

## RESUME OF

June 2020

Neal R. Goplen  
P.O. Box 2666  
Pasco, WA 99302

## BACKGROUND

Grew up on a diversified small grain and livestock operation in Central North Dakota. Worked on farm in all facets of operation through high school and college.

## EDUCATION:

1968 - 1972	Hannaford High School, ND
1972 – 1976	B.S. Degree - Major in Business Economics; Minor Ag Economics North Dakota State University, Fargo, ND
1978	Wisconsin – Real Estate License Education (60 hours)
1982	Minnesota--Real Estate License Education (90 hours)
1983	American Society Farm Managers & Rural Appraiser (ASFMRA)-Basic Appraisal Principals – Equivalent of A-10
1988	ASFMRA – Appraisal Course A-30 Oklahoma City, OK.
1997	ASFMRA – Appraisal Course A-20 Denver, CO.
1997	USPAP Seminar (15 hours) – Bozeman, Mont.
2000	Washington State Realtors Certification Hours (60 hours) Pasco, WA.
2001	Washington State Realtors Continuing Education (60 hours)
2010	Washington State Managing Broker License Education (120 hours)
2015	Washington State Broker License Education (30 hours)
2016	Realtors Land Institute – Land 101
2016	Realtors Land Institute – Tax Deferred 1031 Exchanges
2017	Realtors Land Institute – Fundamentals of Evaluating Timber

## EXPERIENCE:

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|------------------|--|
| <b>1976-1977</b> | <b>FmHA, Ellendale, N. Dak. – Emergency Loan Specialist</b> <ul style="list-style-type: none"><li>• Provided support to County Administrator in underwriting and funding of emergency farm real estate loans to farm families</li></ul>  |
| <b>1977-1978</b> | <b>Federal Land Bank Association, LaMoure, N. Dak. – Loan Officer</b> <ul style="list-style-type: none"><li>• Loan underwriting, appraisals and closing of loans in a four-county acreage of South-Central North Dakota</li></ul>  |
| <b>1978-1982</b> | <b>Federal Land Bank Association, River Falls, Wisconsin – Assistant Manager</b> <ul style="list-style-type: none"><li>• Loan underwriter, appraisals, loan closing and association administration in two counties of Western Wisconsin</li></ul>  |
| <b>1982-1984</b> | <b>Bell Investment Company, Minnetonka, MN – Office Manager.</b> <ul style="list-style-type: none"><li>• Mortgage correspondent servicing and originating loans for 3 major insurance companies (Mutual of New York, Aetna &amp; Connecticut General) in MN, WI, IA and IL</li><li>• Real Estate Salesman in states of MN and IA</li></ul> |
| <b>1984-1986</b> | <b>Mutual Life Insurance Company of New York, Dallas, TX – Invest. Officer</b> <ul style="list-style-type: none"><li>• Responsible for overseeing management, appraisal valuation and the sale of all MONY's acquired agricultural properties in twenty states.</li></ul>  |

- 1986-1990 Mutual of New York, St. Louis, Missouri – Dir. of Ag Invests.**
- Responsible for overseeing all of MONY’s acquired properties, along with loan servicing and new loan investments on a regional basis.
- 1990-1999 Mutual of New York, Kennewick, WA – Regional Dir. of Ag Investments**
- Responsible for overseeing MONY’s Ag portfolio and new loan underwriting on a regional basis in states of Washington, Oregon and Idaho.
- 2000-2010 Clark Jennings & Assoc. Pasco, WA - V. President**
- Loan correspondent for Prudential, Met Life, Aegon and Zions for agricultural mortgages; licensed real estate salesman; assistant fee appraiser in Washington and Oregon.
- 2005-Present Goplen Ag Services, Inc. Richland, WA – Loan Division**
- Goplen Ag Services is an agricultural mortgage loan correspondent for Zions Ag Finance, Agri-Access, TS Ag, Conterra, CGB Agr-Finance and American Farm Mortgage, originating and servicing loans in the states of WA, OR, ID, AZ and MN.
- 2010 – Present Goplen Ag Services, Inc. – Farm Management**
- Goplen Ag Services provide farm management services on a custom farming basis for an investor who owns apprx. 3,500 acres of dryland crop in the Pomeroy and Waitsburg areas. Our company provides the accounting, marketing, cropping plans, custom field work hiring, crop monitoring and chemical application approvals. Another 1,100 acres owned by the investor in the Lamont area is managed on a share crop basis.
- 2015 to Present Farmers National Company, Pasco – Real Estate Broker & Farm Manager**
- In addition to work with Goplen Ag Service, I have my real estate license with Farmers National Company in Pasco, specializing in agricultural real estate sales and farm management in Washington.

**PROFESSIONAL LICENSES:**

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|----------------|--|
| 1982 -1984     | Real Estate Salesman, States of Minnesota and Iowa |
| 1998 - 2000    | State of Oregon Registered Appraisal Assistant     |
| 2000 - 2008    | Washington State Real Estate Salesman License      |
| 2014 – Present | Washington State Real Estate Brokers License       |

**ORGANIZATIONS AND MEMBERSHIPS:**

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|----------------|--|
| 1982- 2006     | American Society of Farm Managers and Rural Appraisers |
| 1990-2006      | Member Washington Chapter of ASFMRA                    |
| 2002-2006      | Board Member of WA Chapter ASFMRA                      |
| 2012 – Present | WA Pea & Lentil Commission - Member                    |
| 2013 – Present | Pasco Chamber of Commerce - Member                     |
| 2014 – Present | Tri- Cities Board of Realtors – Member                 |
| 2015 – Present | Pacific Northwest Direct Seed Association              |
| 2020 – Present | Walla Walla Board of Realtors - Member                 |

