

## ***QUALIFICATIONS OF TED L. GLAUB***

### **BUSINESS:**

**FIRM NAME:**Glaub Farm Management

**MAILING ADDRESS:**1702 Stone St, Suite C, Jonesboro, AR 72401

**BUSINESS TELEPHONE:**870-972-6996

**FAX:**870-931-5985

**EMAIL:** ted@glaubfm.com

### **BUSINESS POSITION: 1993-Present: Glaub Farm Management (Owner)**

Glaub Farm Management currently is managing farms in Arkansas, Missouri and Mississippi. Additional services offered are consulting, real estate, auctions, and irrigation design. Glaub Farm Management oversees 29 farms or over 20,000 acres including crops such as wheat, corn, grain sorghum, cotton, rice, and soybeans. Clients includes individuals, corporations, and trusts. The dual roles of real estate broker and professional farm manager involves both locating, evaluating, purchasing and selling properties. I hold the Accredited Farm Manager(AFM) designation which is awarded by the American Society of Farm Managers and Rural Appraisers to those members who have had years of experience, are technically trained, have passed a rigid examination and subscribe to a high code of ethics. I received this AFM designation on November 9, 1990. I also hold the Accredited Land Consultant (ALC) designation which is awarded by the Realtors Land Institute to members who meet rigorous expert levels of knowledge and experience requirements.

### **1983-1993:**

I began working for Lee Wilson & Company as a farm manager in 1983. I established the Lee Wilson Land Management Division which managed over 11,000 acres in Arkansas and Mississippi. Crops raised under management included double-crop soybeans, full-season soybeans, wheat, grain sorghum, cotton, and rice. In addition, I consulted for Lee Wilson and Company Farms where I designed over 15,000 acres for land leveling projects and designed center pivot systems for irrigation of over 5,000 acres.

### **BUSINESS EXPERIENCE:**

#### **1982-1983 AMERICAN FARMLAND INVESTMENT**

Area Manager for Memphis area office. Managed 6,000 acres of farmland in Arkansas under development and was responsible for locating and evaluating farm properties for investment clients.

#### **1979-1982 NORTRUST FARM MANAGEMENT**

First position as New Business Representative responsible for twelve Southeast states.  
Transferred to Farm Manager and managed 30,000 acres from Northeast Arkansas to Southwest Alabama.

**1978-1979 SYFRETT FEED COMPANY**

Feed Salesman primarily for large dairy operations in Southern Florida.

**1971-1976 UNITED STATES AIR FORCE- Captain**

Aircraft Commander responsible for piloting multi-engine jet aircraft in global missions.  
Additional duty as Pilot Scheduler required the use of a computerized system for scheduling and tracking all flying, ground duties, and currency requirements for 100+ pilots.

**PROFESSIONAL MEMBERSHIPS:**

American Society of Farm Managers & Rural Appraisers since 1980,

Past President and Past District II Vice President.

National Agri-Marketing Association (NAMA) since 1980,

Mid-South Chapter Past President

Arkansas International Right-of-Way since 1981,

Past Area Vice-President

American Soybean Association (A.S.A.) Executive Board Vice President (2006)

Arkansas Soybean Association since 1980, Board Member (1982)

Realtors Land Institute (RLI), Member since 1995

National Association of Realtors (NAR), Member since 1995

Arkansas State Association of Realtors, Member since 1995

**LOCAL MEMBERSHIPS:**

Jonesboro Board of Realtors since 1995

Jonesboro Chamber Of Commerce since 1993

AGRI Committee since 1995

Memphis Agri Club since 1980

CAFLS Alumni Society since 1980

**EDUCATION:**

**HIGH SCHOOL:**Rector High School, Rector Arkansas

Graduated 1966

**COLLEGE:**University of Arkansas, Fayetteville, Arkansas

Graduated 1971BSA Animal Science

Graduated 1982MS Agricultural Economics

Thesis: Whole Farm Plan for Northeast Arkansas: A Computer Model to Apply Linear Program to Farming.

**LICENSED HELD:**

Licensed Real Estate Broker – Arkansas (1991)  
Licensed Real Estate Broker – Tennessee (1997)  
Licensed Real Estate Broker – Missouri (1997)  
Licensed Real Estate Broker – Mississippi (1999)  
Licensed and Bonded Auctioneer – (1997)

**CONTINUING EDUCATION:**

The American Society of Farm Managers and Rural Appraisers conducts a mandatory program of continuing education. I am current with the requirements of the program.

**Courses taken through The American Society of Farm Managers and Rural Appraisers**

M-20- Advanced Farm Management. 1981, 1988.  
RWS-Report Writing School. 1985,1989, 1992.  
M-10- Principles of Farm Management. 1985.  
MGMTSYMP- Management Consulting Symposium. 1990,1992.  
A-12- Standards of Prof. Appraisal Practice and Code of Ethics. 1991.  
M-12-Standards of Practice and Code of Ethics for Prof. Farm Managers. 1991,1994,2001,2004  
MT- Mock Trial 1994.  
POWPRES-Powerful Presentations Seminar. 1995.  
SALSNEG- Sales Negotiations Seminar. 1995.  
C-12- Agricultural Consulting- Prof. Standard for the 90s. 1995, 1996.  
SPDSHT- Financial Rat. Anal. & The Electronic Speadsheet. 1996.  
ENV-DD-Environmental Due Diligence. 1997.  
M30/A- M-30 Investment Analysis. 2000.  
M-26- Land Ownership, Business Org. and Taxation. 2004.

**Courses taken through RLI Land University:**

Tax Deferred (1031) Exchanges “Keeping the IRS Out of the Deal”. 2002  
Land 101: Fundamentals of Land Brokerage. 2004  
RLI: Land Investment Analysis. 2006

**PERSONAL:**

**PLACE OF BIRTH:** Paragould, Arkansas **DATE OF BIRTH:** 03-03-48

**MARRIED:** Spouse name – Laverne Glaub

## References

Mr. Jim Tubbs  
Regions Bank  
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Mr. Steve Wilson  
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