

# Webinar: Big Questions in Land Management - February 2022

Published on Feb 7, 2022 by Land Managers



Please join Peoples Company and industry-leading experts on Tuesday, February 22nd from 3 p.m. to 4:30 p.m. CST for Peoples Company's webinar, "Big Questions in Land Management." This complimentary webinar will cover succession planning, crop marketing/futures, annual return vs. long-term appreciation, rice markets, and input prices. We look forward to bringing you valuable information for the upcoming 2022 agricultural season.

## **Webinar: Big Questions in Land Management**

Tuesday, February 22nd, 2022

3:00-4:30 p.m. CST

PRICE: Free

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## **SPEAKERS & TOPICS:**

### **Input Prices**



Gaji Balakaneshan  
Chief Operatin Office,  
[Midwestern BioAg](#)

Gaji Balakaneshan is the Chief Operating Officer at Midwestern BioAg, promoted from Vice President of Finance in January of 2022. Gaji leads the organization and develops strategic and commercial opportunities for the business. He holds a Bachelor of Science in Chemical Engineering from Tufts University in Boston, Massachusetts.

## **Crop Marketing/Futures Markets**



Joe Camp  
Director of Managed Programs,  
[Commstock Investments](#)

Joe Camp is Director of Managed Programs at Market Focus LLC, a division of CommStock Investments. His role is to assist producers with the full-service grain marketing programs offered by CommStock's line of Market Focus managed pricing products. He has been a trusted source of grain marketing advice for producers across the Midwest while providing hedge recommendations and order execution services as a Series 3 licensed broker. He is a published writer and accomplished presenter on agricultural markets. Joe earned a master's degree after completing an economics fellowship at Eastern Illinois University.

## **Rice Industry and Outlooks**



Milo Hamilton  
President & Senior Economist,  
[Firstgrain](#)

Since 2000 Milo Hamilton has been President of Firstgrain, an advisory service for the world rice industry. He has degrees from Stanford University (BA English) and in agricultural economics from the University of Missouri (BS) and Minnesota (MS). He has been involved, in one way or another in the rice markets for 40 years. He has been instrumental in the birth and development of the CME Group's rice futures contract in Chicago. Milo has served on the boards of many rice associations, advises customers throughout the global rice marketing chain, and is senior editor of the weekly publication, the Firstgrain Rice Market Strategist.

## **Rice Industry and Outlooks**



Tanner Ehmke  
Lead Economist,  
[CoBank's Knowledge Exchange Division](#)

Tanner Ehmke is a Lead Economist at CoBank's Knowledge Exchange research team that provides market and industry outlooks on sectors affecting the rural economy, including grains, oilseeds, biofuels and farm supply; animal protein; dairy production and processing; specialty crops; and power, energy and water. Tanner's research focus is specialty crops and dairy. CoBank provides loans, leases, export financing, and other financial services to agribusinesses and rural power, water, and communications providers in all 50 states.

## **Annual Return vs. Long-Term Appreciation**



Mollie Aronowitz  
Director of Sustainability & Land Manager,  
[Peoples Company](#)

Mollie joined Peoples Company in 2013 and has a Bachelor of Science degree from Iowa State University in Horticulture. As the fifth generation of a century-old farm operation, Mollie has inherited a strong connection to Iowa's landscape and a deep understanding of farm operators. She is adept at using her knowledge of land stewardship, best farming practices, and appreciation of family farm heritage to best serve her clients. She is able to tailor management plans and collect operator production data to increase production on the most productive acres of each farm while allowing conservation of the more sensitive parts of the farm.

## Succession In Estate Planning



Rena Striegel  
President,  
[Transition Point Business Advisors](#)

Rena Striegel, the creator of The DIRTT Project, is an internationally recognized business coach and consultant with more than 20 years of experience working directly with farmers, ag leaders, senior executives, and entrepreneurs to identify and implement strategies that create growth and profitability. As President of Transition Point Business Advisors, she leads client projects in the areas of strategic planning, business succession, continuity planning, and employee/leadership development.

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Contact Cathy at [Cathy@PeoplesCompany.com](mailto:Cathy@PeoplesCompany.com) with any questions about the webinar. To learn more about our approach to land management or to request a written proposal for your land, email us at [LandManagement@PeoplesCompany.com](mailto:LandManagement@PeoplesCompany.com) or call [855.800.5263](tel:855.800.5263).