



## Michael Fitzgerald Risk Manager

Professional Ag Marketing's risk manager Michael Fitzgerald has a family-farming operation and is familiar with many aspects of his customers' businesses. A deliberative and strategic thinker, he uses education, ag experience and industry resources to maximize client profits and achieve their goals.

By establishing close-knit relationships with clients, he will help drive value to make a client's operation profitable.

*"Small farming operations are the lifeblood of the region and even feed the world. A useful asset for pork marketing, I will assist with all aspects of a client's operation, including packer agreements, cash market negotiations, program packer offers and risk management strategies."*

### Professional Summary

**Expertise:** I bring over 9 years work experience in the industry. I am a useful asset on the supply chain relationship management side of a client's business.

#### Experience:

- 2 years Professional Ag Marketing
- 7 years Cargill Meat Solutions, which became JBS. Focused on long-term relationships with clients, risk management strategies and offered tools to help suppliers succeed and minimize company risk. I have a deep understanding of what goes into the USDA reports with my background of being a mandatory price reporting manager for Cargill and analyzing and submitting information to the USDA.

**Education:** B.S. in Agricultural Business, Iowa State University

### A Little About Me

**Hometown:** Mechanicsville, IA

**Family:** Wife Kalli and children Dylan and Blake

**Civic Involvement:** I enjoy anything ag-related.

**Hobbies:** In our free time, we enjoy almost anything outdoors ... hunting, fishing, fun on the water and working with our show cattle. This gives me the opportunity to not only spend time with my kids, but it's a great opportunity to introduce them to our family farming operation.

### Our Brand

Professional Ag Marketing honors the rich agricultural heritage of our country. A creative, dynamic partnership with Professional Ag Marketing helps producers make informed and deliberative decisions.

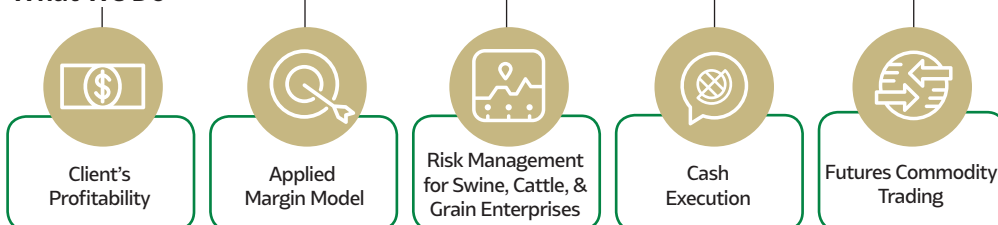
With market insight, experience, education and access to the most current information and models, Professional Ag Marketing will develop a marketing strategy to manage and minimize risk, designed specifically for your unique operation.

Our team of accomplished specialists, with expertise of agricultural production and the supply chain, put their knowledge to work developing adaptive and innovative strategies for our clients.

### How We Help

We are your partner for good marketing decisions. We walk with you. We are your trusted advisor. Find out how we can help your business!

### What We Do



Trading commodity futures and options involves substantial risk of loss and may not be suitable for everyone.

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