

Webinar: Farm Leasing Amidst COVID-19

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Webinar Recording:

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Presentation Slides:

[Mitchell Hora, Continuum Ag](#)

[Bill Haupts, AgSurion Risk Consulting](#)

[David Muth, Alternative Equity Advisors](#)

The turn of the calendar to August always brings with it questions on the next year's farm leases in Iowa. The September 1st lease termination deadline requires a current lease to be terminated if one or both parties seek to make changes to the farm lease for the upcoming year. In a typical year, landowners want to know how the weather has affected the current growing crop and expectations for fall yields. Planning for the next year's lease also depends on how trade and policy are affecting grain prices in the current year and the next.

2020 brings with it even more variables that are affecting grain prices, rental rates, and land values. To provide insight on today's outlook, Peoples Company has collected an expert panel to cover every aspect of farmland ownership. The webinar will begin with commentary on the 2020 growing season and grain markets and then shift to farmland leasing recommendations with an emphasis on opportunities to expand alternatives to increase profitability and improve the sustainability of farmland.

SPEAKERS & TOPICS:

Leasing Law

Erin Herbold-Swalwell, [Brick Gentry P.C.](#)



Erin Herbold-Swalwell practices primarily in the areas of agricultural law, estate planning, and business succession planning. Prior to joining the private practice of law, Erin was the Staff Attorney at the Iowa State University Center for Agricultural Law and Taxation, where she assisted farmers and conducted research, writing, and public speaking in several areas of agricultural law. Erin has also served as chair of the Iowa State Bar Association's Agricultural Law Section. Raised on a family farm near Mingo, Iowa, Erin continues to be involved with farming and agriculture. Erin enjoys giving back to the community and spending time with her family.

Current Grain Markets

Bill Haupt, [AgSurion Risk Consulting](#) (formerly Russell Consulting Group)



Bill Haupts is an 18-year veteran of AgSurion Risk Consulting (formerly Russell Consulting Group). Bill works with individual farming operations on their marketing and with financial advice. By incorporating the individual financial situation of each client together with marketing advice, the client is able to reach short and long term financial goals. The company has a proven track record of success for their clients.

Crop Conditions

Mitchell Hora, [Continuum Ag](#)



Mitchell is a 7th generation Washington, Iowa farmer and the Founder/CEO of Continuum Ag. Continuum Ag, his soil health data analytics company, has amassed a large independent soil database, launched the first online soil health analytics software, and has built a global footprint of farmers, consultants, and ag industry partners. Mitchell is a co-host of the American Public Media Podcast, [Field Work](#), and loves to share innovative ideas from his farm across social media. [@ContinuumAg](#)

Leasing Strategies

Kyle Walker, [Peoples Company](#)



Kyle Walker concentrates solely on land and asset management for Peoples Company, based out of Indianola, Iowa. His experience, persistence, work ethic, and overall knowledge of asset management make him a vital part of the team. Kyle's management approach includes achieving high operational goals, utilization of the latest technologies, and spearheading capital improvement projects focusing on clients' return on investment. He also sets high expectations for both annual income and long-term appreciation. Kyle is fluent with USDA programs, including EQIP enrollment, state and federal cost-share assistance, and CRP enrollment of environmentally sensitive acres. Kyle and his team also utilize the latest profitability software and Peoples Company's innovative proprietary management website. He regularly consults and oversees projects for outside investor clients and is experienced in litigated or court-appointed work.

National Perspective

David Muth, [Alternative Equity Advisors](#)



David Muth is the Managing Partner for Alternative Equity Advisors, the capital deployment affiliate for Peoples Company. David is an entrepreneur building businesses that focus on agriculture data service technologies, creating economic opportunities from sustainability and soil health-focused management, and creating innovative land acquisition strategies that deliver improved investment returns. David is advising on multiple national-scale efforts within USDA, commodity organizations, and large agribusinesses to deploy these strategies to economically improve conservation and soil health outcomes while providing net income benefits for landowners and operators.

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