

## Who are our Farm Managers?

### John Knipp

Vice-President  
Trust Officer

John has managed farms in Kansas since 1989. He has valuable experience in both irrigated and dryland cropping systems, crop marketing, mineral leases, and landowner/tenant relationships.



### Dale Ladd

Assistant V.P.  
Agriculture

In 2013 Dale joined our Farm Management Team. Prior to working for PBT, he served landowners and tenants as a County Extension Agriculture Agent for 35 years. He has a high level of experience in lease development, production practices, native grass management, and conservation of natural resources.



### Keith Tucker

Farm Manager  
Agriculture

Keith joined our farm management team in 2015. He is a graduate of Kansas State University with majors in agribusiness and agronomy and comes to us with a strong background in agriculture. He grew up near Lyons and has been involved in production agriculture all his life. Prior to joining the PBT Farm Management Team Keith was an agricultural loan officer in Moundridge. We know that our clients, tenants, and others with relationships to our farm management department will enjoy getting to know Keith.



## For more information contact:

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**Or visit our web page at:**

**[www.peoplesbankonline.com/farm](http://www.peoplesbankonline.com/farm)**



### FARM MANAGEMENT GROUP

601 E. 30th St. | Hutchinson, KS 67502

101 S. Main | McPherson, KS 67460

822 N. Main | McPherson, KS 67460



## Agricultural Property Management Services



**Quality farm management for both large  
and small farm and ranch property owners.**

**That's Our Job!**

*\*Communication \*Profit \*Stewardship*

**[www.peoplesbankonline.com/farm](http://www.peoplesbankonline.com/farm)**

## Why use services from the Farm Management Group of PBT?

- Personalized service and communication to landowners, including timely inspections and reporting.
- Farm managers have a high level of both experience and expertise in agricultural production and management.
- Management services are specifically tailored to the objectives of the individual landowner.
  - Return on Investment
  - Resource Conservation
  - Farm Lease Negotiation
- Irrigation Management helps use water in the most profitable way at sustainable production levels.



## Our Farm Management Team provides services in more than crop production areas.



**Care and conservation of vital natural resources including wildlife, water and minerals.**

**Managers also have a high level of expertise in range management and livestock grazing systems.**

*A good lease is a fair lease.  
That's our job...to know what's right  
in the market place.*



## Our successes always involve a good working relationship with tenants.

### More valued services which we provide when we manage your property:

- Asset Evaluation - How is your farm or ranch performing?
- Bill payment and accounting of all income and expenses
- Development of an improved plan to market crops
- Protecting your income stream with Crop Insurance
- Guide your farm through all the government programs and regulations
- Farm Lease Negotiation
- Consistent Communications

