

Farming in America has changed since its early days. The average farmer is now responsible for feeding 155.5 people, six-times what it was in the mid-twentieth century. This trend has created a need for increased yields and efficiency. Navigating the ever-changing farming industry can be complicated, and is where effective farm management can help land-owners get the best return on their investment.

Here in Council Bluffs, Midwest Ag Services offers all aspects of farm management. After graduating from Iowa State, Kelly Summy, a lifelong resident of Pottawattamie County, worked in the banking industry as a farm manager for 15 years. In 1993, with an entrepreneurial-spirit, Kelly started Midwest Ag Services. In 2012, after also graduating from Iowa State, Evan Summy joined his father at Midwest Ag Services.

Midwest Ag Services is a full-service, one-stop-shop for farmers and land-owners, offering appraisal services, real estate services, crop insurance, and farm management. Both Kelly and Evan are licensed appraisers and brokers. When asked what he wants the people to know about Midwest Ag, Evan said, "We pride ourselves on customer service, communication, and our relationship with our clients", later adding, "Over the past 25-26 years, we now have clients that we have worked with multiple generations of the same family, so you really get to know them."

According to the USDA Census of Agriculture, in 2014, 2.1 million land-owners rented out 353.8 million acres of agricultural land. Which is consistent with the fact that 70% of Midwest Ag Service's business is farm management for absentee land-owners. Kelly and Evan personally manage 17-18 thousand acres on behalf of their clients, across Iowa, Minnesota, and North-Central Missouri. With a territory of that size, Evan discussed innovations that have allowed them to work more efficiently, pointing out that when the company started, paper documents and mail were the only options, but now with email, cell phone photos, drones, and automation, they have more data at their fingertips than ever before.

Like many Pottawattamie County businesses, Kelly constantly challenges their staff to be involved in the community, both he and Evan are involved in many community organizations, including the CB Chamber Ag Committee. Make sure to stop by Baylis Park on May 17<sup>th</sup> between 11 AM & 2 PM for the Ag Committee's annual cookout, where you'll probably see Kelly and Evan volunteering. Proceeds from the event fund college scholarships for area students studying agri-business.

"The best thing about Council Bluffs is the rural community feel with big city amenities, but our people are our competitive advantage, good folks – hard-working, honest, and compassionate." – *Evan Summy*. We couldn't agree more!