PAUL ANDERSON, AFM

Land Manager

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Paul Anderson brings a rare combination of production agriculture, commodity markets, and land management expertise to his clients. With a lifelong background in agriculture and a career spanning engineering, commodity trading, and livestock marketing, Paul offers a disciplined, market-driven approach to farmland management.

Raised on a family farm in central Illinois, Paul developed a hands-on foundation in grain and livestock production at an early age. He later expanded that experience working on cattle ranches in South Dakota and farming operations across the Midwest, gaining practical exposure to a wide range of production systems, management styles, and regional practices.

Paul began his professional career as an agricultural engineer before transitioning into commodity trading in Chicago, where he traded soybeans, soybean meal, and soybean oil daily on the CME. This experience sharpened his ability to analyze markets, manage risk, and identify pricing opportunities—skills that continue to deliver value for landowners today.

Before joining Peoples Company in 2021, Paul worked in the beef industry as a cattle marketing representative, advising producers on cash marketing strategies, risk management solutions, and financing options across all classes of cattle.

Since joining Peoples Company, Paul has rapidly expanded his client base and the number of acres under his management. In 2024, he earned the Accredited Farm Manager (AFM) designation from the American Society of Farm Managers and Rural Appraisers. Paul oversees a diverse portfolio of properties, including high-quality row-crop farms and livestock operations in some of Iowa's most sought-after agricultural regions. His market knowledge and production insight help clients achieve competitive rental rates, optimize operational decisions, and capture favorable grain pricing in crop-share and custom-farming arrangements.

Paul approaches each farm as a unique asset and works closely with landowners to align management strategies with their long-term objectives. Known for his diligence, analytical mindset, and practical problem-solving, Paul delivers thoughtful guidance and creative solutions designed to maximize both land performance and landowner value.

EDUCATION

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

LICENSES

Iowa: #S69978000
Minnesota #41043990

MEMBERSHIPS & AFFILIATIONS

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