



MISSION: To provide landowners with expertise and personal service toward the fulfillment of their objectives for farmland ownership.

FARM MANAGEMENT SERVICES

- New management accounts
 - Initial inspection of the property
 - Meet with farm operator to review existing practices and property needs
 - Review existing lease terms
- Leasing
 - Recommendation for lease type and terms consistent with landowner's objectives for the farm and current terms in the area
 - Select new lessee (only when needed)
 - Negotiate lease terms with the farm operator
 - Supervision of farm operator in all aspects of production
- Reporting
 - Quarterly financial report of Receipts and Disbursements
 - Annual tax ledger summary
 - Periodic Crop Progress Reports
 - Special projects
- Financial record keeping
 - Collection of income
 - Payment of expenses
 - Verification of accuracy for receipts and disbursements
 - Distributions to owner as desired
- Crop Planning
 - Fertilizer and limestone plans based on soil tests, crop yields, and crop to be planted
 - Incorporate information from experience on managed farms, the farm operator, and independent or seed company research and yield trials to develop seed recommendations best fit for each farm
 - Consideration of herbicide, tillage, cover crops, and crop rotation options to control the infestation of herbicide resistant weeds becoming common in the area
 - Work closely with the farm operator to implement crop plans and pursue ways to improve productivity

- Capital Improvements and Repairs
 - Develop plan for long term capital improvements or maintenance needed
 - Recommendations to owners with cost estimates
 - Select and work with contractor during planning and implementation
 - Oversee construction
 - Particular attention is given to conservation needs and drainage to reduce soil erosion and improve the long term productiveness of the farm
- Grain Marketing
 - Fundamental and technical market analysis
 - Forward, cash sales, or basis contracts dependent upon owner risk tolerance or preference
- Insurance
 - Annual review of existing insurance coverage
 - Liability
 - Property
 - Crop – hail and/or multi-peril
 - Recommendations to owner and discussion regarding any changes
- Government Programs
 - Review/analysis of income or conservation programs which may be beneficial for the farm
 - Handle paperwork for program participation
- Communication
 - Timely, clear, and open communication is critical in each aspect of our services.
 - Contact by email, U.S. mail, or phone as preferred or applicable
- Misc
 - Contract for soil tests to be taken every 3-4 years. Target fertilizer and limestone applications to build/maintain fertility near optimum levels.
 - Seek ways to cost-effectively utilize technology to improve farm productivity and provide useful information to the farm owner