

# AgUpdate

Timely information for a select group of farm owners and investors

Summer '25  
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## Building a Legacy Through Partnership: A Farmland Investment Journey

When Brent Haverkamp first bought a small rental house in Ames, Iowa, back in 1991, he didn't realize it would eventually lead to founding Haverkamp Group—a thriving real estate investment and development company. What started with multifamily properties expanded over time into a larger vision—one that included investing in one of the world's most enduring assets: farmland.

“The vast majority of my net worth was in multifamily real estate,” Brent said. “I was looking for a hedge.”

He and longtime colleague Paul Wilken first discussed investing in gold and silver. But Paul had another idea. “I said, if you like



Brent Haverkamp and Paul Wilken in their office located in Ames, IA.

gold and silver, you should love farmland,” Paul recalled. “You get a return with farmland, and you get all the other benefits, too.”

Brent admitted he hadn't really considered farmland before, but after learning more, he found it compelling. “The unlevered returns of farmland are very similar to apartments,” he said. “Apartments, you might have 6-7% cash returns with 3% inflation. Farmland is almost the reverse: maybe 3-4% cash return with 4-5% inflation.”

Over the last decade, Haverkamp Group's farmland investments have steadily grown—guided in no small part by a partnership with Hertz Farm Management.

### Learning the Ropes

New to the farmland market, Brent and Paul began by attending auctions to better understand the landscape. “You probably have to go to a half dozen auctions to understand the culture and how it works,” Brent said.

Their relationship with Hertz Farm Management started early as they ran into various

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***Stewardship  
isn't just a  
core value -  
it's a  
practice.***

Hertz Farmland Professionals at different auctions. “They were so free with their time,” Brent recalled. “We learned a lot just talking with them.”

The first farm Brent purchased was through an auction in 2015 or 2016. “It was exciting, but a bit nerve-wracking,” he said. Paul remembered a different auction that didn’t go as planned: “We thought we got cheated,” he joked, recalling an instance when bidding resumed unexpectedly after a break.

However, over time as their experience grew, so did their sophistication. “At first, it was just dollars per CSR,” Paul said. “Now, we have a full model we put farms through.”

### **A Partnership That Grew**

What began with a few

helpful conversations evolved into an ongoing management relationship. “When we first bought land where we didn’t know the farmers, we reached out to Hertz,” Paul said.

They were connected with Hertz farm manager Tom Carlson out of the Humboldt, Iowa, office, and later expanded to work with Scott Henrichsen and Carrie Seidel as well.

“One of the biggest benefits of working with Hertz is the strength of our entire team,” explained Tom. “When you work with Hertz... you get the team. There’s always someone there to help.”

“We are able to help [Haverkamp Group] explore an area that they’ve maybe not been in before, help them find a tenant, and make informed

farming decisions,” said Carrie Seidel, based in Hertz’s Mason City, Iowa, office.

“We’ve learned just huge amounts from Tom, Carrie, and Scott,” explained Paul. “Whenever we have questions... about the farms... I give them a call... It’s a good partnership.”

Hertz has also helped Haverkamp Group buy and sell farmland throughout the state.

“We’ve had several Hertz managers help sell farms for us,” Paul added. “Carrie, Tom, Scott—all have been involved.”

### **Stewardship at the Core**

For Haverkamp Group, stewardship isn’t just a core value—it’s a practice. “We want to leave every property better than we found it,” Paul said.

That approach has fueled several conservation initiatives. In Floyd County, for example, they are working with Carrie Seidel on a wetland project through a state program. Other farms have seen extensive tiling, CRP enrollment, and other stewardship-focused improvements.



Left to right: Carrie Seidel, AFM, CCA, Tom Carlson, AFM and Scott Henrichsen, AFM



Brent Haverkamp viewing a 360 Tour of a farm for sale on the Hertz website.

***“Whenever possible, we try to rent to beginning farmers.”***

- Paul Wilken

“They play the long game,” said Hertz Farm Manager Scott Henrichsen. “They don’t make a decision for one season at the sacrifice of future seasons. It’s about doing the right things for the long term.”

Supporting new farmers has also become a meaningful goal. “Whenever possible, we try to rent to beginning farmers,” Paul said. “And Hertz helps us find those opportunities.”

“One thing that I think makes Haverkamp Group really special is they put a lot of emphasis on beginning farmers,” explained Scott. “New farmers, it is so hard

for them to pick up ground, and through the Haverkamp Group we have been able to allow beginning farmers to really get a foothold and establish an operation.”

### **Building for the Future**

Though farmland began as a diversification strategy, it has become a cornerstone of Haverkamp Group’s long-term vision. Even as they continue to develop multifamily housing, Brent and Paul see farmland as a way to create balance—and build something that lasts.

“We build wealth through multifamily real estate, but farmland is how we hold wealth,” Brent said. “It’s

a great stabilizer for our portfolio—and something we can pass on to the next generation.”

That philosophy has fueled their ongoing partnership with Hertz Farm Management. Over the past decade, the two organizations have worked side by side to build more than an investment portfolio—they’ve built trust.

With shared values, long-term thinking, and mutual respect, the relationship has become a model for how investors and farm managers can collaborate to make smarter decisions and leave a lasting impact on the land.



# Hertz Professionals Update

## Congratulations To Our Farmland Professionals on their Newest Accreditations!



**Dakota Schaumburg, AFM**  
**Congratulations to Dakota for earning her Accredited Farm Manager designation!**

Dakota joined Hertz in 2021 as a farm manager in our Kankakee, IL office.



**David Krier, AFM**  
**Congratulations to David for earning his Accredited Farm Manager designation!**

David joined Hertz in 2021 as a farm manager in our Norfolk, NE office.



**Troy Dukes, AFM**  
**Congratulations to Troy for earning his Accredited Farm Manager designation!**

Troy joined Hertz in 2021 as a farm manager in our DeKalb, IL office.

## Welcome our Newest Team Members



**Maddie Orewiler**

Maddie joined Hertz in 2024 as an appraisal trainee in the Mount Vernon, IA office.



**Daniel Tingle**

Daniel joined Hertz in 2024 as a farm manager in the Avondale, AZ office.

*Hertz Farm Management continues to hire the best and the brightest, to serve the ever changing needs of our clients.*

**The American Society of Farm Managers and Rural Appraisers (ASFMRA)** offers professional accreditations in both farm management and rural appraising.

### **Accredited Farm Manager (AFM)**

To qualify for Accredited Farm Manager designation, a farmland professional needs to meet the following qualifications:

- 4 years farmland management experience
- 4-year college degree
- ASFMRA membership
- Completion of ASFMRA course work
- Submission of a successful farm management plan
- Pass the ASFMRA accreditation exam

### **Accredited Rural Appraiser (ARA)**

To qualify for Accredited Rural Appraiser designation, a farmland professional needs to meet the following qualifications:

- 5 years of appraisal experience
- 4-year college degree
- ASFMRA membership
- Completion of ASFMRA course work
- Submission of 6 appraisal reports
- Pass the ASFMRA accreditation exam

# Celebrating Our 2024 APEX Award Winners

Hertz Farm Management is proud to recognize 20 of our land professionals who were honored as part of the REALTORS® Land Institute's 2024 APEX Awards, sponsored by *The Land Report*.



**Troy Louwagie, ALC**  
APEX 2024 Region 7 Broker of the Year in Ag Land Crop Sales and Top 20 National Producer



**Matt Vegter, ALC**  
APEX 2024 Region 7 Broker of the Year in Residential Land Sales



**Spencer Smith, ALC**  
APEX 2024 Land Rising Star Award

These Hertz team members were recognized in the **APEX Producers Club** for over \$5 million in qualifying land sales in 2024.



Scott Arens



Jared Augustine



Terry Dean, ALC



Troy Dukes



Rebecca Frantz, ALC



Kyle Hansen, ALC



Rachelle Heller, ALC



Scott Henrichsen



Darrell Hylen, ALC



Ryan Kay, ALC



Troy Louwagie, ALC



Brian Massey



Nick Meixell



Chad Reifscheider



Elliott Siefert



Chris Smith, ALC



Spencer Smith, ALC



Matt Vegter, ALC



Brandon Yaklich



Jason Zabka

*We're proud of the professionalism and results our team continues to deliver.*



## Grain Markets

Dylan Daehn  
Farm Manager,  
Licensed Real Estate Salesperson in IA  
Mt. Vernon IA

***Brazil remains a formidable competitor in global export markets...***

Over the past 6 months, corn and soybean markets have experienced considerable volatility, shaped by a combination of government reports, trade dynamics, and strong South American production. The USDA sparked a winter price rally, with the January report revealing that U.S. corn production fell by about 3% in 2024 to 14.8 billion bushels due to reduced acreage. This was in stark contrast to earlier reports. Strong corn demand was another contributor to price strength. Soybean prices also increased, to compete for new crop acres, in spite of the

fact the report showed soybean production up 5% in 2024, to 4.3 billion bushels, due to increased acreage.

The May World Agricultural Supply and Demand Estimates (WASDE) report provided our first look at the 2025/26 marketing year which will begin September 1. The USDA estimates corn planting of 95.3 million acres, an increase of 4.7 million acres over 2024. Ethanol use was estimated to remain the same as 2024, while exports and feed/residual was projected to increase. Ending stocks for 25/26 were estimated to be 1.8 billion bushel vs 1.4 billion bushel for 24/25. On the soybean side, plantings are estimated at 83.5

million acres, a decrease of 3.6 million acres over 2024. Crush use was estimated to increase 70 million bushel over 2024, while exports, seed, and residual uses are projected to decrease slightly. Ending stocks for 25/26 were estimated to be 295 million bushel vs 350 million bushel for 24/25.

On the export front, tariff concerns and trade policy have continued to be a market moving factor. China, traditionally a significant buyer of U.S. soybeans, has scaled back purchases due in part to ongoing geopolitical tensions, reduced need due to their own economic slowdown, and cheap, ample supplies

### December 2025 Corn Futures



from South America. U.S. and China have agreed to a 90-day tariff pause sparking optimism on both sides that cooler heads will prevail. Japan has shown renewed interest in increasing corn imports from the U.S. but Mexico continues to be our largest customer for corn by a large margin. Overall, export demand remains strong for corn and somewhat less certain for soybeans. Any changes to trade agreements or tariffs will have immediate implications for corn and soybean prices.

Ethanol and renewable diesel have also been key demand-side drivers for corn and soybeans. The USDA estimates corn used for ethanol at 5.5 billion bushels for the

2024–25 marketing year, reflecting stable domestic demand. Additionally, renewable diesel production, fueled by both state mandates and federal incentives, continues to support soybean demand, though any policy shifts could alter this landscape quickly. There seems to be a consensus that we will see a considerable increase in renewable volume obligations from the EPA sometime this summer.

Internationally, Brazil's growing role as a global agricultural powerhouse continues to shape market fundamentals. This year, Brazil's soybean production could exceed 6.4 billion

bushels, up from last year's record of 6.2 billion bushels, while corn output is projected near 5.1 billion bushels. With much of that corn coming from their safrinha crop, Brazil remains a formidable competitor in global export markets, often undercutting U.S. prices and limiting market share for American producers.

As we look toward the summer and fall, seasonal patterns suggest that corn and soybean prices often rally into mid-summer due to weather risks ahead of the pollination and pod-filling stages. U.S. weather, global production, and trade developments will all play a role in determining price direction.

***...renewable diesel production, fueled by both state mandates and federal incentives, continues to support soybean demand...***

## November 2025 Soybean Futures







## Farmland Values Update

Doug Hensley  
President of Hertz Real Estate Services  
Nevada, IA

*The  
Midwestern  
farmland  
market  
turned  
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lower in 2024*

Here in Q2 of the 2025 calendar year, we can look back on 2024 as a transition year for the Midwestern farmland market. The incredible climb higher in the land market – which began in 2020 and more or less ran through the end of 2023 – turned sideways to lower in 2024. Some regions observed only minor softness, while other areas endured more significant weakness. Timing-wise, the most visible weakness across the marketplace occurred around harvest last fall, when yield uncertainty was heightened, and grain prices were lowest. Since that time, commodity prices have risen and fewer farms have been brought to market, each of which has supported price levels for those farm sales that are occurring. Across the Midwest, here are some additional state-specific comments.

### Iowa Land Stabilizing

The REALTORS® Land Institute – Iowa Chapter recently

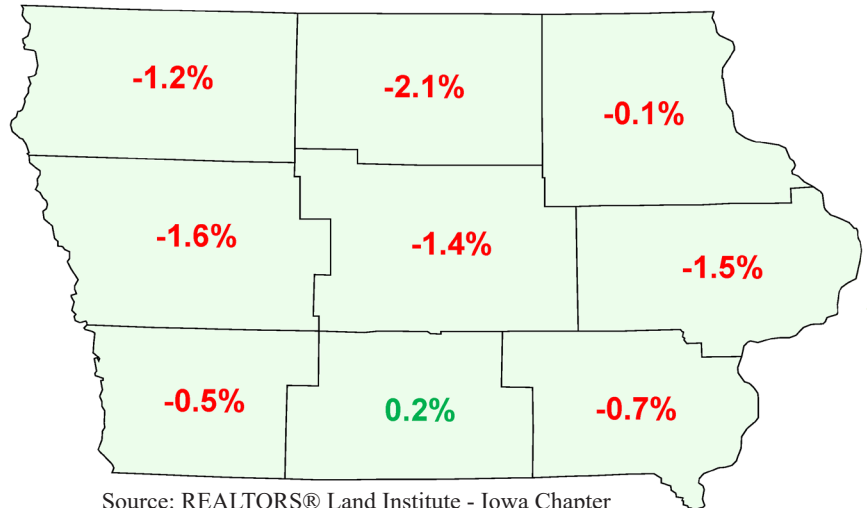
shared the results of their latest land values survey. From September 2024 to March 2025, the average price of farmland in Iowa dipped by just 1%. That's a smaller drop compared to the prior March to September 2024 report, when values fell by 5%. Altogether, this adds up to a 6% decline over the past year for tillable acres across the state. Even so, survey participants described the early '25 market as "stable," noting that buyer interest has picked up since the start of the year. Limited land availability, a recent rebound in crop prices, and expanded government support have all helped steady the market after the declines seen in 2024.

### Illinois Land Market Softens

According to the annual survey conducted by the Illinois Society of Professional Farm Managers and Rural Appraisers, "Excellent" quality Illinois land softened by 3-4% in 2024. Further, from the same survey, a majority of survey respondents are expecting farmland prices to either remain the same or decline slightly in 2025. When asked what's driving their outlook, respondents pointed to a more difficult farm economy, rising interest rates, and weaker commodity prices compared to recent years, as the biggest factors influencing land values.

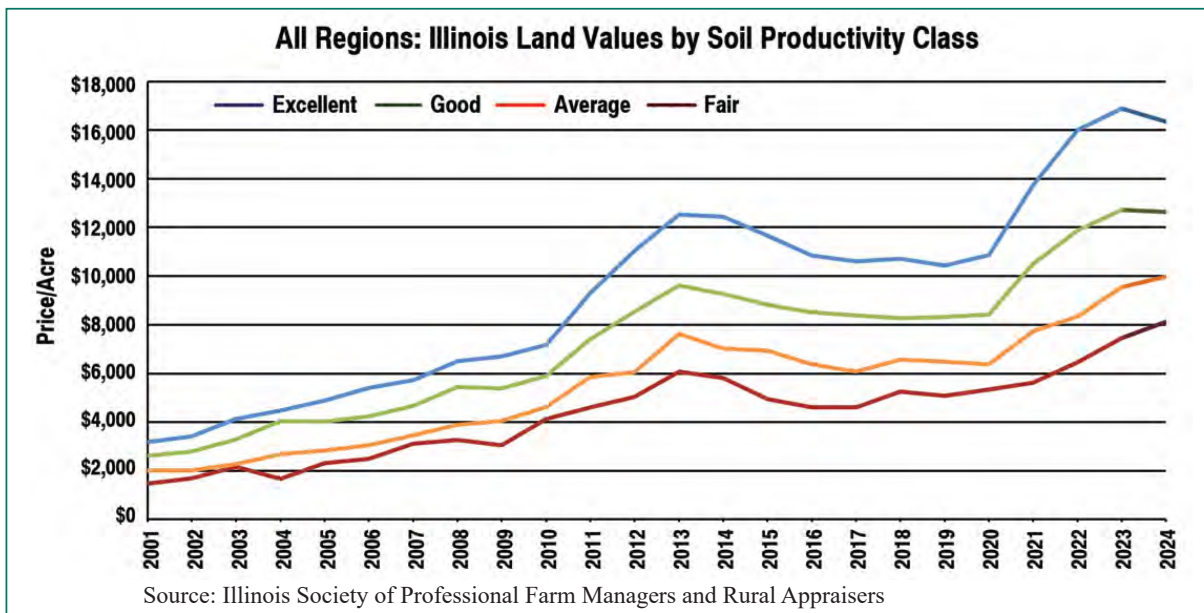
### Iowa Land Values Decrease Slightly, Show Stability

September 2024 - March 2025



Source: REALTORS® Land Institute - Iowa Chapter





*...land prices have firmed, based largely on higher commodity markets compared to last fall...*

### Nebraska Land Values Dip 2%

According to the 2025 Nebraska Farm Real Estate Market Survey, the average value of agricultural land in Nebraska fell by 2% over the past year. However, the Nebraska survey also tells a divergent story, based on the type of land being considered. Specifically, row-crop farmland was mostly weaker, while pasture and ranchland saw appreciation over the past year. Survey respondents pointed to lower crop prices, higher interest rates, and rising input costs as the key reasons for the minor decline in row-crop land values across the state, while also pointing to higher livestock values and lower feed costs for the support to grazing and ranchland values.

### Minnesota Land Values

Changes in land values and rents were mixed across the Minneapolis Federal Reserve District, and across Minnesota specifically. Non-irrigated cropland prices increased ever so slightly in Minnesota, while the district average cash rent for non-irrigated land decreased by almost 2 percent from a year ago. Irrigated land rents fell nearly 4 percent. The Fed Bank reported outlook for agriculture over the opening quarter of 2025 was generally pessimistic, as a large majority of lenders in the Minneapolis district reported an expectation of lower farm incomes in 2025, along with a contractionary outlook for farm capital investment.

### Looking Ahead

In conclusion, the Midwestern farmland market turned sideways to lower in 2024, for the first time in 5 years. Now in early 2025, land prices have firmed, based largely on higher commodity markets compared to last fall, limited land sale volumes, and additional government support that was pumped into the countryside beginning in April. As we move into the heart of the 2025 growing season, those factors that firmed the market in Q1 and Q2 should be watched closely for clues on how they may drive land prices in the early fall. As always, we will keep our finger on the pulse, and we will inform you of all that we see.

# Understanding Section 45Z: What Landowners Should Know

*Practices that improve soil health and reduce emissions... may become more valuable.*

If you own farmland, you may have heard about “Section 45Z”—a newly instated fuel production tax credit that could influence farming practices in the years ahead. While it may seem like something for energy companies and ethanol producers to worry about, this policy could have ripple effects that reach your fence line. Here’s what landowners should know.

## What is Section 45Z?

Section 45Z was introduced as part of the Inflation Reduction Act under the Biden Administration and offers

tax credits to fuel producers for creating low-emission transportation fuels. The credit is designed to reward lower carbon intensity (CI) of biofuels, encouraging the use of feedstocks produced with practices that result in fewer greenhouse gas emissions. It is in place for fuel produced and sold from 2025 through 2027 and replaces the existing blender’s tax credit for biofuels. At this writing, the tax credit is being proposed to be extended until the end of 2031 as part of a Congress budget-reconciliation bill.

## Why It Matters to Landowners

While landowners aren’t the direct recipients of this tax credit, the demand for low-carbon feedstocks—like corn for ethanol, soybeans for biodiesel, or either crop for sustainable aviation fuel—could increase. But it’s not just about what you grow; it’s about how you grow it.

Practices that improve soil health and reduce emissions—like cover cropping, reduced tillage, use of livestock manure, or enhanced fertilizer management—may become



Cereal Rye cover crops emerging through corn stalks.

more valuable. That's because fuel producers may seek out crops grown using "climate-smart" methods to help lower their CI scores and qualify for the 45Z credit. As of this writing, the IRS is still determining how CI scores will be calculated on the farm level, so it is uncertain how much of the tax credit might be shared with farmers.

If your land is leased to a tenant, this may prompt new conversations around implementing sustainable practices. As the credit becomes more influential, producers might be asked to track farming practices more closely or consider new cropping strategies. That makes open communication and well-structured lease agreements critical.

However, it should be noted that the easiest way for biofuel producers to lower their CI score is to capture the carbon before it is emitted. Carbon capture pipelines have been proposed across Iowa, Nebraska, Minnesota, South Dakota, and North Dakota to store carbon below ground. This would reduce a plant's carbon emissions by over half, easily putting them "in the money" to benefit from the 45Z tax credit. Utilizing

low carbon corn or soybeans is not expected to be as significant of a reduction to a plant's CI score, keeping the immediate focus on whether the carbon capture pipeline is implemented.

### Things to Watch For

- **Market Shifts:** As demand for low-CI feedstocks grows, it could affect commodity pricing, crop selection, and land value. Landowners should stay informed to understand how those changes might influence their property.
- **Data Sharing Expectations:** Fuel producers may require documentation on how crops were grown to qualify for the credit. That could mean more attention to record-keeping on your farm or with your tenant.
- **Lease Agreements:** As farming practices evolve, landowners and tenants may need to revisit lease terms to define who bears the cost—and who benefits—from adopting climate-smart practices.
- **Carbon Capture Pipeline Status:** All states along a major pipeline route have approved the pipeline except for South Dakota. The pipeline must run through South Dakota in order to store the carbon in the

ground in North Dakota.

- **Government Policy:** It is unknown when CI scoring rules will be finalized by the IRS. Additionally, since the 45Z tax credit is currently only in effect until 2027, its long-term future is also uncertain, as subsequent policies are still subject to change.

### The Bottom Line

Over the past several years, companies and governments across the globe have enacted commitments to reduce greenhouse gas emissions. Section 45Z is another signal that agriculture can be part of the solution for the increased focus on a climate-conscious future. For landowners, staying proactive—by understanding the policy, having informed conversations with tenants, and staying in touch with trusted advisors—will be key to navigating the changes ahead.

If you're wondering how conservation practices might align with your goals or your tenant's operation, we're here to help. Connect with a Farmland Professional to explore what makes the most sense for your land.

<https://www.hertz.ag/farm-management/conservation>

*If your land is leased to a tenant, this may prompt new conversations around implementing sustainable practices.*



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Avondale, AZ (602) 932.5874

## Landowner Educational Seminars Summer 2025 Schedule

**All landowners are invited to attend one of a series of Summer seminars.**

Our seminar topics will include Grain Markets, Farm Lease Trends/Leasing Alternatives, Land Trends and more!

If you are planning for the next generation, encourage your children to attend with you.

**Online Registration:**

\$35 per person,  
\$50 per couple

To Register, Scan the QR Code  
or Register Online at  
[www.Hertz.ag/seminars](http://www.Hertz.ag/seminars)



**Walk-in/Pay at the Door Registration:**

\$50 per person, \$85 per couple

**Registration includes:**

Lunch, break refreshments and handouts of the presentations.

**Questions?** Give us a call at 515.382.7979

## Dates & Locations



**July 23** Mankato, MN  
**July 25** Cedar Rapids, IA  
**July 29** Sioux City, IA  
**July 30** Dwight, IL  
**July 31** Omaha, NE  
**Aug. 1** Ames, IA

**Aug. 5** Fairfield, IA  
**Aug. 6** Rochester, MN  
**Aug. 7** W. Des Moines, IA  
**Aug. 12** Rock Island, IL  
**Aug. 14** Cedar Falls, IA

**Attorneys receive CLE for attending**  
Check our website for details

All seminars will be from 8:30 a.m. – 3:00 p.m.