

# 23rd ANNUAL AG FORUM

February 22, 2019  
Phoenix, Arizona

*presented by*



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

ARIZONA CHAPTER

*Emphasis On*  
**Arizona Agriculture's Water Future**




## 2019 AG FORUM MORNING AGENDA

### ARIZONA AGRICULTURE'S WATER FUTURE

- |             |   |
|-------------|---|
| 8:30-9:00   | Registration/Continental Breakfast  |
| 9:00-9:40   | Demographic Trends and Their Impact on Real Estate Markets<br><i>Greg Vogel, Founder and CEO, Land Advisors Organization</i>                                      |
| 9:40-10:20  | Economic Outlook and Implications for Agriculture<br><i>Mark Manfredo, Associate Dean, Professor and Director, ASU W.P. Carey Morrison School of Agribusiness</i> |
| 10:20-10:30 | Break   |
| 10:30-11:15 | Overview of Arizona's Water Supply and Issues Faced<br><i>Gerry Walker, Deputy Assistant Director, Arizona Department of Water Resources</i>                      |
| 11:15-12:00 | Outlook for Yuma Area Water Users<br><i>Tom Davis, Manager, Yuma County Water Users Association; President, Agribusiness &amp; Water Council of Arizona</i>       |
| 12:00-1:00  | Catered Networking Lunch  |
- 



## 2019 AG FORUM AFTERNOON AGENDA

- |           |   |
|-----------|---|
| 1:00-1:50 | Challenges Ahead for Users of Central Arizona Project Water<br><i>Brian Betcher, General Manager, Maricopa-Stanfield Irrigation District Executive Committee, Agribusiness &amp; Water Council of Arizona</i>   |
| 1:50-2:00 | Break   |
| 2:00-3:10 | Ag Land & Lease Panel<br>Maricopa County, Western Arizona – <i>Shawn Wood, ARA</i><br>Pinal County – <i>Steve Pendleton</i><br>Southeast Arizona – <i>Doug Littau</i><br>Imperial County, CA – <i>Todd Menvielle</i><br>Yuma County – <i>Bill Moody</i> |
| 3:10-3:20 | Break   |
| 3:20-4:30 | Agricultural Industries Panel<br>Commodities– <i>Larry Kreger</i><br>Ranches – <i>Tom Rolston, ARA</i><br>Dairies – <i>Tom Van Hofwegen, ARA</i><br>Nut Crops – <i>Tom Schorr, ARA</i><br>Citrus – <i>Scott Halver, ARA, MAI</i>                        |
| 4:30      | Forum Adjourned   |
- 

# 2019 AG FORUM SPEAKER BIOS

---



## **Greg Vogel**

Land Advisors Organization  
*Founder and 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 developers.

As Chief Executive Officer of the Land Advisors Organization, Mr. Vogel has led the expansion of the company into 24 markets across the United States. As the largest nationwide land brokerage firm, Land Advisors Organization focuses exclusively on land-related services, including brokerage and capital advisory services.

Mr. Vogel received his B.S. in Real Estate from Arizona State University in 1985. He is the former Chair of the Urban Land Institute's Arizona District Council and the Community Development Council (BlueFlight) and is a ULI Governor, past ULI Trustee and currently serves on the ULI Foundation Board of Directors. He focuses his philanthropic and civic involvement on the Arizona State University Foundation's Enterprise Partners Board as member, Real Estate Committee as member, and is a co-chair of the Real Estate Council supporting Arizona State University's Real Estate Programs.

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



## **Mark Manfredo**

ASU Morrison School of Agribusiness  
*Associate Dean, Professor and Director*

Mark Manfredo is a professor and director of the Morrison School of Agribusiness at the W. P. Carey School of Business. His research focuses on commodity price analysis and agribusiness risk management, with particular emphasis on futures and options markets and price forecasting. His work has appeared in leading applied economics and agribusiness journals including the *American Journal of Agricultural Economics*, *Journal of Agricultural and Resource Economics*, *Journal of Agricultural and Applied Economics*, *Applied Financial Economics*, *Energy Economics*, *Agribusiness: An International Journal*, and *Agricultural Finance Review*, as well as leading business journals such as the *Journal of Public Policy and Marketing*, *Journal of Supply Chain Management*, and *Journal of Business Logistics*.

Professor Manfredo served as the co-chairman of the NCCC-134 Conference on Applied Commodity Price Analysis, Forecasting, and Market Risk Management (2007-2011), and is currently a member of the editorial review board at *Agribusiness: An International Journal*. At Arizona State University, he teaches courses in futures and options markets and agribusiness finance at both the undergraduate and graduate levels, and has also served as a faculty honors advisor for Barrett, The Honors College.

In 2007, he received ASU's Faculty Achievement Award for Teaching/Instruction Excellence by the Office of the Provost. He currently serves on the board of directors of the Arizona Food Marketing Alliance.

ASU W. P. Carey Morrison School of Agribusiness  
7001 East Williams Field Rd., Santan Hall 230D  
Mesa, AZ 85212  
(480) 727-1040  
[manfredo@asu.edu](mailto:manfredo@asu.edu)



## **Gerry Walker**

Arizona Department of Water Resources  
*Deputy Assistant Director; Water Planning  
and Permitting*

Gerry has been employed with the Arizona Department of Water Resources (ADWR) since April of 1993. She currently serves as the Deputy Assistant Director for Water Planning and Permitting with areas of responsibility that include groundwater management and statewide planning.

In her 25 years at ADWR, Gerry previously served as manager of the Colorado River Management team, area director for the Prescott Active Management Area, technical administrator for the Arizona Water Banking Authority and managed the Recharge and Surface Water programs. Gerry received her Ph.D. in Environmental Design and Planning in 2005 and earned a Master's Degree in Forestry from Northern Arizona University.

Arizona Department of Water Resources  
1110 W Washington St, Ste 310  
Phoenix, AZ 85007  
(602) 771-8500  
[glwalker@azwater.gov](mailto:glwalker@azwater.gov)



## **Tom Davis**

Yuma County Water Users Association  
*General Manager*

Agribusiness & Water Council of Arizona  
*President*

Tom is a native of Oklahoma and has a Bachelor of Science Degree from Oklahoma State University. Prior to assuming this position in 2007, he was Manager of Carlsbad Irrigation District located on the lower Pecos River in New Mexico.

Tom also worked fifteen years for the USDA-Forest Service. Six of those years was as District Ranger on the Guadalupe Ranger District of the Lincoln National Forest.

He currently serves as President of the Agribusiness and Water Council of AZ; the Board of Directors of the National Water Resources Association; the Advisory Council for the Family Farm Alliance; the Colorado River Citizens Advisory Board; the Yuma Agricultural Water Coalition; and Vice President of the Yuma County Flood Control Board.

Agribusiness Arizona  
1819 E. Southern Avenue, Suite E-10  
Mesa, Arizona 85204  
(480) 558-5301  
[info@agribusinessarizona.org](mailto:info@agribusinessarizona.org)



## **Brian Betcher**

Maricopa-Stanfield Irrigation &  
Drainage District  
*General Manager*

During his 29-year tenure with the District, Mr. Betcher has had primary responsibility for managing the District's water resources consisting of groundwater wells and CAP water, along with overseeing its operation and maintenance field personnel.

Mr. Betcher has had the opportunity to serve on many committees representing water interests in Pinal County and in particular, irrigated agriculture. He served on the Technical Advisory Committee for the Governor's 2004 Water Commission, participated in CAP's ADD Water program, represented agricultural interests related to proposed EPA rules for NGS, and was a member of the ad hoc committee working with ADWR and CAP for State-wide planning for future recovery of stored CAP water.

More recently he has been asked to speak on behalf of Pinal County CAP irrigated agriculture's preparations for drought and shortage. He was recently appointed to the Executive Committee of the Agribusiness and Water Council of Arizona.

1819 E. Southern Avenue, Suite E-10  
Mesa, Arizona 85204  
(480) 558-5301  
[info@agribusinessarizona.org](mailto:info@agribusinessarizona.org)






## Arizona Market Overview

Activity in Arizona's rural and transitional markets has been impacted by two important factors: drought and residential development.

The ongoing drought has resulted in something of a two-tiered market relative agricultural lands. The Yuma area, which receives water directly from the river and holds one of the premier rights to Colorado River water, continues to support a robust market setting. That strength is bolstered by the area's desirability for fresh produce and specialty crop producers.

Central Arizona markets, which rely on water delivered by the Central Arizona Project (CAP), are facing cut-backs, as the water level at Lake Mead continues to decline. Uncertainty is compounded by the thirst of Arizona's metropolitan areas for greater supply in support of continued growth. Development-driven demand for farmlands in transitional areas near metro areas has been strong, pushing prices upward. There is less demand for outlying lands located further from urban infrastructure and development due to water concerns and lower commodity prices.

Truly rural areas of the state are generally holding steady in terms of market activity and price levels.



## **Western Maricopa County – Shawn Wood, ARA**

Maricopa County markets are primarily driven by the demand for new development in the residential, industrial and commercial sectors. Agriculture is typically an interim use. The infill and urban sprawl edges reflect stable activity with upward pressure on prices. The outlying areas of Maricopa County that continue to be rural in nature and primarily driven by the agriculture sector reflect stable to slowing market activity, but prices have remained stable.

## **Pumpland Farms – Shawn Wood, ARA**

Pumpland farms in more remote rural areas are typically larger economically sized farms ranging from 1,200 – 5,000+ acres. The current market activity is minimal; however, recent drip irrigation developed farms are currently offered on the market. It is noted that development of irrigated cropland to drip irrigation continues in these rural pumpland areas.

## **Pinal County – Steve Pendleton**

Activity has been slow. Prices and rents appear to have remained relatively flat with some downward pressure. Price and rent ranges for 2018 are similar to those reported in 2017. The primary concern is the CAP water and the impact of potential rationing if Lake Mead hits the benchmark. There are also concerns related to encroaching development. With a transition from agriculture to residential and other uses, farmers are concerned there will be changes in the water statutes that may favor developers and place less priority on farm water rights.

On the other hand, residential activity is booming in Maricopa, San Tan Valley and, to some degree, Florence and Casa Grande, thus offsetting the negative factors on transitional parcels. Overall, a wait and see attitude prevails, with few farm sales and few offerings.

## **Southeast Arizona – Doug Littau**

Irrigated cropland prices are stable overall with sales being slow over the past 12-36 months. Vineyard sales have been very slow in the past 36 months with prices holding steady. Ranches and pastureland are stable overall with larger ranch sales being slow and prices holding steady. Southeast Arizona is experiencing a generational turnover of smaller ranches which are selling at a slow to moderate pace in the past 12 months.

## **Imperial County – Todd Menvielle**

Imperial County has historically been a stable farming area with steady to slightly increasing land values and rental rates on tightly held land. Recently, sales of good or produce quality land have been limited with values remaining stable to increasing and rents remaining stable. Average quality land sales have been the most active with values and rents remaining stable from the prior year. Sales activity of limited quality land has been limited with values and rents remaining stable.

Water is supplied from the Colorado River which serves approximately 40 million people and 6,300 square miles of farmland in the United States and Mexico. The current drought cycle has the possibility of having a very large, negative economic impact on the communities it serves. If the drought continues, water supplies could be reduced to some users. Fortunately, the Imperial Irrigation District has senior rights to Colorado River water, which places Imperial County in a favorable position over some of the water users should a reduction occur.

## **Yuma County – Bill Moody**

The market for Yuma County farmland remains stable to modestly appreciating in value, driven by winter vegetable industry, which desires land in the river valleys for a variety of crops, particularly lettuce.

Farmland suitable for fresh produce is appreciating in value between 3% and 5% annually depending on location and qualities. Values for farmland used for field crops only are stable.

Yuma County irrigation districts have senior water rights on the Colorado River that keep us in good position during the current drought. There is an adequate pool of farm labor available in Yuma and across the border in Mexico.

## **Commodities – Larry Kreger**

Agricultural commodities faced a variety of challenges in 2018, led mostly by the uncertainties surrounding the new farm bill, U.S. trade policy and the global economy in general. These influences, combined with the weather and typical supply and demand factors, led to prices remaining relatively stable when compared to years past.

### **Arizona Cattle Ranches – Tom Rolston, ARA**

Ranch sales activity has been slow but steady over the last 2 years. Prices have been stable. The price increases seen in urban land have not moved into ranch land, yet. One contributing factor is that the rural subdivision market has been very slow. Also, many potential urban ranch-buyers are still paying off debt from the long recovery, building their companies back up, and cannot justify a non-essential investment at this time. Meanwhile, most working ranchers can afford to expand their operations only a few times over their career.

### **Dairy – Tom Van Hofwegen**

Recent sales activity remains limited making it difficult to conclude value trends. The most recent 2017 sales showed stable values up to that point. Milk price has been soft in recent months. Consolidation trends continued in Arizona and around the country. Most producers are not in expansion mode at this time.

### **Nut Crops - Tom Schorr, ARA**

Sales activity is up. Prices have remained stable. There have been several recent sales of pecan orchards with young and/or mature trees. And there are a few farm parcels reportedly in escrow based on planned pecan development. There have been little, if any, pistachio-based sales this year.

### **Arizona Citrus Outlook – Scott Halver, ARA**

Most of the citrus grown today is lemons - Lisbon Lemons. Values (land planted with lemons) have been increasing over the past couple of years as a result of strong commodity prices. Planted acreages are down significantly as a result of urbanization. Harvest starts in early September and continues through November-District III, Desert Region per Sunkist. No trees have been found with Asian Citrus Psyllid or Citrus Greening Disease, a strong reason to invest in the dry Arizona citrus market.

# 2019 Ag Forum Sponsors

## ARID STATE

Land & Ag Associates

*Agricultural Real Estate, Brokerage, Appraisals*

Shawn T. Wood, ARA, Michael McLaughlin,  
Stephanie Miles, Kacie Tomerlin

PHOENIX, AZ

623-386-7597

WESTERNAGRIVEST.COM

## CBRE

*Valuation & Advisory Services*

*Appraisal, Assessment & Consulting  
Financial & Tax Reporting*

Michael R. Rowland, MAI, FRICS  
Jo Dance, MAI, CCIM

PHOENIX, AZ

602-735-5555

MICHAEL.ROWLAND@CBRE.COM

JO.DANCE@CBRE.COM

CBRE.US.VALUATION



## FARM CREDIT WEST

*Growing Potential.*

Tempe - Doug Norton 602-431-4131

Rural AZ - Mark Brawley 929-348-9571

Yuma - Dan Briskey 928-344-3200

Imperial CA - William Collins 760-355-0291



## Littau-Finley Appraisal Services

*Farm, Ranch, and Commercial Appraisals*

Doug Littau, Ag Appraiser

Mark Finley, ARA, RPRA

COCHISE, AZ

520-384-0780

L-FAS@HOTMAIL.COM

## GANADO GROUP

*Real Estate Sales, Mortgage Brokerage, Real Estate  
Appraisals, Property Management*

Tom A. Rolston | Dave Clark | Jack Conovaloff  
Scott Halver | Carter Benton

PHOENIX, AZ

602-248-9232

GANADOGROUP.COM



## Great Western Agribusiness

*Agrifinance expertise from a deep understanding  
of your unique needs*

Denny Pagel

CHANDLER, AZ

480-723-7492

GWAGRIBUSINESS.COM

## HEADQUARTERS WEST, LTD.

PHOENIX • TUCSON • SONOITA • COTTONWOOD • ST. JOHNS

PROVIDING APPRAISAL, BROKERAGE AND OTHER

RURAL REAL ESTATE SERVICES

DESIGNATED BROKER • WALTER LANE

520-792-2652

HEADQUARTERSWEST.COM



## Robert J. Moody, Appraisers

*Agricultural, Residential, Industrial, Commercial*

SERVING YUMA AND IMPERIAL COUNTIES

YUMA, ARIZONA

928-782-3141

# 2019 Ag Forum Sponsors

A.T. PANCRAZI™



*Specializing in Ag Land in the Desert Southwest*

Tom Pancrazi  
Pat Hodges  
YUMA, AZ  
928-782-0000  
PANCRAZIREALESTATE.COM



**Prudential**

*Stronger Yields*

ROSEVILLE - William Beyer, Steve Garland, Nicole Pedro  
FRESNO - Frank Oberti, Johan Dam

PGIMREF.COM



**Rabo AgriFinance**

Mesa Office - 855-391-8893  
Trisha Grant - 480-497-3073  
Kenneth Van de Graaff - 480 - 497-3063

1910 S. Stapley Dr., Ste. 205  
MESA, AZ  
RABOAG.COM

Salmon, Lewis & Weldon, P.L.C.  
*Attorneys at Law*



PHOENIX, AZ  
602-801-9060  
SLWPLC.COM

**SOUTHWESTERN AG SERVICES**



Steve Pendleton  
Mac McKeon  
Brett Pfantz

*Appraisal, Brokerage, Management & Consulting*

MESA, SCOTTSDALE & YUMA  
480-539-2617  
SWASERVICES.COM



**Southwest Land  
Associates, LLC**

*Real Estate Brokerage & Consulting*  
Luke Schlosser, Designated Broker  
Charlie Havranek  
623-882-8880  
SOUTHWESTLANDASSOCIATES.COM



**Three Rivers  
AG INVESTMENTS**

Jack M. Doughty  
CHANDLER, AZ  
480-802-2305  
JDDOUGHTY@THREERIVERSAG.COM  
THREERIVERSAG.COM



Beverly Weissenborn, MAI  
Barry Weissenborn

TUCSON, AZ  
520-792-8200  
WEISSENBORNAPPRAISAL.COM  
INFO@WEISSENBORNAPPRAISAL.COM



# 2019 Ag Forum Sponsors



Matt Eyrich 602-378-6669  
Keri Armstrong 480-644-8346  
WELLSFARGO.COM



**American Society  
of Farm Managers  
& Rural Appraisers**  
ARIZONA CHAPTER  
ASFMRAAZ.COM

## ASFMRA ARIZONA 2019 CHAPTER OFFICERS

### President

Barry Weissenborn  
Weissenborn Appraisal  
(520) 792-8200

### Vice President

Larry Kreger  
Farm Credit Services Southwest  
(602) 431-4167

### Treasurer

Gregory M. Powell, ARA  
US Dept. of Interior  
(602) 379-4398 x1878

### Secretary

Todd Menvielle  
Farm Credit Services Southwest  
(760) 554-1647

### Education Chairman

Steve Pendleton  
Southwestern Ag. Services  
(602) 228-9676

### Young Professionals Network Chairman

Thomas Van Hofwegen, ARA  
Farm Credit Services Southwest  
(602) 431-4161

### Membership Chairman

Thomas Van Hofwegen, ARA  
Farm Credit Services Southwest  
(602) 431-4161

### Mentoring

Thomas Schorr, ARA  
Farm Credit Services Southwest  
(602) 431-4131

## 2019 Ag Forum Program Committee

### Chair

Barry Weissenborn

### Committee

Jack M. Doughty  
Norm Edwards, ARA  
Jesse Graybil  
Mark A. Keller  
Larry Kreger, Jr.

Todd Menvielle

William J. Moody  
Steven D. Pendleton  
Gregory M. Powell, ARA  
Tom A. Rolston, ARA  
Thomas G. Schorr, ARA  
Tom Van Hofwegen, ARA  
Shawn T. Wood, ARA  
Bobbi Zimmer

# ASFMRA ARIZONA CHAPTER DIRECTORY

Armer, Walter, ARA  
W. D. Armer & Associates  
8701 S Tumbling H Ranch  
Vail, AZ 85641  
Tel (520) 647-3241  
xxranch@cox.net

Armijo, Ricardo, ARA  
PO Box 993  
Mesilla, NM 88046-0993  
Tel (575) 496-8678  
rarmijo@zianet.com

Beauchamp, Susan  
US Dept of Interior/Office of  
Valuation Services  
4701 N Torrey Pines Dr  
Las Vegas, NV 89130-2301  
Tel (702) 515-5031  
susan\_beauchamp@ios.doi.gov

Clark, David  
27155 N 79th St  
Scottsdale, AZ 85266-9075  
Tel (602) 919-9026  
declark@hughes.net

Curran, Michael  
625 Piedmont Ave NE Unit 3004  
Atlanta, GA 30308-6207  
Tel (407) 702-4794  
michaeljcurran@yahoo.com

DeForest, Karlynn  
3703 W County 14th St  
Yuma, AZ 85365-9780  
Tel (928) 580-1628  
krd11@nmsu.edu

DiPeso, David  
DiPeso Realty & Appraisal, LLC  
251 West 4th Street  
Benson, AZ 85602  
Tel (520) 586-2122  
david.dipeso@dipesorealty.com

Doughty, Jack  
Three Rivers Ag Investments  
4960 S. Gilbert Road Ste 1-606  
Chandler, AZ 85249  
Tel (480) 802-2305  
jdoughty@threeriversag.com

Edwards, Norm, ARA  
Edwards Appraisal Service  
1833 E Behrend Dr  
Phoenix, AZ 85024-1239  
Tel (602) 796-5159  
normedward@aol.com

Englehorn, Con, ARA-Retired  
Headquarters West, Ltd.  
25229 N Roping Rd  
Scottsdale, AZ 85255-2158  
Tel (602) 258-1647  
con1@headquarterswest.com

Finley, R. Mark, ARA, RPRA  
Littau-Finley Appraisal Services  
3385 W Cox Rd  
Willcox, AZ 85643-3176  
Tel (520) 988-8099  
fas@vtc.net

Gurrola, Fernando  
1228 S. Margo Drive  
Tempe, AZ 85281  
Tel (480) 921-1013  
fgurrola0@gmail.com

Halver, Scott, ARA, MAI  
Ganado Group, Inc  
30032 North 60th Street  
Cave Creek, AZ 85331  
Tel (480) 513-0501  
scotthalver@msn.com

Haugen, Jeffrey, ARA-Retired  
Haugen Appraisal Services, LLC  
2662 S Springwood Blvd Unit 389  
Mesa, AZ 85209-2989  
Tel (480) 939-2959  
haugenappraise@gmail.com



# ASFMRA ARIZONA CHAPTER DIRECTORY

Havranek, Charles  
Southwest Land Associates, LLC  
7314 N 85th Ave  
Glendale, AZ 85305-6973  
Tel (623) 877-5180  
ch@chazhavranek.com

Holmes, Kathleen, RPRA  
Mountainseed Appraisal Management  
2100 Powers Ferry Rd SE Ste 410  
Atlanta, GA 30339-5014  
Tel (602) 618-6567  
kholmes@roiproperties.com

Jordan, J. William, ARA-Retired  
100 Elk Springs Rd  
Belgrade, MT 59714-8489  
Tel (928) 607-3524  
constellation1797@gmail.com

Keller, Mark  
Salt River Project  
1203 East Coconino Drive  
Chandler, AZ 85249  
Tel (602) 236-8164  
mark.keller@srpnet.com

Knight, Traegen  
Headquarters West, Ltd.  
P.O. Box 1980  
St. John's, AZ 85936  
Tel (928) 524-3740  
traegenknight@headquarterswest.com

Kreger, Larry  
Farm Credit Services Southwest  
1232 E Briarwood Ter  
Phoenix, AZ 85048-8683  
Tel (602) 359-9815  
larry.kreger@fcsw.com

Littau, Douglas  
Littau-Finley Appraisal Services  
4625 N Highway 191  
Cochise, AZ 85606-8626  
Tel (520) 384-0780  
l-fas@hotmail.com

Menvielle, Todd  
Farm Credit Services Southwest  
2490 S 5th Ave  
Yuma, AZ 85364-8502  
(760) 554-1657  
todd.menvielle@fcsw.com

Mitchell, Donald  
Mitchell Real Estate Appraisal  
103 N Overland Cir  
Payson, AZ 85541-4244  
Tel (719) 322-5224  
d2mitchell@gmail.com

Moody, William  
Robert J. Moody, Appraisers  
224 South Madison Avenue  
Yuma, AZ 85364  
(Tel) (928) 782-3141  
rio\_moody@yahoo.com

Pendleton, Steven  
Southwestern Ag Services, LLC  
2152 S Vineyard Ste 116  
Mesa, AZ 85210-6881  
Tel (480) 539-2671  
steve@swaservices.com

Peterson, Mark  
Kefa Capital, Inc.  
2645 Holly Ave  
Clovis, CA 93611-6504  
(559) 905-0025  
mark@kefacapital.com

Powell, Gregory, ARA  
DOI, Office of Appraisal Services  
2600 North Central Avenue  
Phoenix AZ, 85004  
(602) 379-4398  
gregory\_powell@ost.doi.gov

# ASFMRA ARIZONA CHAPTER DIRECTORY

Ranes, Evan  
L Colliers International Valuation & Advisory  
andauer Valuation & Advisory  
3960 Howard Hughes Pkwy Ste 150  
Las Vegas, NV 89169-0908  
Tel (702) 241-4313  
evan.ranes@colliers.com

Reed, Billy  
Western Farm Management Services, LLC  
PO Box 20845  
Wickenburg, AZ 85358  
Tel (928) 503-2288  
bfreed\_jr@yahoo.com

Richards, Gregory  
Richards & Associates  
2211 W Shackleton Dr  
Anthem, AZ 85086-3660  
Tel (360) 584-8407  
gregory@richards-assoc.com

Rolston, Tom, ARA  
Ganado Group, Inc.  
4531 N 16th St Ste 122  
Phoenix, AZ 85016-5344  
Tel (602) 248-9232  
trolston@ganadogroup.com

Schorr, Thomas, ARA  
Farm Credit Services-SW  
11407 S 195th Dr  
Buckeye, AZ 85326-4665  
Tel (602) 431-4131  
tom.schorr@fcsw.com

Thomas, James  
220 Ancora Dr. N  
Litchfield Park, AZ 85340-4641  
Tel (623) 363-2515  
woodfin.thomas@gmail.com

Thompson, H. Michael  
HMT and Associates  
4081 E Bruce Ave  
Gilbert, AZ 85234-0707  
(559) 470-8080  
michael@hmtassoc.com

Turner, Thomas, ARA  
10698 S Calle Raquel  
Yuma, AZ 85367-7229  
Tel (602) 463-5097  
tkturner45@outlook.com

Van Hofwegen, Tom, ARA  
Farm Credit Services Southwest  
3003 S Fair Ln  
Tempe, AZ 85282-3154  
Tel (602) 463-7862  
tom.vanhofwegen@fcsw.com

Walcutt, James  
ADOT  
PO Box 57010  
Tucson, AZ 85732-7010  
(520) 591-7923  
jwalcutt@azdot.gov

Webb, James  
Hebbard & Webb  
1401 North 24th Street Suite 1  
Phoenix, AZ 85008  
Tel (602) 275-5715  
hwincre@aol.com

Weissenborn, Barry  
Weissenborn Appraisal  
326 S Convent Ave  
Tucson, AZ 85701-2215  
Tel (520) 792-8200  
barry@weissenbornappraisal.com

Wood, Shawn, ARA  
Arid State Land & Ag Associates  
6827 S 221st Ave  
Buckeye, AZ 85326-9213  
Tel (623) 386-7597  
shawn@westagvest.com



## American Society of Farm Managers & Rural Appraisers

THE MOST TRUSTED RURAL  
PROPERTY PROFESSIONALS

### Networking

#### *Membership and Community*

The words “farm” and “rural” are integral to the ASFMRA name. They signify our sole focus — and the special expertise of our members, especially those who have chosen to achieve professional designation from ASFMRA.

### Education

#### *Licensing and Accreditation*

Agricultural land and rural property are unique. It takes a special understanding, insight and appreciation for rural property and agricultural assets in order to manage and assess their value. Explore our professional accreditation and continuing education programs.

### Trusted Advisors

#### *Find a Land Expert and Land Trends*

Our land experts work under a professional code of ethics and are known as “The Most Trusted Rural Property”. If you’re working with an accredited member of the American Society of Farm Managers and Rural Appraisers, you’re working with someone driven to be the best.

## Arizona Chapter Earns Patron Designation

The Arizona Chapter of ASFMRA has received the Patron designation for outstanding achievement. This



is the first year the recognition has been awarded to ASFMRA chapters, who must meet ten criteria. This includes growth in membership, continuing education courses and young professional engagement. Arizona joins three other chapters nationwide earning this honor.

Thanks to all Arizona chapter members, the board and forum committee members for helping us achieve this distinction.



## THE MOST TRUSTED RURAL PROPERTY PROFESSIONALS

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.



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

---

ARIZONA CHAPTER

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

