SHAE SMITH

Owner, Lallman Paulson & Brettmann, Inc.
& Land Manager
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Shae Smith is an Owner and Farm Manager with Lallman Paulson & Brettmann, Inc., a leading agricultural real estate and farm management company serving landowners throughout Nebraska and Iowa. Raised in rural Nebraska near his family's farming operation in Clay County, Shae developed a strong understanding of production agriculture, land stewardship, and farm economics at an early age.

Shae attended the University of Nebraska Omaha before transferring to Florida International University in Miami, Florida, where he earned a Division I football scholarship while completing his Bachelor of Business Administration degree. After graduating in 2013, he began his professional career in agriculture and real estate, obtaining his real estate licenses in Nebraska and Iowa.

In 2016, Shae joined Lallman Paulson & Brettmann, Inc., where he gained experience in accounting, office management, crop insurance, and farm management. In 2018, he became a business partner in the firm following the retirement of Jim Paulson. In 2024, Lallman Paulson & Brettmann, Inc. entered into a strategic partnership with Peoples Company, expanding resources, services, and opportunities available to clients throughout the Midwest.

With over 12 years of experience in agricultural real estate and farm management, Shae specializes in farm and ranch management, crop-share and cash lease administration, custom farming operations, grain marketing, commodity risk management, financial analysis, farm accounting, and agricultural real estate brokerage.

Shae manages a diverse portfolio of agricultural assets throughout Nebraska and Iowa and works directly with landowners and operators to develop customized management strategies that maximize profitability, preserve asset value, and align with each client's long-term goals. His management philosophy is centered on communication, accountability, transparency, and delivering long-term value to the landowners he serves.

EDUCATION
Florida International University | Miami, Florida
Bachelor of Business Administration, 2013
NCAA Division I Football Scholarship Athlete

EXPERIENCE
- Farm, ranch, and recreational land management
- Crop-share, cash rent, flexible lease, and custom farming administration
- Grain marketing and commodity risk management
- Farm financial analysis, budgeting, and accounting
- Agricultural real estate brokerage and asset management
- Landowner, tenant, and operator relations
- Conservation planning, crop insurance, and regulatory compliance
- Farm succession planning, ownership transition strategies, and partition actions

LICENSES
- Nebraska Real Estate Designated Broker License #20250579
- Iowa Real Estate License #S64046000
- Nebraska Notary Public
- Nebraska Private Pesticide Applicator License #103032
- Lower Platte North NRD Certified for Groundwater Use and Nitrogen Management #7854

MEMBERSHIPS & AFFILIATIONS
- American Society of Farm Managers & Rural Appraisers (ASFMRA), Member Since 2016
- Board Member, Dodge County 4-H Foundation, Fremont, Nebraska
- Peoples Company Stockholder