



Conterra Ag Capital

Financing America's Farms and Ranches



At Conterra Ag Capital, their mission is simple: to provide access to capital for agricultural and rural America in cooperation with agricultural lenders.

Agricultural financing can be difficult for many farmers and ranchers because of the complexities associated with their operations. Having someone who understands the nuances of agriculture can make all the difference for those going through the financing process.

Growing up on a grain and beef cattle farm in Northern Minnesota, Paul Erickson has been passionate about rural America all his life.

After holding various executive leadership positions in the financial and agricultural sectors, Erickson decided to start his own business helping farmers and ranchers with their financial needs.

Conterra Ag Capital was founded in 2013 and is headquartered in West Des Moines, Iowa, with satellite offices and relationship managers nationwide.

Conterra focuses exclusively on agriculture, providing loan servicing, alternative lending and asset management to institutional investors, banks and other agricultural lenders throughout the United States.

They have a full range of lending options from the traditional farm and ranch real estate loans, as well as alternative loan structures.

Whether their client is a top end producer, or a farmer experiencing stress, they want to help.

“We want our customers to be profitable, thus our goal is to assist to whatever extent we can to be involved in their success,” said Erickson. “We provide our clients access to a broad array of capital that they wouldn’t otherwise have access to, and we are very efficient and quick in how we deliver that capital.”

To help establish relationships in the number one agricultural producing state, Erickson hired a few relationship managers out west. One of those being 40-year finance industry veteran, Roy Martin.

Martin has served in various management positions over the years and came out of retirement to work with Erickson at Conterra. He is also the co-owner and director of the Ag Lending Institute, which is held at the University Business Center located on the Fresno State campus.

“Conterra has done a great job of hiring folks that have a plethora of ag experience from various organizations,” said Martin. “We work as a team and can get things done quickly.”

Conterra Ag Capital is also Friends of the Family Farm Premium Members.

“Farm Bureau’s across the country are great organizations, and we love what they do on the behalf of agriculture,” said Erickson.

Whether its Farm Bureau as an organization or its members individually, Conterra wants to assist the agricultural community however they can.

“We’re open and honest and easy to do business with,” said Erickson. “We have the ability to make good decisions with little or no bureaucracy, which is important in this day and age.”

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