21ST ANNUAL

SPRING AG FORUM

February 24, 2017
Phoenix, Arizona

AMERICAN SOCIETY OF FARM MANAGERS AND RURAL APPRAISERS

Presented by
The Arizona Chapter of ASFMRA

2017 AG FORUM MORNING AGENDA

8:30-9:00 **Registration & Continental Breakfast**

9am - 2pm Morning Session

Pertinent Issues Facing Arizona, Real Estate & Agriculture

9:00 - 9:40 Opening Speaker - State, Regional and National Economic Outlook - Wayne Stutzer
Senior Vice President - Financial Consulting Group, RBC Wealth Management, Scottsdale, Arizona

9:40 - 10:20 Demographic Trends and Their Impact on Real Estate Markets - Greg Vogel
CEO and Founder of Land Advisors Organization - Offices in AZ, CA, FL, ID, NM, NV, TX, UT and WA

10:20 - 10:30 **Morning Break**

10:30 - 11:15 Water Rights Update with Emphasis on Projected Colorado River Shortfall - Matt Payne
Principal - Westwater Research, Phoenix, Arizona

1:15 - 12:00 Federal Lands Ownership, Jurisdiction & Transfer; Management of Your National Forests - Steve Hattenbach
Regional Director - Wildlife, Fish, Rare Plants & Rangeland Management, US Forest Service, Southwestern Region, Albuquerque, New Mexico (Formerly of USDA Office of Council General)

12:00 - 1:00 **Catered Lunch**

1:00 - 1:50 Overview of Hay and Other Commodity Markets - Seth Hoyt
Author - The Hoyt Report, Ione, California

1:50 - 2:00 **Break**

2017 AG FORUM AFTERNOON AGENDA

2:00 - 4:30 Afternoon Session

Agriculture Market Trends - Presented by AZ ASFMRA Members

Moderated by Charles Havranek

2:00 - 3:10 **Farm Land & Ag Lease Panel**

Moderated by Charles J. Havranek

Maricopa County Market Trends - Charlie Havranek
Broker & Appraiser, Southwest Land Associates

Pinal County Market Trends - Steve Pendleton
Broker & Appraiser, Southwestern Ag Services

Southeast Arizona Market Trends - Mark Finley, ARA
Broker & Appraiser, Finley & Associates

Imperial County, CA Market Trends - Todd Menvielle
Appraiser, Farm Credit Services Southwest

Yuma County Market Trends - Bill Moody
Appraiser, Robert J. Moody Appraisers

Land Panel Discussion

3:10 - 3:20 Afternoon Break & Refreshments

3:20 - 4:30 **Agricultural Industries Panel**

Moderated by Charles J. Havranek

Commodity Trends - Shawn T. Wood, ARA
Broker & Appraiser, Arid State Land & Ag Associates

Ranch Market Trends - Tom Rolston, ARA
Broker & Appraiser, Ganado Group

Dairy Market Trends - Tom Van Hofwegen, ARA
Appraiser, Farm Credit Services Southwest

Arizona Nut Crop Trends - Tom Schorr, ARA
Appraiser, Farm Credit Services Southwest

Citrus Crop Trends - Scott Halver, ARA
Appraiser, Ganado Group

Ag Industries Panel Discussion

4:30pm Forum Adjourned

2017 AG FORUM SPEAKER BIOS

Wayne Stutzer

RBC Wealth Management

Senior Vice-President - Financial Advisor
Consulting Group

Wayne has over 30 years of experience educating investors and helping them achieve their financial goals. He hosts a radio talk show called The Smart Investor, every Sunday from 8:00-10:00am on Phoenix News Radio 92.3 FM. During his program he discusses important current events impacting the market and answers listener questions. In addition, Wayne can be seen daily at 5:20am on Fox 10 News.

For the last 28 years, Wayne has taught courses for Phoenix College and Rio Salado through their life-long learning programs. He focuses on educating adults on current events and their potential impact on the financial markets.

In 2012, Wayne received Phoenix College's 2012 President's Golden Bear Partnership Award for his public service partnership and long-term commitment to the Maricopa County Community College System.

He graduated Summa Cum Laude with a bachelor's degree from the University of Minnesota. Wayne has a master's degree in educational psychology.

RBC Wealth Management
6720 N. Scottsdale Rd., Ste. 190
Scottsdale, AZ 85253
(480) 609-4918
wayne.stutzer@rbc.com
StutzerMiller.com

Greg Vogel
Land Advisors Organization
CEO

Since founding the company in 1987, Mr. Vogel has applied his unique knowledge in the areas of land economics, land use and market trends to become a trusted advisor and broker to a broad spectrum of clients including financial institutions, investors, homebuilders and master planned community developers.

As Chief Executive Officer of the Land Advisors Organization, Mr. Vogel has led the expansion of the company into 22 markets across the United States. Over the past 25 years he has been involved in hundreds of transactions including several of the highest valued land transactions in the country. He has developed an extreme level of expertise in large scale community development and the representation of large land owners in unique structured transactions.

Mr. Vogel received his B.S. in Real Estate from Arizona State University in 1985. He is a past Trustee and Governor for the Urban Land Institute (ULI), the past Chair of the ULI Community Development Council (BlueFlight) and currently sits on the ULI Foundation Board of Directors. Mr. Vogel focuses his philanthropic and civic involvement on the Arizona State University Foundation (Trustee, Board member and Operations Committee member) and Arizona State University's Masters of Real Estate Development Advisory Board (Co-Chairman).

Land Advisors Organization
4900 N. Scottsdale Rd., Ste. 3000
Scottsdale, AZ 85251
(480) 483-8100
gvogel@landadvisors.com
LandAdvisors.com

Matt Payne
Westwater Research
Principal

Matt Payne leads the firm's Southwest office in Phoenix. He is dedicated to helping public, private, and non-profit sector clients address economic, financial, and strategic challenges relating to water resources and infrastructure. His areas of expertise are water resource economics, water asset valuation, water supply planning and implementation, and mergers and acquisitions. In recent years, Matt has been engaged by Arizona's largest water provider to lead planning and implementation of the most extensive renewable water acquisition program in the United States. Under WestWater's management, the program has executed nearly $100 million in water transactions. These investments range from rotational fallowing agreements to acquisition and development of reclaimed water.

For private equity and industrial clients, Matt has originated water and wastewater investments, and led due diligence in support of transactions. Recent analyses have included cost-benefit assessments of proposed infrastructure projects and water management strategies, as well as valuation of water rights and infrastructure assets.

Matt holds an M.B.A. from the W.P. Carey School of Business at Arizona State University. He also earned a degree in economics from Colorado College, where he focused on environmental and natural resource economics, and conducted research in the water resources field. He specializes in estimating the value of water using econometric techniques. Matt has published extensively in peer-reviewed and industry journals, and is developing the first-ever price index for water rights in the American West.

WestWater Research
4747 N. 7th Street, Ste. 412
Phoenix, AZ 85014
(602) 595-7009
payne@waterexchange.com
WaterExchange.com

Steve Hattenbach

USDA, U.S. Forest Service, Southwestern Region
Regional Director, Wildlife, Fish, Rare Plants & Rangeland Management

Mr. Hattenbach has worked in the Southwest since 1997 on a wide variety of environmental and natural resource issues. He holds an undergraduate in Anthropology and History, a Master of Public Administration with a concentration in Natural Resource Management, and a Juris Doctorate.

His past experience includes 18 years of legal counsel for state, local, and federal governments involving environmental and natural resource issues. He has also served in several management positions with the US Forest Service Southwestern Region. He is currently the Regional Director for Wildlife, Fish, Rare Plants, and Rangeland Management for the Southwestern Region, which spans Arizona, New Mexico, Oklahoma, and Texas, and which manages over 20 million acres of National Forest System lands on 11 National Forests and 3 National Grasslands, The Region provides for multiple use and conservation of natural resources including protection, conservation and recovery for 53 threatened and endangered species, and permitting of more than 1,350 active grazing allotments.

U.S. Forest Service, Southwestern Region
333 Broadway SE
Albuquerque, NM 87102
(505) 842-3292

Seth Hoyt
The Hoyt Report
Author

Seth Hoyt has 35 years of agricultural marketing experience, plus his hands on cattle and hay marketing experience from his days on the family ranch. His involvement with the family beef cattle operation earned Hoyt the Star Livestock Farmer of California award from the F.F.A. his Senior year in High School and the American Farmer Degree in F.F.A. his Junior year at Cal Poly.

Hoyt began his career as a Livestock Receiving Manager at the Armour and Company packing plant in Dixon, California. He was also a cattle and sheep buyer and managed a 5,000 head lamb feedlot on the premises. Part of his duties were buying alfalfa hay for the sheep fed in the pens at the plant. Hoyt began a 23 year career with the Market News Branch in the California Department of Food and Agriculture where he reported the markets on sheep and cattle and filled in as a reporter on cattle, sheep, grain, and hay market reporting throughout California. He then supervised the livestock, hay, grain, egg, and poultry market reporting in California and became Chief of the Branch. After serving as Manager of the California Agricultural Export Program, Hoyt became Officer-In-Charge of the USDA Livestock and Grain Market News office in Moses Lake, Washington. He reported the hay Market in California and supervised the cattle and hay reporting in the Pacific Northwest.

Hoyt began his work with the USDA, National Agricultural Statistics Service in Sacramento in 1998 as a State employee in a Federal program. As a Senior Agricultural Economist most of Hoyt's work was that of an Agricultural Statistician.

The Hoyt Report
3003 Grapevine Gulch Road
Ione, CA 95640
(209) 274-9945
aginfo@thehoytreport.com
TheHoytReport.com

2017 Ag Forum Sponsors

Charles J. Havranek
Southwestern Ag Services
Robert J. Moody Appraisers
Headquarters West
Southwest Land Associates
Finley Appraisal Services
Three Rivers Ag Investments
BMO Harris Bank
Ganado Group
Farm Credit Services SW
CBRE
Prudential Agricultural Investments
Salmon, Lewis & Weldon
Rabo AgriFinance
Great Western Agribusiness
Wells Fargo
Weissenborn Appraisal
Arid State Land & Ag Associates
A.T. Pancrazi Real Estate Services

NOTES

The Arizona Chapter of ASFMRA empowers rural property professionals by providing education and promoting ethical and professional standards. The Chapter promotes the professions of farm management, agricultural consulting, and rural appraisal by holding meetings for the exchange of ideas, conducting education, and holding its members to a Code of Ethics and Standards of Professional Practice.

ASFMRA

The Most Trusted Rural Property Professionals

ARIZONA CHAPTER

AMERICAN SOCIETY OF FARM MANAGERS AND RURAL APPRAISERS

www.asfmraaz.com