

RICHARD ZOLLINGER

LAND MANAGER



Email: Richard@PeoplesCompany.com
Mobile: 208.565.8815
Office: 509.876.8633

AgriBusiness Trading Group
109 West Poplar Street
Walla Walla, WA 99362



BIO

Richard has 20+ years of agriculture experience in both production and Land Management. He grew up on a family farm in southeastern Idaho growing sugar beets, small grains, and alfalfa. This helped create his passion for agriculture. He graduated from Utah State University with a Bachelor of Science degree in Ag Business and Business.

Richard connected with a farm management company out of college whom he worked with for almost 20 years. He has farmed in the Willamette Valley growing grass seed and vegetable crops and in the Columbia Basin growing potatoes, sweet corn, field corn, carrots, and canola. Most recently he spent 7 years in Iowa managing an investment farm portfolio in Iowa, Illinois, and Missouri. Richard brings experience in a variety of crops and growing practices. He understands the importance of working hard but most importantly working smart, utilizing all the resources available to make the best decisions.

Richard has been able to return to Idaho and spent the last year as an Ag Lender for Zions Bank in Idaho. This helped him to understand the financial metrics necessary for a farm and ranch to succeed in an ever-changing economic environment.

Richard joined Peoples Company in 2021 as a Land Manager in the Pacific Northwest. He is excited to help landowners reach their investment goals and farm operators to reach their production goals.

EXPERIENCE

- Understands production practices in variety of row crops, both irrigated and non-irrigated
- Develop capital and crop budgets
- Manage land improvement projects to enhance property value and production returns
- Maintain historical records for farm inputs, yield records and capital improvements
- Create irrigation plans to effectively schedule, apply, and report water usage
- Collaborate with landowners and farm operators for best management strategy
- Achieve compliance with government programs, sustainable programs, and contract terms
- Perform due diligence for farmland acquisitions
- Execute farm leases