

# THOMAS BOGGS

LAND AGENT

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## BIO

Thomas joined the Peoples Company team in September of 2022. He grew up on his family's farm in Rhymes, Louisiana. Thomas farmed throughout his high school and college years, picking up some custom farming experience on the side as well. Thomas attended the University of Louisiana at Monroe where he gained a Bachelor's in General Studies, taking courses in business, entrepreneurial studies, and agriculture. In 2015, Thomas gained his series 7 license and entered employment in private investments with Raymond James. This stint afforded him the opportunity to develop extensive knowledge of investment markets and business administration. In 2016, Thomas joined Ag Resource Management as an Agricultural Lender where he was responsible for underwriting loans, evaluating and managing risk, and executing budgets to fit the unique circumstances of the farmer. Thomas managed and helped grow their existing portfolio. He was constantly communicating with local banks, landowners, farmers, crop insurance agents, land management groups, and agricultural real estate agents. During his time as a lender at ARM, Thomas expanded the company's client base, while cultivating his own personal agricultural network. In 2018, Thomas joined Farmland Partners as a land manager. Since then, he has been doing farm management and farm acquisitions in the Delta region and in the High Plains of Colorado. He oversaw the management of over 35,000 cropland acres and 32+ tenants across Louisiana, Arkansas, Mississippi, Colorado, Nebraska, and Georgia. Thomas was responsible for farm/recreational leasing, inspections, individual farm budget creation/execution, production analysis, yield reporting, and USDA farm program compliance. Thomas continued to grow relationships within the agricultural community in the region, expanding his network into new territories and strengthening his connections within the real estate sector in particular. He gained extensive knowledge of rental rates, farmland prices, hunting lease rates, capitalization rates, water sourcing, and commodity markets. Thomas obtained a strong understanding of what institutional investors are looking for in acquisitions and how to satisfy their needs as a land manager.

Thomas lives in Monroe, Louisiana with Julie and their children, Marigold, Wyatt, and Warren. In his free time, he enjoys riding around the family farm and chasing whitetail deer. Thomas looks forward to aggressively expanding his real estate footprint with Peoples Company. He intends to use his background in acquisitions and dispositions to succeed in the farm real estate market in the region, where investor interest continues to grow as many recognize the stability of long-term investments in agricultural real estate.

## EDUCATION

Thomas attended the University of Louisiana at Monroe where he gained a Bachelor's in General Studies, taking courses in business, entrepreneurial studies, and agriculture.

## LICENSES

Arkansas: SA00098116

Louisiana: SALE.995711777-ACT