 academies per year.
- ~~Chairman – Children's Committee - a Subcommittee of the SCMH
- ~~District 4/2 Dairy Princess Contest Judge (2003)
- ~~PlusONE Mentors – Mentoring 16 year girl through AAUW
- ~~Appointed by Supervisor Glenn Hawes to the *Psychiatric Hospital Facility Community Committee*.
- ~~Parish Council Member – Our Lady of the Valley Catholic Church
- ~~Shasta County – Alternate Board Member for County FSA Committee



Agricultural Land & Lease Value Survey

(Biographies are at the end of this section)

RANCHES

Tom Rolston, ARA
Ganado Group, Inc.

DAIRIES

Thomas Schorr, ARA
Farm Credit Services Southwest

YUMA COUNTY

Bill Moody, Appraiser
Robert Moody Appraisers

IMPERIAL VALLEY / BLYTHE, CA

Thomas Turner, ARA
Farm Credit Services Southwest

SOUTHEAST ARIZONA

Mark Finley, ARA
Finley Appraisal Services

PINAL COUNTY

Melvin Young, ARA
Aztec Agricultural Group, Inc.

Duane Webb, ARA
DEWCO

Steven Pendleton
SPT Real Estate Solutions

CITRUS OUTLOOK

Scott Halver, ARA, MAI

MARICOPA COUNTY

Charlie Havranek, Appraiser
Headquarters West, LTD

PRESENTATIONS ARE ON CD

Speaker Biographies

QUALIFICATIONS OF TOM A. ROLSTON

QUALIFICATIONS AND LICENSES

Arizona Certified General Real Estate Appraiser - #30225
New Mexico General Certified Appraiser - #01835-G
Accredited Rural Appraiser (ARA) - #996

Arizona Real Estate Broker's License - #186070816
Arizona Mortgage Broker's License - #14302

EDUCATION

Bachelor of Science in Animal Science - Texas A&M University - 1974

TECHNICAL TRAINING

American Society of Farm Managers and Rural Appraisers
Advanced Rural Appraisal Course
Advanced Ranch Appraisal Course
Advanced Farm Appraisal Course
Report Writing Seminar
Conservation Easements Seminar
Society of Real Estate Appraisers
Basic Appraisal Course
First Federal Savings and Loan Association
Loan Officer Training Program

Eminent Domain Course
Highest and Best Use Seminar
Standards of Professional Appraisal Practice/Code of Ethics
Rural Business Valuation
Federal Land Exchanges and Acquisitions Course

Income Property Appraisal Course

ORGANIZATIONS

American Society of Farm Managers and Rural Appraisers - Accredited Member
Arizona Chapter of American Society of Farm Managers and Rural Appraisers - Past President
Arizona Cattle Grower's Assoc. - Past Chairman Associate Membership Committee
Arizona National Livestock Show - Past President
Western Art Associates of the Phoenix Art Museum - President
Arizona Agricultural Protection Commission - Committee Member

EXPERIENCE

Ganado Group, Inc., Phoenix, Arizona

President, agricultural and rural real estate service company performing fee appraisals, mortgage brokerage, property management and real estate brokerage - Est. May 1994

Doane Western Company, Phoenix, Arizona

Vice President, having served as Pec Appraiser, Property Manager, Responsible Party for Mortgage Bankers License and Real Estate Broker - 1979 to May, 1994.

First Federal Savings and Loan, Phoenix, Arizona

Residential Loan Officer - 1978-1979

Simms Ranch, Scottsdale, Arizona

Asst. Mgr. of Arabian & Thoroughbred Stock Farm - 1976-1978

Early experience on family ranch near Rocksprings, Texas

PARTIAL LIST OF CLIENTS:

Metropolitan Life Insurance
Farm Service Agency
Coldwell Banker
Western Farm Credit Bank
Gene Autry
X-One Ranch
Bureau of Land Management
Bank One/Valley National Bank
Santa Fe Pacific Railroad Co.
Emerald Homes
Wells Fargo/First Interstate Bank
Crane Homes
Tal Wi Wi Farm
Maricopa Feedyard
U.S. Justice Department
Babbitt Ranches
The Nature Conservancy
The Stockmen's Bank

U.S. Senator Ted Stevens
Farm Credit Services Southwest
Cactus Quarter Horse Ranch
Texzona Cattle Feeders
Simms Arabians
Fort Rock Ranch
Arizona State Land Department
Southside Gin Company
Harris Trust
Pinto Valley Copper Corporation
Southern Idaho Production Credit Assoc.
Desert Hills Equestrian Center
Goswick Cattle Co.
MONEY
Grazing Land Valuation Commission
Marley Cattle Company
Pinal Feeding Co.
Malpai Borderlands Group

PARTIAL LIST OF PROPERTIES SOLD:

Patsell Ranch - Apache Co.
Escondido Ranch - Cochise Co.
Apache Maid Ranch - Coconino Co.
Winters Ranch - Gila Co.
Deer Creek Ranch - Graham Co.
Big Lue Ranch - Greenlee Co.
Crowder Weisser Ranch - La Paz Co.

Big Horn Ranch - Maricopa Co.
Windmill Ranch - Mohave Co.
Aja Ranch - Navajo Co.
U Circle Ranch - Pima Co.
Teacup Ranch - Pinal Co.
Indian Rock Ranch - Yavapai Co.
Bodie Farm - Yuma Co.

THOMAS G. SCHORR, ARA

QUALIFICATIONS

Experience:

January 2001 to Present - Appraisal Program Manager - Farm Credit Services Southwest, Tempe, Arizona.

February 1992 to December 2000 - Senior Appraiser with Farm Credit Services Southwest, Tempe, Arizona.

August 1990 to January 1992 - Staff Review Appraiser with First Interstate Bank of Arizona.

January 1987 to July 1990 - Agricultural Real Estate Appraiser with Western Farm Credit Bank of Sacramento, Tempe, Arizona office.

July 1981 to January 1987 - Agricultural Real Estate Appraiser and Loan Officer with Federal Land Bank of Sacramento and Federal Land Bank Association of Arizona in Tempe, Arizona.

Certification:

*Accredited Rural Appraiser (ARA) - Certificate #908 (11/1/91),
from the American Society of Farm Managers and Rural Appraisers.*

Arizona State Certified General Real Estate Appraiser #30-182.

WFCB of Sacramento Accredited #A-526.

Types of Assignments:

Review of both commercial and agricultural fee appraisals.

Writing appraisals which involve market value estimates of irrigated field crop farms, livestock ranches, feedlot dairy operations, urban fringe properties, rural residences, commercial and industrial properties.

These appraisals are performed primarily for new loan and collateral review purposes.

Previous loan officer responsibilities included primarily real estate mortgage loans on agricultural and residential-related properties.

Clients:

Farm Credit Services Southwest, Tempe, Arizona

Bank of America

Wells Fargo Bank-Phoenix

The Western Farm Credit Bank of Sacramento

Bank One, Arizona, NA

**Qualifications
Of
Thomas K. Turner**

Business Experience:

Credit Manager and Executive Vice President with Farm Credit Services from 1972 to 1990 in Colorado, New Mexico and California.

Real Estate Appraiser with Farm Credit Services Southwest, as primary assignment. July 1990 to Present

Types of Assignments:

Appraisal work has involved preparing market value estimates of western livestock ranches, agricultural facilities, permanent plantings, irrigated and dryland farms since 1972.

Representative Clients:

Appraisal work is primarily done for the Farm Credit System, with occasional work for other lending institutions and accounting firms.

Professional Memberships:

American Society of Farm Managers and Rural Appraisers, Accredited Rural Appraiser, 1992

Education:

New Mexico State University, Las Cruces, New Mexico, graduated 1972, BS Agriculture.

New Mexico School of Banking, University of New Mexico, completed 1974

New Mexico Highlands University, Las Vegas, New Mexico, graduated 1978, MA Business

Professional training and education through cooperation of American Society of Farm Managers and Rural Appraisers and the Appraisal Institute.

Licenses:

California General Certified Appraiser, #AGO 11407, expires, 9/7/2005 Arizona General Certified Appraiser, #31035, expires, 11/30/2006, all continuing education requirements are current.

Mark Finley

APPRAISAL EDUCATION

AMERICAN SOCIETY OF FARM MANAGERS AND RURAL APPRAISERS

FUNDAMENTALS OF RURAL APPRAISAL 1987
PRINCIPALS OF RURAL APPRAISAL 1988
REPORT WRITING SEMINAR 1988
EMINENT DOMAIN SEMINAR 1988
ADVANCED RURAL APPRAISAL 1989
INCOME APPROACH SEMINAR 1990
**STANDARDS OF PROFESSIONAL APPRAISAL
PRACTICE AND CODE OF ETHICS 1991**
CERTIFICATION PREPARATION 1991
ADMINISTRATIVE APPRAISAL REVIEW 1992
INCOME CAPITALIZATION (LEVERAGED) 1994
HIGHEST AND BEST USE 1994
UPDATE TO USPAP 1994
**RANCH APPRAISAL AND PERMANENT
PLANTINGS SEMINARS 1996**
RURAL BUSINESS VALUATION 2000
ADVANCED RESOURCE APPRAISAL 2001
ADVANCED SALES CONFORMATION AND ANALYSIS 2002

APPRAISAL INSTITUTE

BASIC INCOME CAPITALIZATION 1993
**ATTACKING AND DEFENDING AN APPRAISAL IN LITIGATION
2000**
**CONDEMNATION APPRAISING: ADVANCED TOPICS AND
APPLICATIONS 2003**

OTHERS

USPAP UPDATE 2002 & 2004

CONTINUING EDUCATION

**THE AMERICAN SOCIETY OF FARM MANAGERS AND
RURAL APPRAISERS CONDUCTS A MANDATORY PROGRAM
OF CONTINUING EDUCATION. I AM CURRENT WITH THE
REQUIREMENTS OF THAT PROGRAM.**
**THE ARIZONA BOARD OF APPRAISAL REQUIRES
CONTINUING EDUCATION TO MAINTAIN APPRAISER
CERTIFICATION. I AM CURRENT WITH THIS BOARD
REQUIREMENT.**

EDUCATION

NEW MEXICO STATE UNIVERSITY

BACHELOR OF SCIENCE OF AGRICULTURE-1965

MASTER OF SCIENCE OF AGRICULTURE-1967

PROFESSIONAL ORGANIZATIONS

AMERICAN SOCIETY OF FARM MANAGERS AND RURAL APPRAISERS

ACCREDITATIONS

ACCREDITED RURAL APPRAISER-1990

REAL PROPERTY REVIEW APPRAISER-1993

COMMITTEES

CO-CHAIR ACCREDITATION COMMITTEE-3 YRS

MEMBER EDUCATION COMMITTEE-2YRS

MEMBER PROGRAM COMMITTEE-3YRS

CERTIFIED APPRAISAL INSTRUCTOR SINCE 1991

COURSE GURU (AUTHOR) FOR THE ASFMRA A-35

"ADVANCED APPRAISAL REVIEW" COURSE

ARIZONA SOCIETY OF FARM MANAGERS AND RURAL APPRAISERS

PRESIDENT 1992-1994

VICE PRESIDENT 1990-1992

ARIZONA CERTIFIED GENERAL REAL ESTATE

APPRAISER #30110

NEW MEXICO GENERAL CERTIFIED APPRAISER #02125-G

HUD APPROVED APPRAISER #30110

CO-AUTHOR OF "THE APPRAISAL OF RURAL PROPERTY"*

APPRAISAL EXPERIENCE

APPRAISALS COMPLETED ON HOMES, FARMS, RANCHES, VACANT LAND, DAIRY FACILITIES, POULTRY HOUSES, FORESTRY ENTERPRISES, STATE AND FEDERAL GRAZING LEASES, APARTMENTS, AND RURAL COMMERCIAL PROPERTIES IN NEWMEXICO, ARKANSAS, OREGON, IDAHO & ARIZONA

DESIGNATED APPRAISER FOR FARM SERVICE AGENCY AND ITS PREDECESSOR AGENCIES FROM 1971 TO 2002.

QUALIFIED AS EXPERT WITNESS IN TUCSON, AZ; PHOENIX, AZ; AND PORTLAND, OR. FEDERAL BANKRUPTCY COURTS

*** published 2002 by The American Society of Farm Managers and Rural Appraisers and The Appraisal Institute.**

APPRAISER QUALIFICATIONS OF MELVIN D. YOUNG, ARA

CERTIFICATIONS AND LICENSES

Accredited Rural Appraiser (A.R.A.) Certificate No. 633
Title authorized by American Society of Farm Managers & Rural Appraisers
Continuing Education Certificate, Current through December 31, 2007
Certified General Real Estate Appraiser - Certificate No. 30377
Authorized by the Board of Appraisal, State of Arizona
Arizona Real Estate Brokers License - License No. DB000545900

EDUCATION

Graduate	Kress High School, 1967
Bachelor's Degree, Animal Science	Texas A&M University, 1971
Master's Degree, Animal Science	Texas A&M University, 1974
Science Thesis:	Rotational Crossbreeding as a System for Beef Production in the Gulf Coast of Texas

TECHNICAL TRAINING

American Society of Farm Managers and Rural Appraisers
Advanced Ranch Appraisal Course - 1977
Advanced Farm-Ranch Management Course - 1977
Advanced Appraisal (A-30) - 1991
Report Writing Seminar - 1989; Income Approach Seminar - 1990
Uniform Standards of Professional Practice - 1991, (A12 Part II) 1995, &
1999
Eminent Domain (A-25) - 1993
ASFMRA Code of Ethics (A12 Part I) 1995 & 1999
Ranch Appraisal Seminar 1996
Attended Seminars on Conservation Easements, Lease Valuations, etc.
Voluntary Program of Continuing Education Requirements met through 2007
West Texas State U. Graduate Course - Advanced Real Estate Appraisal 1980
Agricultural Research Services-U.S.D.A. - Personnel Management Training
Mineral Valuation Seminar - Conducted by Texas Real Estate Research Center
Savory Grazing Methods School - Albuquerque, New Mexico 1983
Arizona Mortgage Brokers License educational requirements completed - 1988
Arizona Appraisal Board USPAP Seminar

QUALIFICATION SHEET

William J. Moody

ROBERT J. MOODY, APPRAISERS
224 South Madison Avenue, Yuma, Arizona 85364
(928) 782 – 3141
Fax (928) 782 – 4232
rio_moody@yahoo.com

Experience Twenty-four years appraisal experience of agricultural properties in Arizona and Imperial County, California. Seventeen years experience appraising commercial and industrial properties in Yuma County, Arizona.

Assignments include appraisals used for bank financing, estate planning, estate settlement, asset management, dissolution of marriage and eminent domain. A list of references is available upon request.

Membership *American Society Farm Managers & Rural Appraisers*;
Candidate #2124, since June 1981 (National and Arizona Chapter).

Designation Certified General Real Estate Appraiser State of Arizona #30131
Certified General Real Estate Appraiser State of California AG 020319
Education Bachelor of Science Degree in Education, studying History and
Political Science at Northern Arizona University (August 1980)
Kofa High School, Yuma, Arizona (Class of 1975)

Civic	Member, Historic District Review Commission, City of Yuma
Activities	Deacon, First Presbyterian Church of Yuma
	Member, Yuma County 4-H BBQ Committee

Appraisal Courses and Seminars

AIREA 1A1, Real Estate Appraisal Principles (June 1980, San Diego)
AIREA 1A2, Basic Valuation Procedures (June 1982, San Diego)
AIREA 8-2, Residential Valuation (June 1980, San Diego)
ASFMRA Fundamentals of Rural Appraisal (June 1981, Fresno)
ASFMRA Advanced Ranch Appraisal (April 1983, Tucson)
ASFMRA Report Writing Seminar (April 1983, Tucson)
NMHAS Manufactured Housing Appraisal (October 1984, Costa Mesa)
ASFMRA Income Approach Seminar (February 1990, Phoenix)
ASFMRA A-12 Standards of Professional Practice (Feb 1991, Tempe) 20.5
hrs. ASFMRA Arizona Law (February 1991, Tempe) 1.5 hours
ASFMRA A-45, Certification Preparation (February 1991, Tempe) 22.5 hrs.

APPRAISAL INSTITUTE Standards of Professional Practice, Parts A and B (June 1991, San Diego) 27 hours

ASFMRA A-31, Administrative Review of Appraisals (May 1992, Tempe) 16 hours.

ASFMRA A-20, Principles of Rural Appraisal (September 1992, Denver) 44 hrs.

ASFMRA A-25, Eminent Domain (October 1993, Tempe) 20 hrs.

ASFMRA A-30, Advanced Rural Appraisal (October 1993, Tempe) 43.5 hrs.

ASFMRA A-29, Highest and Best Use (March 1994, Tempe) 15 hours

Arizona Board of Appraisal, USPAP and You (April 1996, Phoenix) 7 hours

Appraisal Institute 410 and 420, Standards of Professional Practice, Parts A and B (June 1996, San Diego) 27 hours.

ASFMRA, Permanent Plantings Seminar (Nov. 1996, Tempe) 8 hours

State and Federal Laws & Regulations, a California required seminar September 1998, San Diego) 4 hours.

ASFMRA A-12, Parts I & II, Code of Ethics & National USPAP (Aug. 1999, Tempe) 24 hours.

ASFMRA Market Analysis in Contemporary Spreadsheets (Aug. 2001, Phoenix) 8 hours. ASFMRA

Advanced Sales Confirmation & Analysis (Aug 2002, Phoenix) 8 hrs. Appraisal Institute, National USPAP Course (May 2003, Phoenix) 15 hours

CHARLES J. HAVRANEK

RESUME OF QUALIFICATIONS

EDUCATION:

May, 1975 Arizona State University Tempe, Arizona
Bachelor of Science Degree
Major: Crop Production Management
Minor: Horticulture

EXPERIENCE:

1/91 to Present

Headquarters West, Ltd. (602-258-1647) Phoenix, Arizona
FEE APPRAISER/REALTOR/CONSULTANT
Complete appraisals on a variety of agricultural properties, equipment, water rights and crops. Real Estate Sales of farm, dairy, nursery and ranch properties in the State of Arizona. Brokerage of Water Rights and Nursery Stock. Performance of consulting duties for Attorneys, Lenders, Trustees, Agricultural Producers and Nursery Operators. Permitted as an expert witness on Agricultural Valuation and Finance before the U.S. Bankruptcy Court, Arizona District and various County Superior Courts.
Certified General Real Estate Appraiser, State of Arizona Certificate No. 30298.
Licensed Real Estate Salesman, State of Arizona License No. SA031379000

2/87 to 1/91

Doane Western Company Phoenix, Arizona
FEE APPRAISER/REALTOR/CONSULTANT
Complete appraisals on a variety of agricultural properties, equipment, water rights and crops. Real Estate Sales of farm, dairy, nursery and ranch properties in the State of Arizona. Brokerage of Water Rights and Nursery Stock. Performance of consulting duties for Attorneys, Lenders, Agricultural Producers and Nursery Operators. Permitted as an expert witness on Agricultural Valuation and Finance before the U.S. Bankruptcy Court, Arizona District and various County Superior Courts in Arizona.

11/84 to 2/87

USDA/Farmers Home Administration (NKA Farm Service Agency)
Phoenix State Office Phoenix, Arizona
FARMER PROGRAM SPECIALIST
Handled bankrupt and non-performing Farmer Program Loans. Referred to trustee or attorneys for liquidation or litigation. Coordinated handling of farm loan portfolio in bankruptcy with U.S. Attorney's Office, including court appearances. Acted as liaison with other lenders for FmHA's Guaranteed Farm Loan Programs including Approved Lender Program. Provided training and guidance to field staff on complex loan making and appraisals. Handled prior lien foreclosure cases, analyzed financial position and determined course of action to reduce losses or maximize returns. Completed complex appraisals as necessary. Routinely worked with Congressional Representative's Office Staff regarding complaints or inquiries. Reviewed loans for approval as well as post-closing review.

SPECIAL SKILLS & EXPERIENCE:

Loan Making: Single Family Residential . . . Ranch Real Estate . . . Farm Real Estate . . . Equipment . . . Livestock . . . Greenhouses/Nurseries . . . Operating Credit . . . Dairies . . . Poultry Houses.

Loan Servicing and Liquidation: Single Family Residential . . . Agricultural Properties . . . Chattels . . . Livestock . . . Crops . . . Inventories.

Appraisals: Ranch . . . Farm . . . Vacant Land . . . Greenhouses/Nurseries . . . Orchards . . . Poultry Houses . . . Grazing Leases (State, Federal and Railroad) . . . Agricultural Leases . . . Growing Crops . . . Inventory . . . Commercial Aqua Culture Enterprises . . . Cotton Gins . . . Dairies . . . Dairy Cattle . . . Water Rights.

Brokerage: Ranch . . . Farm . . . Vacant Land . . . Greenhouses/Nurseries . . . Orchards . . . Tree Farms . . . Agricultural Leases . . . Growing Inventory . . . Dairies . . . Dairy Cattle . . . Water Rights . . . Bulk Sales of Inventories.