



2025

THE LANDEXPO

INFORMATIONAL
SEMINAR



26TH
FEBRUARY
FROM 10AM-1PM

Howard Johnson
by Wyndham
1920 Roschman Ave
Lima, OH 45804

DISCUSSION & INSIGHT

Don't miss your opportunity to hear from market experts! Barry Ward, from The Ohio State University and Greg Smith, with IPX Exchange will share information regarding the current value of land and cash rents in Ohio and the details of a 1031 tax deferred exchange. If you would like to keep a close understanding of the current farmland market, current cash rents, and get updates on how 1031 tax deferred exchanges can benefit you, then don't miss this event! Please reserve a spot early as seating is limited and spots will fill up fast.

CONTACT US TO RESERVE YOUR SEAT! LUNCH IS PROVIDED!

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2045 Heather Dr., Lima, OH 45804



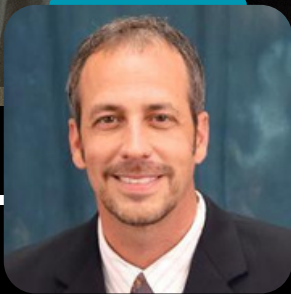
Guest speaker
BARRY WARD



Guest speaker
GREG SMITH



THE LAND EXPO 2025



BARRY WARD

“Value of Land & Cash Rent”

BIOS

Barry Ward, The Ohio State University College of Food, Agricultural and Environmental Sciences.

Leader, Production Business Management: Works collaboratively for the development and delivery of Extension Programs that provide managers of farm/agricultural businesses with tools, information, and analysis to manage their firms. Focus includes land economics, farmland value and cash rental rates, farmland lease issues, crop economics and budgets, machinery economics, and federal & state tax issues.

Director, Income Tax Schools at the Ohio State University: Works collaboratively planning, organizing and co-teaching schools for tax professionals as well as providing tax education on critical issues for Ohio’s agricultural sector.

Undergraduate instruction: AEDE 3104, Farm Business Management. (Taught since 2006.)

Part-time farmer as a part of Ward Farms in Urbana, Ohio.

TOPIC OF DISCUSSION

As the research lead for The Ohio State University regarding Ohio Cropland Values and Cash Rent Rates Mr. Ward will focus his conversation on the current value of farmland and cash rent in three categories; average, top and poor farmland classes. The information and research performed by Mr. Ward is very helpful for local farmers, investors and lenders. If you have any interest in the current state of the Ohio Farmland market you wont want to miss this event.



GREG SMITH

“1031 Exchange”

BIOS

Greg D. Smith, Esq., manages the territory that includes Ohio, Kentucky, Kansas and Missouri for Investment Property Exchange Services, Inc. He was admitted to the Ohio Bar in 1996 and is also admitted to the U.S. District Court for the Southern District of Ohio. He received his B.A., magna cum laude, from Kenyon College in 1993, and his J.D. from The Ohio State University College of Law in 1996. He is a member of the honors fraternity Phi Beta Kappa. He practiced Real Estate and Business Law with a downtown Columbus, OH law firm and was with Chicago Title before joining IPX. IPX is a member of the Federation of Exchange Accommodators.

Mr. Smith is a frequent lecturer on the subject of 1031 exchanges. He is a member of the Ohio State Bar Association, the Columbus Bar Association (Real Property Section Member), and he was chosen for membership in the Barrister Leader Program. He is a former board member of Homeownership Network Services and has been active in many other volunteer pursuits with Franklin County Children’s Services, the ALS Central & Southern Ohio Chapter, and several other local organizations. He has coached his three kids’ baseball, soccer and basketball teams. He enjoys traveling with his wife, Mara, and the kids.

TOPIC OF DISCUSSION

Greg Smith works for IPX Exchange Services, Inc., which conducts thousands of 1031 exchanges every year. There are usually many misconceptions and misunderstandings regarding how a 1031 exchange works and how it can benefit you as a seller. Greg’s experience can help you as the seller of an asset understand how to correctly conduct a 1031 tax deferred exchange.

SPECIAL THANK YOU TO BENCHMARK TITLE SERVICES LLC FOR PROVIDING LUNCH!

SCHEDULE OF EVENTS



10:00 AM

- *Introductions*



10:15 AM

- *Ohio Cropland Values and Cash Rent Rates*

SPEAKER 1

Barry Ward

Leader, Production Business Management
614-688-3959



11:30 AM

- *Lunch is Served*
- *Meal provided by Benchmark Title Services LLC*
- *How farmland has compared to other investments in the last 10 years.*

SPEAKER 2

Devin Dye

Owner of Dye Real Estate
419-303-5891



12:00 PM

- *1031 Tax Deferred Exchanges*

SPEAKER 3

Greg Smith

Lecturer
614-477-1301

LUNCH PROVIDED BY:


BENCHMARK
TITLE SERVICES LLC



**REAL ESTATE
& LAND COMPANY**

2025 THE LAND EXPO



Wednesday, February 26, 2025



10:00 AM - 1:00 PM



Howard Johnson by Wyndham
1920 Roschman Ave
Lima, OH 45804

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FORWARD TO
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SEMINAR TOPICS

Ohio Cropland
Values and Cash
Rent Rates

Farmland as an
Investment

1031 Tax
Deferred
Exchange

The farmland market has seen a significant increase in value over the past 5 years. Don't miss the opportunity to learn from market experts regarding the current value of farmland and cash rents. Also, hear how farmland has compared to other types of investments. Lastly, join us for an interesting discussion on how a 1031 tax deferred exchange can be useful to you or your family when navigating the potential sale of assets. With the increased value of assets this event is essential in helping you with estate and business planning.