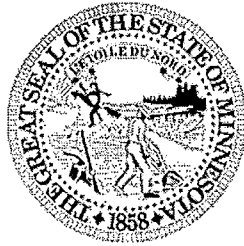


# STATE OF MINNESOTA

Executive Department



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## Governor Tim Walz

### NOTICE OF APPOINTMENT

#### Brent Kelsey

Because of the special trust and confidence I have in your integrity, judgment, and ability, I have appointed you to the office of:

**Public Member**  
**Rural Finance Authority**

Effective: August 16, 2023

Expires: January 4, 2027

This appointment carries with it all rights, powers, duties, and emoluments granted by law and pertaining to this position until this appointment is superseded or annulled by me or other lawful authority or by any law of this State.

Signed and sealed August 11, 2023.



Handwritten signature of Tim Walz.

**Tim Walz**  
Governor

Handwritten signature of Steve Simon.

**Steve Simon**  
Secretary of State

Filed on August 11, 2023  
Office of the Minnesota  
Secretary of State,  
Steve Simon

Replacing: Mary Gritzmacher

**Part I: Position Sought**

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Agency Name: MN Rural Finance Authority  
Position: Public Member

**Part II: Applicant Information**

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Name: Brent Kelsey  
County: Blue Earth  
In House District: 23B  
S House District: 1  
Recommended by the Appointing Authority: True

**Part III: Appending Documentation**

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**Cover Letter and Resume**

Type	File Type
Cover Letter	application/pdf
Resume	application/vnd.openxmlformats-officedocument.wordprocessingml.document

**Additional Documents (.doc, .docx, .pdf, .txt)**

Type	File Name
No additional documents found.	
Reason: No Answer	

**Part V: Signature**

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Signature: Brent Kelsey  
Date: 2/3/2023 12:04:15 PM

**EVO PDF Tools Demo**

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**BRENT S. KELSEY**  
18889 515<sup>th</sup> Avenue  
Lake Crystal, Minnesota 56055  
(507) 779-4338  
Brent.Kelsey@Compeer.com

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## AREAS OF ACCOMPLISHMENT

- \*MBA
- \*RMA Commercial Lending Academy Graduate
- \*Loan Underwriting
- \*Financial Analysis
- \*Risk & Workload Management
- \*Profitability and Productivity Strategies
- \*Collaborative Relationship Building
- \*Team Leadership & Training
- \*Interpersonal, Problem Solving and Communication Skills
- \*Marketing Planning

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## EMPLOYMENT HISTORY

### SPRING BROOK FARMS, LLC, Lake Crystal, Minnesota

#### Owner and President

Ongoing

- Owner and operator of family farm in Southern Minnesota

### COMPEER FINANCIAL, Mankato, Minnesota

#### Princ. Credit Officer

March 2011 to Present

- Underwriter of agriculture LOC's, real estate, equipment, and livestock loans
- State (RFA) and Federal (FSA) Government Guarantee Specialist working on beginning farmer and stressed assets, being organization lead and liaison for credit team and point person on National FCC FSA workgroup
- Manage \$76MM key client portfolio, \$1.1MM average TLO, ranging from small clients to over \$8MM
- Lead on-farm financial performance/financial reviews, and benchmarking analysis
- Assist in Beginning Farmer marketing initiatives via video blogs and working with FO's on BF app packets
- Credit Lead in road show of promoting credit efficiency initiatives to each branch office

### UNITED STATES DEPARTMENT OF AGRICULTURE – FARM SERVICE AGENCY, Fairmont, Minnesota

#### Farm Loan Officer

March 2008 to March 2011

- Underwriter of agriculture real estate, equipment, and livestock loans
- Prepared investment analyses for clients via financial projections, financial statements, and expense analysis
- Budget development and risk management through financial and operation oversight
- Cash flow management and supervision
- Produce annual credit reviews of portfolio through both guaranteed and direct loan servicing
- Analyzed financial performance and conducted year-end financial and security compliance analysis via field, farm, and office visits
- Analyzed feasibility of short, intermediate, and long term financing through USDA guaranteed and direct programs to both established and beginning farmers
- Assist in conducting marketing initiatives to increase FSA's portfolio through outreach endeavors

### MACY'S INC. (MACY'S NORTH), Minneapolis, Minnesota

2004 to Mar. 2008

#### Marketing Planning Finance Analyst, Finance System Owner & Trainer

Feb. 2007 to Mar. 2008

- Oversaw \$80-140 Million annually in Marketing plans and review with teams on a weekly basis
- Headed approximately \$10 Million in annual marketing budgets, including Special Events, Operations, Creative, and Photo and Fashion Studios
- Point person for Multi-Million dollar Glamorama Master Budget and credited for finding Holidazzle funding
- Review Rolling Operating Forecasts (ROF) with Budget Owners on a monthly basis
- Managed weekly, monthly, and seasonal forecast meetings with individual budget areas to make sure they stayed in line with their seasonal marketing plans

- Created queries to pull past, present, and future marketing media mix forecasts
- Pulled weekly advertising spend and collaborated with Marketing Effectiveness and Macy's corporate
- Provided financial support in confidential page allocation planning
- Integral part of budget plan reviews by analyzing media mix percentages and detailed plans with teams
- Set-up, maintenance, and killing of advertising jobs as Special Events Media Specialist

**Additional Responsibilities**

- *November, 2007* - Point person for planning and forecasting entire Marketing Budget, including Media Planning, Advertising Business Office, and Marketing Management budgets, in addition to above mentioned
- *August, 2007* - One of only three in Macy's North organization to hold Business Objects developers license
- *June, 2007* - System Owner for Federated/Macy's Advertising & Financial tracking system
- *June, 2007* - Facilitated training sessions for team members in both classroom and individual environments

**Transition/SWAT Analyst and System Owner**

Aug. 2006 to Feb. 2007

- System Owner for Federated Purchase Order System (FedBuy)
- Selected to be a part of the SWAT team to train team members on new computer operations and use experience in guiding rest of buying organization to a smooth transition
- Lead overview presentations on new Macy's North computer systems
- Facilitated classroom training and individually trained team members, including chairman
- Closely monitor activity to ensure financial goals are met; approve markdowns within guidelines
- Partner with buyers to create financial forecasts

**TARGET CORPORATION (MARSHALL FIELD'S), Minneapolis, Minnesota**

**Merchandise Coordinator/Assistant Buyer**

2004 to Aug. 2006

- Utilize analytical, financial, marketing and merchandising skills to increase both region's and individual store's revenue/profit margins for men's shoes, outerwear, pants and tailored garments
- Analyze sales information for the company's 56 regional departments - \$60-70 million annual revenue
- Create spreadsheets summarizing results. Assess performance and determine why stores failed to meet or exceeded sales goals.
- Development and implement strategies to boost revenue
- Work closely with buyers and accounting team to determine price points, returns to vendors and inventory levels
- Write and edit weekly advertising material for printed materials and company website
- Served as resource person for recent transitions - from Target to May Company and May Company to Federated Stores
- Doubled sales in shoe care items during a one month assignment

**RAHR MALTING COMPANY, Shakopee, Minnesota**

2002 to 2003

**Manager and Supervisor of Production**

(Returned one year to school for Business)

- Managed department generating annual revenues of \$40 million
- Hired, trained, coached and evaluated a team of up to 50 members
- Conducted production audits resulting in improved efficiencies and cost savings
- Achieved and maintained excellent rating for surprise corporate audits
- Acted as liaison/collaborator between company administration and union employees

**EDUCATION**

AUGSBURG UNIVERSITY GRADUATE SCHOOL OF BUSINESS, Minneapolis, Minnesota  
Master Business Administration

2006

UNIVERSITY OF MINNESOTA, Minneapolis, Minnesota

2002

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**BUSINESS TOOLS & KEYWORDS**

- |                           |                               |                                     |
|---------------------------|-------------------------------|-------------------------------------|
| *Web Equity               | *FINPACK                      | *Crystal Reports & Spreadsheets     |
| *Excel / External Queries | *eDALR\$                      | *MS PowerPoint, Access, & Word      |
| *Business Objects         | *MicroStrategy                | *Target Corp. Merchandising Systems |
| *Macy's Adv. System (MAS) | *Macy's Order System (FedBuy) | *Purchase Order Management          |
| *Essbase                  | *Financial Planning Tool      | *Buyers Planning Worksheet          |
| *Revenue Reporting        | *Basic Replenishment Tool     | *SynchronEyes Student 6.1           |
| *Sales Planning Tool      | *Pivot Tables                 | *Budget Tracking & Reporting (BTR)  |
| *Financial projections    | *Financial statements         | *Expense analysis                   |

**OTHER ACHIEVEMENTS**

- RMA Commercial Lending Academy, Spring 2015
- Eagle Scout award recipient
- Self-funded bachelor and MBA degrees
- National Society of Collegiate Scholars, 2000 to 2002
- Selected as one of six students to represent University of Minnesota at national conventions

**COUNCIL 'S AND COMMUNITY SERVICE**

- |   |              |
|---|--------------|
| • AgStar Financial Services Distributed Leadership Council                    | 2016 to 2018 |
| • AgStar Financial Services Leader in start-up of emerging professionals team | 2015 to 2018 |
| • AgStar Financial Services Diversity and Inclusion Council                   | 2014 to 2018 |
| • Macy's Volunteer Council  | 2006 to 2008 |
| • Loaves and Fishes: Hospitality for Minneapolis Homeless                     | 2003 to 2005 |

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# Brent Kelsey

18889 515th Ave | Lake Crystal, MN 56055 | 507-344-5009 | brent.kelsey@compeer.com

2/3/2023

MN Rural Finance Authority  
Matthew McDevitt  
625 Robert Street North  
St. Paul, MN 55155  
matthew.mcdevitt@state.mn.us

**Dear Mr. McDevitt:**

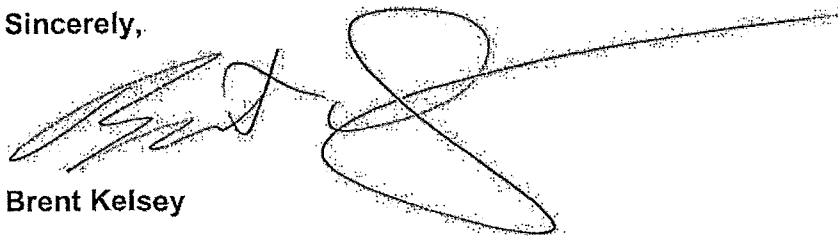
I am honored to have the opportunity to apply for the Public Board position for the MN Rural Finance Authority. As you know, I work for Compeer Financial and have had a voice in the legislative hurdles in helping to get funding for the RFA. Not only do I help Beginning Farmers navigate the RFA programs daily at Compeer, but I also personally feel very strongly that the RFA and the work it does for Beginning Farmers is invaluable to Agriculture and Rural MN.

At Compeer I am the government loan credit specialist and liaison dealing with both RFA and FSA concerns, etc., while also working one on one with our beginning farmer clients to help navigate these vital programs to get new, beginning farmers operating in our State.

Personally, I also have a very strong connection to the value RFA programs have for our beginning farmer clients. Back in 2010, both my husband and myself, before we even knew each other, both utilized the RFA participation programs in conjunction with the FSA Beginning Farmer programs, to help each of us buy our first farms. And we both each utilized the programs a second time to purchase our second farms. We both firmly believe without the RFA programs, we would not have had the success we have had ten plus years later.

I have had the fortunate opportunities to experience both the RFA & FSA programs both personally, and professionally. This has helped me to assist countless other Beginning Farmers do the same. I feel with this experience, I would be a great fit for the RFA Board where I can help guide countless more Beginning Farmers.

Sincerely,



Brent Kelsey

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