

JANUARY

29

THE NINTH ANNUAL

# LAND INVESTMENT EXPO



SHERATON HOTEL | WEST DES MOINES



PRESENTED BY  
**PC PEOPLES**<sup>TM</sup>  
COMPANY  
INNOVATIVE. REAL ESTATE. SOLUTIONS.

[www.LandInvestmentExpo.com](http://www.LandInvestmentExpo.com)

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## ABOUT THE HOST

Peoples Company is a leading provider of agricultural land brokerage, land management, land appraisal and land investing services in the Midwest. The Land Investment Expo is the cornerstone of the Peoples Company's aggressive marketing tactics, with an innovative team of ag real estate sales professionals striving to connect landowners and investors. For more information, visit [www.PeoplesCompany.com](http://www.PeoplesCompany.com).



## NETWORK WITH US

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## LETTER FROM THE HOST



Peoples Company is excited to host the Ninth Annual Land Investment Expo. Packed with more content than ever, the 2016 Land Expo includes programming that reflects Peoples Company's aggressive educational, networking and marketing efforts to connect investors, farmers and owners from around the Midwest and across the country.

The Land Investment Expo offers an exciting day of programming and establishes a diverse setting for farmers, business owners, academics, REITS, land developers, hedge funds, pension funds, endowments, family offices, bankers, policy experts, real estate professionals and others to learn from, interact, and network with each other.

Our Ninth Annual Expo has attracted another line-up of high-quality speakers. New this year, and just in time for the Iowa Presidential Caucuses, will be the renowned political insider odd-couple of James "The Ragin' Cajun" Carville and Mary Matalin. With their signature energy, sharp wit and opposing political views, they'll share their expert insight on the nation's economy and of course, the Presidential election. Also joining the lineup for the first time is Rob Saik, Agri-Trend Group CEO, as well as Ben Zaitz, agricultural investor and cannabis farmer. And back by popular demand is Dennis Gartman, The Gartman Letter, and Mark Dotzour, real estate economist.

This year's agenda covers a wide range of highly relevant topics and emerging trends important to the farmland asset class. As in years past, attendees will be challenged to choose just two of the ten educational breakout sessions. Topics to be discussed in detail include accelerating technological advancements, increasing societal pressures to protect the environment, the changing relationship between land investors and tenants, and how to simplify your estate planning.

On behalf of the 2016 Land Investment Expo's organizers, we're glad you're here and hope you enjoy this year's comprehensive programming. A special thanks to all of our sponsors and exhibitors who helped us pull together some of the most highly recognized names in the land industry. We welcome and invite you to learn and network your way through the nation's premier farmland event.

Visit us on the web at [www.LandInvestmentExpo.com](http://www.LandInvestmentExpo.com), and find real-time updates streaming on the Peoples Company Facebook page and @LandExpo Twitter account throughout the day.

- Steve Bruere  
President of Peoples Company

## PRE-EXPO RECEPTION THURSDAY, JANUARY 28

Peoples Company will host a social function featuring beverages, hors d'oeuvres, and an opportunity to meet and network with Land Expo exhibitors and attendees. Please join our agents and staff from 4 to 6 p.m., January 28, in the atrium area of the Sheraton West Des Moines Hotel for an afternoon of drinks, networking and conversations surrounding the land and real estate investing markets. On behalf of Peoples Company and the sponsors of our Ninth Annual Land Investment Expo, we look forward to welcoming attendees and guests during this special pre-Expo reception. Those planning to attend should RSVP by emailing Becky Rozenboom at [Becky@PeoplesCompany.com](mailto:Becky@PeoplesCompany.com).



# KEYNOTE SPEAKERS



**MARY MATALIN** is one of the most celebrated and popular conservative voices in America. As an author, television and radio host, and widely sought after political contributor, pundit and public speaker, she has become noted for her straightforward manner and insightful political repartee. Among her many roles and accomplishments, she has served under President Ronald Reagan, made her mark as George H.W. Bush's campaign director and most recently as assistant to President George W. Bush, and as assistant and counselor to Vice President Dick Cheney, making her the first White House official to hold that double title.

Matalin has also made frequent television appearances as a political commentator, securing a career in conservative media advocacy following decades of work in the GOP political trenches. She was a founding co-host of the Washington-based political weeknight talk show *Equal Time* on CNBC. She has made numerous appearances on NBC's *Meet the Press*, as well as on the popular HBO series *K-Street*, and before joining the Bush/Cheney White House, hosted CNN's critically acclaimed debate show, *Crossfire*. Today she can be seen as a frequent guest commentator on news networks such as ABC, CNN, MSNBC, and FOX News Network.

Matalin also took her sharp wit, energy and free-spirited political views to the airwaves as well with her own three-hour afternoon radio program on the CBS Talk Radio Network. *The Mary Matalin Show* highlighted current events, featured distinguished guests, and was regularly inundated with listener calls. Today, she co-hosts the nationally-syndicated radio program *Both Sides Now*, which is currently broadcast on over 100 radio stations across the country.

In addition to her successful careers in politics, television and radio, Matalin is also a widely read, respected and acclaimed author. She formerly served as Editor-in-Chief for Threshold Editions, a conservative publishing imprint at Simon & Schuster that has published authors from Vice President Dick Cheney to Karl Rove to Glenn Beck. Matalin co-authored the best-selling political campaign book *All's Fair: Love, War, and Running for President* with her husband, James Carville. The book was named one of the top 5 best books on public relations by *The Wall Street Journal*. In their second joint memoir, *Love and War: Twenty Years, Three Presidents, Two Daughters and One Louisiana Home* (January 2014), Carville and Matalin take a look at how they—and America—have changed in the last two decades. She is also the author of *Letters to My Daughters* which made both *The New York Times* and *The Washington Post* best seller lists.

As if all this were not enough, Matalin also makes regular appearances as a public speaker and sits on the boards of numerous respected institutions across the country, including: Tulane University's President's Council, Greater New Orleans Inc., The New Orleans Jazz Orchestra, The Water Institute of the Gulf, The Louisiana Nature Conservancy and most recently Matalin accepted an appointment as a visiting distinguished lecturer in political science at Loyola University New Orleans. Matalin was also co-chair of the 2013 NFL Super Bowl Host Committee alongside her husband, James Carville. Today, the couple resides in New Orleans.

**JAMES "THE RAGIN' CAJUN" CARVILLE** is America's best-known political consultant. His long list of electoral successes evidences a knack for steering overlooked campaigns to unexpected landslide victories and for re-making political underdogs into upset winners.

His winning streak began in 1986, when he managed the gubernatorial victory of Robert Casey in Pennsylvania. In 1987, Carville helped guide Wallace Wilkinson to the governor's seat in Kentucky. Carville continued his winning streak with wins in New Jersey with Frank Lautenberg elected to the US Senate. He next managed the successful 1990 gubernatorial campaign of Georgia's Lieutenant Governor Zell Miller, including a tough primary win over Atlanta mayor Andrew Young, and in 1991, Carville—who had already become prominent in political circles—drew national attention when he led Senator Harris Wofford from 40 points behind in the polls to an upset landslide victory over former Pennsylvania Governor and U.S. Attorney General Richard Thornburgh. But his most prominent victory was in 1992 when he helped William Jefferson Clinton win the Presidency.

In recent years, Carville has not been a paid political consultant for any domestic politicians or candidates for office, instead focusing on campaigns in more than 20 countries around the globe, including leading Ehud Barak to victory in his campaign to become the Prime Minister of Israel in 1999.

Carville is also a best-selling author, actor, producer, talk-show host, speaker and restaurateur. His titles include *All's Fair: Love, War, and Running for President* (with wife Mary Matalin); *We're Right, They're Wrong: A Handbook for Spirited Progressives*; *And the Horse He Rode In On: The People vs. Kenneth Starr*; *Buck Up, Suck Up... and Come Back When You Foul Up*; *Had Enough? A Handbook for Fighting Back*; *Stickin': The Case for Loyalty*; *40 More Years: How the Democrats will Rule the Next Generation* (2009) and the *New York Times* best seller, *It's the Middle Class, Stupid!* (2012), co-authored with Stan Greenberg. He also authored a children's book entitled *Lu and the Swamp Ghost*.

In their second joint memoir, *Love and War: Twenty Years, Three Presidents, Two Daughters and One Louisiana Home* (January 2014), Carville and Matalin take a look at how they—and America—have changed in the last two decades. In their two distinct voices, they pick up their story from the end of the 1992 Presidential campaign to their new life in New Orleans today where their efforts to rebuild and promote that city have become a central part of their lives—and a poignant metaphor for moving the nation forward.

Along with pollster Stanley Greenberg, Carville founded Democracy Corps, an independent, non-profit polling organization dedicated to making government more responsive to the American people. Democracy Corps has conducted over 200 national, congressional and local surveys, interviewing over 220,000 American voters during the past 10 years.

Carville can be seen on news networks worldwide. He is a columnist for *The Hill* newspaper which publishes daily when Congress is in session and serves as a Professor of Practice at Tulane University in New Orleans, where he lives with his wife and their two daughters.



## SPEAKER PROFILES

GARTMAN



**DENNIS GARTMAN**  
Editor/Publisher, *The Gartman Letter*

Mr. Gartman has been directly involved in the capital markets since August of 1974, after his graduate work at the North Carolina State University. He was an economist for Cotton, Inc. in the early 1970s, analyzing cotton supply/demand in the US textile industry. From there he went to NCNB National Bank in Charlotte, North Carolina, where he traded foreign exchange and money market instruments. In the late 70s, Mr. Gartman became the Chief Financial Futures analyst for A.G. Becker & Company in Chicago, Illinois. Mr. Gartman was an independent member of the Chicago Board of Trade until 1984, trading in treasury bond, treasury note and GNMA futures contracts. In 1984, Mr. Gartman moved to Virginia to run the futures brokerage operation for the Sovran Bank, and in 1987, Mr. Gartman began producing *The Gartman Letter* on a full time basis. He continues to do so today.

Clients of *The Gartman Letter, L.C.* include many of the leading banks, broking firms, mutual funds, hedge funds, energy trading companies, and grain trading companies. Mr. Gartman has lectured on capital market creation to central banks and finance ministries around the world, and has taught classes for the Federal Reserve Bank's School for Bank Examiners on derivatives.

Mr. Gartman served a two-year term as an outside Director of the Kansas City Board of Trade from 2006-2008. He has been a member of the Suffolk Industrial Development Authority, and now serves on the Investment Committee of both the University of Akron and the North Carolina State University. Mr. Gartman appears often on CNBC, ROB-TV and Bloomberg television, discussing commodities and the capital markets, and speaks before various associations and trade groups around the world.

DOTZOUR



**DR. MARK DOTZOUR**  
Real Estate Economist

Dr. Mark G. Dotzour is a real estate economist who served for 18 years as Chief Economist of the Real Estate Center at Texas A&M University in College Station. He has given more than 1,370 presentations to over 230,000 people and has written over 90 articles for magazines and journals. His research findings have appeared in *The Wall Street Journal*, *USA Today*, *Money Magazine* and *Businessweek*.

His clients include banks, private equity firms, real estate investments trusts, construction firms, engineering companies, wealth managers, private foundations, and commercial and residential brokerage firms. He has also made presentations to local and national trade associations all over America. He makes complex economic issues easily understandable. Mark's goal is to provide his audience with a "tool kit" of useful information that will help them make good business decisions for their families, their clients and their company.

In 2015, Dotzour stepped down from his position at the Real Estate Center to focus all of his time and effort on analyzing current economic conditions and communicating his analysis to others. He combines academic training in economics, real estate, finance and history to make sense of current economic trends.

After earning his Ph.D. in finance and real estate from the University of Texas at Austin in 1987, Dotzour was a tenured professor of real estate and finance at Wichita State University in Wichita, Kansas for 10 years. Prior to his academic career, he was President of Gleneagles Development, Inc., which was a residential land development firm in Wichita. During this time, he also served as President of Dotzour Inc., Realtors, which was a residential brokerage firm in Wichita.

SAIK



ZAITZ



SHERRICK



# SPEAKER PROFILES

## **ROBERT D. SAIK, P. AG., C.A.C.** **CEO, Agri-Trend Group of Companies**

Robert Saik, CEO of The Agri-Trend® Group of Companies, is a Professional Agrologist and a Certified Agricultural Consultant. As founder of Agri-Trend, Robert has been involved in the development of many new business processes and spearheaded several advancements in technology integration in agriculture including the development of The Agri-Data® Solution which was a winner of Alberta's 2002 E-business of the Year for on-line farm data management. Agri-Trend is a 2014 Western Regional Canada Top 50 Best Managed Company and was recognized by Venture Magazine as one of Alberta's 2013 top 25 Most Innovative Organizations.

Robert is a Director of Westerner Park, 2014-2015 Chairman of Agri-Trade Show, serves on The Red Deer Chamber of Commerce Ag Policy Committee as well as an Advisor to The Canadian Management Council and The Red Deer College Donald School of Business. Robert was awarded the 2014 Canadian Agri-Marketer of the Year by the Canadian Association of Agricultural Marketers. In July 2014, Robert was appointed by the Premier of the Province of Alberta to The Alberta Innovation Council, a leadership group working on technology integration and innovation leadership for the Province.

A passionate keynote speaker addressing audiences on the importance of modern agriculture, Robert is also the author of an Amazon 2014 Best of Books, "The Agriculture Manifesto" – 10 Key Drivers That Will Shape Agriculture in the Next Decade. His 2014 TEDx talk, entitled "Will Agriculture be ALLOWED to feed 9 Billion People" is a popular on-line reference.

He has travelled extensively through North America, South America, the EU, Africa, Australia, New Zealand, the Middle East as well as Russia, Ukraine and Kazakhstan working on technology integration and agriculture advancements. In 2006, he was recognized as Distinguished Agrologist of the Year by the Alberta Institute of Agrology. He is passionate about pursuing business opportunities in the Agricultural Sector.

## **BENJAMIN J. ZAITZ** **Managing Director, B. Zaitz & Sons**

Ben Zaitz is the managing director at B. Zaitz & Sons, a diversified agricultural investment family office. Established in 1982, B. Zaitz & Sons has historically been involved in the acquisition of farmland funded by the dairy business and row crop production. Through the mid-80s and 90s virtually all of the farmland holdings in central New Jersey, Virginia and North Carolina were converted to development. Farmland acquisition continued in the Midwest and High Plains as well as creating Teays River Investments, a farmland investment and development company. B. Zaitz & Sons has also made a number of agriculture-related private equity investments. Recent investments include cannabis operations located in Colorado and an international seed potato business located in Lake of the Woods, Minnesota.

## **BRUCE J. SHERRICK, PH.D.** **Professor & Director, University of Illinois at Urbana-Champaign**

Dr. Bruce J. Sherrick is the Marjorie and Jerry Fruin Professor of Land Economics and Director of the TIAA-CREF Center for Farmland Research in the Department of Agricultural and Consumer Economics at the University of Illinois. He was nominated by the President and confirmed by the Senate to serve on the Board of the Federal Agricultural Mortgage Association, or Farmer Mac. Dr. Sherrick teaches undergraduate and graduate courses in applied finance and financial modeling. He has been recognized on the List of Teachers Ranked as Excellent 14 times and has won Outstanding Teaching awards in both his College and Department, as well as the Hughes Teaching Enhancement Award at the University of Illinois, and the College of Agricultural, Consumer, and Environmental Sciences Paul A. Funk Excellence Award.

Dr. Sherrick's research is concentrated in the areas of risk analysis, crop insurance evaluation, farmland markets, and modeling of financial institutions. He is also one of the faculty members who have created and maintain programs at the *farmdoc* website, the multiple award winning agricultural decision making support program at the University of Illinois (<http://www.farmdoc.illinois.edu/>).

Dr. Sherrick earned his Ph.D. from The Ohio State University with subject matter fields in Finance and Marketing. Dr. Sherrick is also managing partner of *integrated Financial Analytics & Research (iFAR)*, a consulting firm in Champaign that specializes in crop insurance evaluation models, credit risk assessment, and modeling of agricultural finance institutions, and is also an author/coauthor of the *FAST (Financial Analysis and Solution Tools)* suite of decision tools supporting agricultural producers and lenders.

# MODERATOR

## **KEN ROOT** **Ag Broadcaster & Reporter**

Ken Root is a veteran agricultural reporter with a background in radio, television and print. He has practiced his trade in Oklahoma, Kansas, Missouri, Washington, D.C., and Iowa. He is a graduate of Oklahoma State University and a former vocational agriculture instructor. He began his radio and television career at WKY in Oklahoma City in 1974. Ken worked in Kansas for seven years as a radio and television reporter in Wichita and Hutchinson. Root was the original host of AgriTalk, a daily talk show that focused on agriculture and rural America. He has been recognized as the outstanding farm broadcaster of the year (2009) and winner of the New Holland Oscar in Agriculture (1983 and 2008). He has just been inducted into the NAFB Hall of Fame. Root has traveled to fifty countries as an agricultural reporter, including a trip to Iraq with former U.S. Secretary of Agriculture, Mike Johanns, in 2006. He reported on agriculture in three countries of southern Africa late last year to round out over thirty years of reporting from emerging countries in Asia, Eastern and Western Europe, South America and now, Africa.

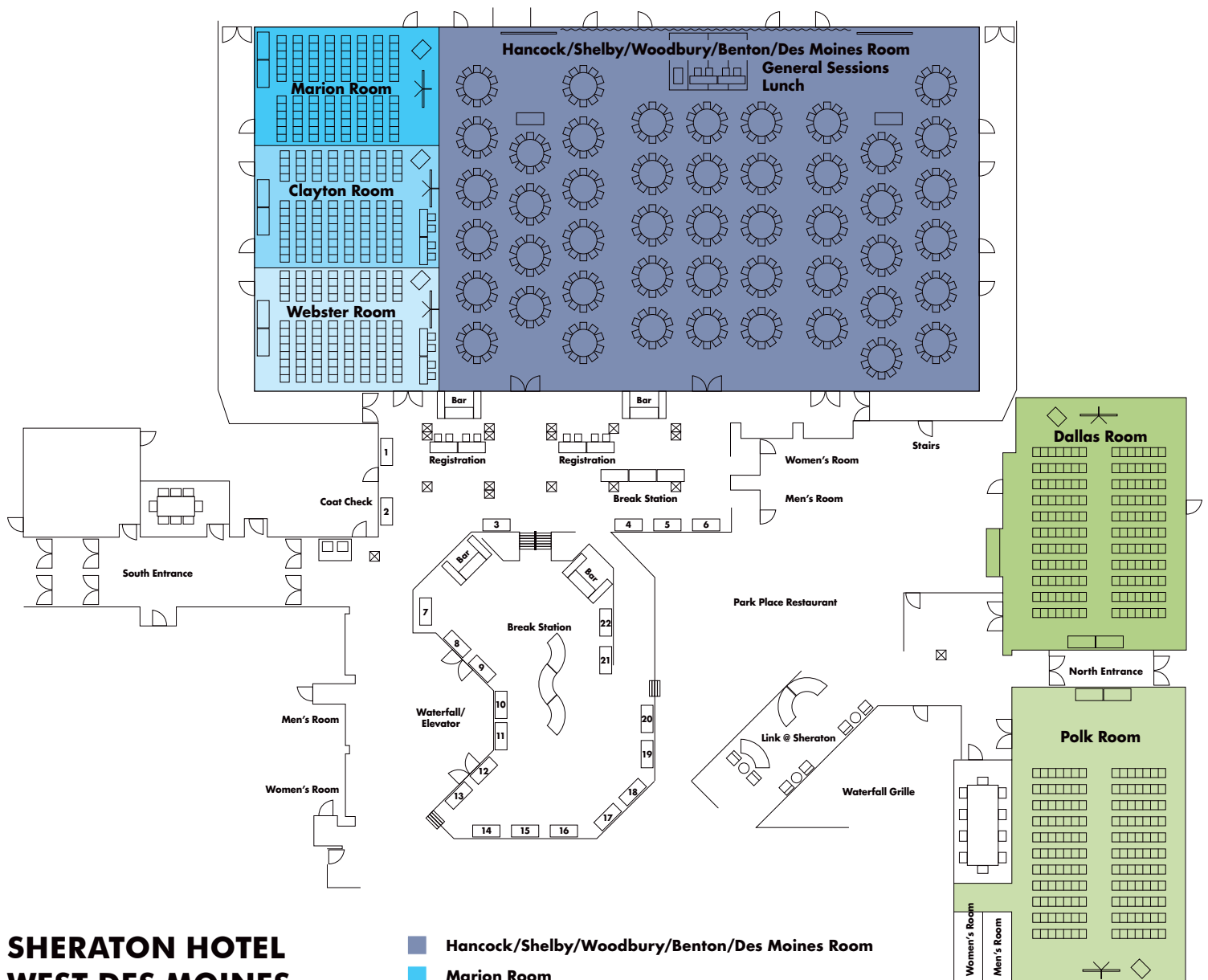
Ken is the programming manager and one of the voices of the Iowa Agribusiness Radio Network. Root is also a long time columnist for the weekly High Plains Journal magazine.



**JANUARY**  
**29**



# FLOOR PLAN



**SHERATON HOTEL**  
**WEST DES MOINES**

- Hancock/Shelby/Woodbury/Benton/Des Moines Room
- Marion Room
- Clayton Room
- Webster Room
- Dallas Room
- Polk Room

# EVENTS SCHEDULE



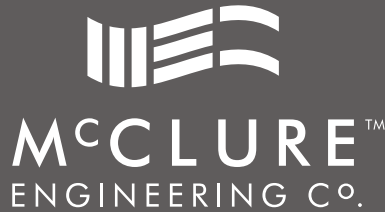
7:00 - 8:00	Registration / Breakfast Sponsored by Farmland Partners
8:00 - 10:00	General Session
Hancock/Shelby/ Woodbury/Benton/ DSM Room:	<i>Introductions</i> - Ken Root, Programming Manager, Iowa Agribusiness Radio Network <i>U.S. Secretary of Agriculture to Address Land Expo Attendees</i> - U.S. Secretary of Agriculture Tom Vilsack <i>The Agriculture Manifestor – 10 Key Drivers that will Shape Agriculture in the Next Decade</i> - Robert D. Saik, P.Ag., C.A.C., CEO, Agri-Trend Group of Companies <i>Farmland Market Headwinds, Tailwinds, and Long Term Performance</i> - Bruce J. Sherrick, Ph.D., Professor of Land Economics, University of Illinois
10:00 - 10:30	Morning Break / Exhibitor Session Sponsored by State Savings Bank
10:30 - 11:15	Breakout Sessions
Webster Room:	<i>Utilizing Precision Technology to Manage Farmland Environmental &amp; Financial Performance</i> Peoples Company Land Management; Dave Muth, AgSolver
Clayton Room:	<i>Estate Planning in the Real World: Simple Things You Can Do Today to Protect Your Legacy</i> Insight Wealth Management; Teresa Opheim, Practical Farmers of Iowa; Thomas Polking, Wilcox Law Firm
Marion Room:	<i>Directed Trusts: The Client-Friendly Alternative to Traditional Trusts</i> Scott Johnson, Bankers Trust
Polk Room:	<i>Agriculture – Looking Forward</i> Jim Knuth, Farm Credit Services of America
Dallas Room:	<i>Practical Solutions to Meet the Nutrient Reduction Strategy</i> Terry Lutz, McClure Engineering Co.; Derick Anderson, McClure Engineering Co.; Sean McMahon, Iowa Agriculture Water Alliance; Roger Wolf, Iowa Soybean Association
11:15 - 1:30	Lunch and Keynote, Lunch Sponsored by FarmerMac
Hancock/Shelby/ Woodbury/Benton/ DSM Room:	<i>All's Fair: Love, War and Politics</i> - Mary Matalin and James Carville <i>Land, Losses, and the Low Down on 2016</i> - Dennis Gartman, Editor/Publisher, The Gartman Letter
1:30 - 2:00	Afternoon Break / Exhibitor Session Sponsored by Bankers Trust
2:00 - 2:45	Breakout Sessions
Webster Room:	<i>Ag Tech and Big Data in Farmland</i> Dave Muth, AgSolver; Ben Allen, Agri-Data; Tamara Tashjian, AcreValue; Randy Kasparbauer, Deere & Company
Clayton Room:	<i>Overview of Brazilian Farmland Investment Opportunities</i> Justin Kirchhoff, Summit Agricultural Group
Marion Room:	<i>Ticking Tax Time Bombs: Section 179 Lock-in Effect, Land Inside C-Corporations, 1031 Exchange Solutions and Legislative Update</i> David Brown, IPE 1031; Paul Neiffer, CliftonLarsenAllen
Polk Room:	<i>What Farmland Investors Look for in Tenants and What Tenants Should Look for in Return</i> Paul Pittman, Farmland Partners
Dallas Room:	<i>Big Lawsuits: Dakota Access and Des Moines Water Works</i> Bill Hanigan, Davis Brown Law Firm
2:45 - 3:15	Afternoon Break / Exhibitor Session Sponsored by Iowa Soybean Association
3:15 - 5:00	General Session
Hancock/Shelby/ Woodbury/Benton/ DSM Room:	<i>Governor to Address Land Expo Attendees on Water Quality Plan</i> - Iowa Governor Terry Branstad <i>Investing in Marijuana – Agriculture's Next Big Thing</i> - Benjamin J. Zaitz, Managing Director, B. Zaitz & Sons <i>The Economic Outlook for Investors and Business Decision Makers</i> - Dr. Mark Dotzour, Real Estate Economist
5:00 - 6:30	Social / Cocktail Hour / Exhibitor Session Sponsored by Iowa Farm Bureau

\*Times are subject to change based on speakers' availability

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