

# PAUL ANDERSON, AFM

*LAND MANAGER*

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Peoples Company - Indianola

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## LAND MANAGER

Paul has a lifetime of experience in Agriculture ranging from working on cattle ranches in South Dakota to growing row crops in the Midwest to trading commodities in Chicago. He grew up on a family farm in Central Illinois where his family grew corn and soybeans and raised hogs and cattle.

Professionally, Paul's varied experiences allow him to offer a well-rounded perspective on nearly all aspects of Agriculture. He began his career as an Engineer and then transitioned to a commodity trader with a small trading firm in Chicago. Paul traded soybeans, soybean meal, and soybean oil daily on the CME for three years. Having a desire to return to rural Midwest and have more direct farm involvement, Paul eventually landed back in Iowa and started a career in the beef industry. During his tenure as a cattle marketing rep, Paul assisted his clients in cash marketing of all classes of cattle. He also worked closely with his clients to identify risk management solutions and provide financing for the purchase of cattle.

Since joining Peoples Company in early 2021, Paul has quickly expanded the number of clients and acres under his management. He manages a diverse set of properties from livestock operations to row crop farms in some of the most desirable parts of Iowa. Paul's knowledge of farmland and Ag production helps ensure that optimal rental rates are achieved by his clients. Paul also stays current on changing market conditions and leans on his experience as a commodity trader to realize market-beating grain prices for his clients in share-crop or custom farming scenarios.

In college, Paul earned a degree in Agricultural Engineering from Iowa State University. Though he ultimately decided to pursue opportunities in Engineering, the degree and experiences in engineering continue to serve Paul well. It has trained him to be a critical thinker and given him the ability to solve complex problems.

## EDUCATION

Iowa State University, B.S. 2007 – Ames, Iowa

## EXPERIENCE

- Background in agricultural and engineering, bringing strong problem-solving and critical thinking skills
- Experience in livestock marketing and risk management
- Manages a mix of row crop farms and livestock operations in high-demand regions of Iowa
- Advises on competitive lease terms to maximize client returns
- Uses commodity expertise to secure strong grain prices in share-crop and custom farming arrangements
- Stays up to date on ag market trends to support sound client decisions
- Delivering value through active farm oversight, client relationships, and strategic management
- Manages strong, productive relationships with both landowner clients and farm tenants

## LICENSES

Iowa: #S69978000

## MEMBERSHIPS & AFFILIATIONS

Member of American Society of Farm Managers and Rural Appraisers, Accredited Farm Manager (AFM)