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April 2020

Acquisition of Taylor Land Management

Meet the New Team

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From Left to Right: Brent Larson, SFM Vice President; Brian Larson, SFM President; and Brent Taylor, Rural Appraiser and former owner of Taylor Land Management.

SFM Grows with Acquisition

With a new year comes new excitement as we're pleased to be able to share some news with you. Sunderman Farm Management has completed the acquisition of Taylor Land Management. We've long respected Taylor Land Management as a group that shares our values and, together, we are excited to use our skills, talents, and expertise to generate success for our clients.

As you know, since 1961, Sunderman Farm Management (SFM) has held a key role in the lives of many families and communities in the Midwest. During our growth over the past 58 years, we have made it a priority to seek continuous improvement in all areas to ensure we are bringing our best to you.

This acquisition allows us to add a new service: certified rural appraisals. Brian Larson, SFM President, says the acquisition made a lot of sense as they have been looking to add rural appraisals for quite some time.

Brent Larson, SFM Vice President and son of Brian Larson, describes the move as a "natural fit." "The appraisal work goes hand-in-hand with our other services," Brent Larson says.

Brent Taylor, former owner of Taylor Land Management, says the two firms

have had a good relationship from past years.

"I've known Brian for years," Taylor said. "We have always been friends and friendly competitors."

Taylor says there's a good demand for certified appraisals, but there is one clear distinction in terms of the appraisals they provide. "We are rural appraisers," says Taylor. "We focus on farmland and acreages, rather than properties in the city."

The acquisition brings new faces to the SFM team including: Brent Taylor, certified rural appraiser for 28 years; Jon Flattery, associate appraiser since 2017; and Marilyn Ropte, a longtime associate of Taylor (Meet the new team additions on page 3).

Taylor plans on sticking around for as long as needed to assist with the transition between firms.

"The transition time is three to five years," says Taylor, who has 40-plus years of farm management experience. "I want to allow plenty of time for my clients to get to know SFM and vice versa. We have had some client relationships for 25 to 30 years — you just don't walk away from them."

Sunderman Farm Management looks forward to what the new additions, both in staff and services, will bring to the company in the future and promises the quality level of service their clients are accustomed to.

“Our dedication to our clients and their land will continue,” says Brent Larson. “One of the best parts of this line of work is the relationship we cultivate with our clients.”



Brian Larson, Brent Larson, and Brent Taylor are all looking forward to what the merged company will provide their customers in the future.

For the Good of All

A Message to Our Customers on COVID-19

As we go to press with this newsletter, the situation with the pandemic coronavirus COVID-19 is emerging.

While no one can know right now how this public health situation will resolve itself, what we do know is that it is of the utmost importance that we recognize the steps we must take to protect the health of the most vulnerable of our communities.

Agriculture is one of the only industries where families are at the center and every member, from the very young to the elderly, are involved in the work and community. That also means that not only are we responsible for our own health, we're responsible for the health of our communities, as well.

We take very seriously our role as land managers and are setting up methods by which we will help keep your farm moving during a time of global disruption.

We will adhere to the prescribed guidance from the Centers for Disease Control and Prevention (CDC) as well as any further recommendations from our state leaders.

If you have any questions or concerns about working with Sunderman Farm Management during this time, please call (515) 576-3671 and we will be happy to answer any questions you may have.

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Meet Our New Additions



Jon Flattery, Associate Appraiser

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Jon Flattery became a part of the Sunderman team in 2020. A 2013 graduate of Minnesota State and Iowa Central, Jon put his degrees in Business Management and Administration, and Agriculture Business to good use while at Taylor Land Management. Jon is a licensed real estate salesperson and associate appraiser in the State of Iowa. Currently, Jon lives on a farm north of Fort Dodge with his wife and four children where he owns and operates the family farm with his dad.



Brent Taylor, Certified Rural Appraiser

Email: Brent.Taylor@Sundermanfarm.com

Phone: 515-570-4931

Brent Taylor was born and raised in northern Adair County, Iowa. In 1979 he received an Ag Business degree from Iowa State University. Taylor started managing farms in 1979 in southern Iowa. In the early 80s, he and his family moved to Fort Dodge where Taylor continued to manage farms in North Central Iowa. Taylor received his Certified General Appraisal license in 1992. Brent Taylor is also a licensed real estate broker. He and his wife Kathy reside in Fort Dodge and are proud parents of four grown children and four grandchildren.

Marilyn Ropte, Support Staff

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Marilyn Ropte has lived in Fort Dodge most of her life. She is married and has two grown daughters. Marilyn worked at city hall for 10 years before raising her family at home. Marilyn worked for Taylor Land Management for 25 years, but this will actually be Marilyn's second time with Sunderman Farm Management, as she was with them in 1979 for several years and is happy to be back.