

WINGERT REALTY AND LAND SERVICES, INC.

Charles H. Wingert
ACCREDITED LAND CONSULTANT

EDUCATION

- Anoka Technical Institute - Architectural & Engineering
- Mankato State University - Business Management
- Realtors Land Institute (RLI)/Texas A&M Courses
Each course is either a two-day or one-week course held in different cities throughout the United States with a two-hour or half-day test at the end of the course.
 - Ag Land Marketing
 - Investment Analysis
 - Exchanging (simultaneous and Section 1031 deferred)
 - Subdivision and Land Development
 - Creative Land Planning for Profit
 - Negotiation
 - Land 101
 - Timberland Evaluation
 - RLI two-day National Land Conference annually 2007-2016
 - American Society of Farm Managers and Rural Appraisers (ASFMRA) Courses
 - "Principles of Farm Management" Indianapolis, IN: 1997
 - "Conservation Easements" Morton, MN: 2001
 - "Wetland Mitigation" Red Wing, MN: 2005
 - "Negotiation" Rochester, MN: 2006

EXPERIENCE

- Blue Earth County Soil & Water Conservation District: 1974 -1975
 - Soil evaluation, layout, survey & design of drainage systems, windbreaks, erosion control structures, terraces, etc
- Created Wingert Land Services: 1976
 - Specializing in Agricultural Engineering (drainage engineering, layout & design of erosion control structures, soil evaluation, wetland restoration, etc.)
 - Worked with 18,000+ farmers and farm land owners in Southern Minnesota
 - 30+ year member of the Minnesota Land Improvement Contractors Association
- Created Wingert Realty & Land Services, Inc: 1993

REAL ESTATE - PROFESSIONAL DEVELOPMENT

- Minnesota Real Estate Involvement
 - **Licensed in 1985**, specializing in Agricultural Real Estate
 - Member Realtors Association of Southern Minnesota
 - Past Secretary (1989), Treasurer (1990), and Vice President (1991) of Minnesota Chapter of the Realtors Land Institute. RLI is an organization consisting of Realtors that specialize in all forms of land brokerage.
 - President of Minnesota Realtors Land Institute: 1992

- National Realtors Land Institute (RLI) Involvement
 - RLI organization consists of the top farm, ranch, timber and transitional land Realtors throughout the United States*
 - Former member of the Board of Directors
 - Appointed Regional Vice President of Region 8, which covers Minnesota, Iowa, Nebraska, North and South Dakota: 1995, 2002
 - National Vice Chairman of the Ag Land Committee: 1997
 - National Chairman of the Ag Land Committee: 1998
 - Received **Accredited Land Consultant (ALC) designation**: 1993
 - Obtaining the ALC is a five-year process. Requirements include a minimum of \$1,000,000 of sales per year, State and National RLI involvement, completion of land education courses and seminars and two days of oral and written testing along with an in-depth demonstration report in Washington, D.C.*
 - Appointed by RLI to serve as Legislative Liaison to the National Association of Realtors Land Use, Property Rights and Environment Committee: 2010
 - **National Vice-President 2011, President Elect 2012**
 - **National President Realtors Land Institute 2013**

PROFESSIONAL ORGANIZATIONS

- Realtors Association of Southern Minnesota

- Minnesota Association of Realtors

- National Association of Realtors

- American Society of Farm Managers and Rural Appraisers

- Realtors Land Institute – Vice President 2011, President Elect 2012, **National President 2013**

- Minnesota Land Improvement Contractors Association
 - Awarded **2007 Minnesota Land Improvement Contractor of Year**

TEACHING CREDENTIALS

- Wetland and Woodlot Sales and Leases: 1992. Minnesota RLI Course
- Agricultural Drainage Evaluation and Counseling for the Ag Realtor - Region 8 (Midwest states Ag Realtors) seminar held in Okoboji, Iowa. July 27-28, 1997
- Agricultural Drainage Layout & Design with long range planning for the farm operator and manager. Seminar held for clients of Commerford Agronomics, New Ulm, MN, February 1998
- Agricultural Drainage Layout & Design with long range planning for the farm operator and manager. Seminar held for clients of United Ag Tech, Ormsby, Minnesota. February, 1999
- Agricultural Drainage and Land Development Seminar, Minnesota for the Minnesota Chapter of the American Society of Farm Managers and Rural Appraisers (ASFMRA) and the Minnesota Association of Agronomists and Crop Consultants: St. Paul, February, 2000
- Agricultural Drainage System Layout & Design - Advanced Design & Long Range Planning, Minnesota for the Minnesota Land Improvement Contractors Association: Mankato, March, 2001
- Featured Speaker on Land Values & Trends at Midwest Select Producers Conference sponsored by the Linder Farm Network, Ag Star Financial Services, Mycogen Seeds, etc: August 2001
- Technology & Internet Benefits for the Farm Realtor. Seminar held for the Midwest States' RLI Summer meetings, August in Spencer, Iowa: 2002

MISCELLANEOUS

- Received Master Farm & Land Appraiser Designation: 1987
- Internet Marketing - Central States Board / National Multiple Listing Service
- Licensed Land Auctioneer, License # 07-53
- Set up RLI Midwest summer meetings in Galena, Illinois, August 21-22. The summer meetings are held to further our education and market our sellers' properties. The Marketing Sessions bring together land Realtors from nine Midwest states that are representing buyers with cash and sellers with properties to sell. At our last meeting, Realtors representing buyers had over \$800 million looking to purchase properties: 2003
- Negotiation – Roger Dawson, Peak Performers Network: 2007
- **Named by the Land Report**, The Magazine of the American Landowner, **as one of America's Best Brokerages: 2010, 2011, 2012, 2013, 2014, 2015, 2016, 2017, 2018**
- **Named by the Land Report**, The Magazine of the American Landowner, **as one of America's Top Auction Houses: 2011, 2012, 2013, 2014, 2015, 2016, 2017, 2018**