

April Spotlight: Mid County Ag

By McKenzie Fischer

For the month of April, the Wabasso EDA, Commercial Club, and Redwood Area Development Corporation are highlighting Mid County Ag Services, a business located on the edge of Wabasso, Minnesota.

Meet Jamison Panitzke, owner of Mid County Ag Services. Mid County Ag is an independent full-service seed company located just east of Wabasso. The new building on the edge of town was built in 2018 and officially opened for business in the Fall of 2019.

Having grown up in the farming and agriculture community, Jamison knew from an early age that agriculture was something he was passionate about and wanted to pursue later in life. After high school Jamison attended college at Ridgewater where he completed his Agri-Business degree. Soon after his college graduation Jamison started to work for Meadowland as an applicator until he eventually accepted the position of Research Associate with Pioneer at the Redwood Soybean Research Program. Jamison worked in research for six years before being hired by Jeff Schoer of Bulk Seed Systems as their promoter for selling seed.

As a result of all the knowledge Jamison had gained from his previous work and education experiences he decided to take the plunge in 2019 and start his own ag services company. Jamison also mentioned that he has started farming on the side as a hobby around where he lives, "It's a huge advantage to be able to plant all the products I sell and test them out before I recommend them to my customers. There's no better way to learn products than to plant them and harvest them yourself!"

The main products that Mid County Ag has to offer are Pioneer Corn, Soybeans, Soybean Seed Treatment, and Alfalfa. They also are a dealer for J&M grain carts and seed tenders as well as AWS wind systems for soybean heads. I asked Jamison how his company had grown since he started to which he replied, "I would say that my corn and soybeans sales have more than doubled. I have been averaging around six new customers a year between Redwood and Renville County as well as adding the J&M/AWS dealership." Jamison stated that he hopes to grow in the future and find even more ways to serve his customers.

As of right now Jamison does not have any full-time employees, but is currently looking for part time workers during the Spring which is easily his busiest season. Some of the day to day operations during the Spring involve sorting seed, delivering seed, and treating soybeans. Once Spring is wrapped up you can find Jamison crop scouting and giving plot tours. Fall involves walking the fields and the plots in order to learn more about the products as Jamison gears up for selling season. During the Winter Jamison makes time amongst other tasks to attend meetings and crop shops and work directly with his customers in order to better learn the needs of the people in the community that he serves.

When I asked Jamison what advice he had for anyone wanting to start their own business he stated, "Come up with a plan and try to stick with it as much as possible. Ask others in the same line of business to gain more knowledge and ideas and don't be afraid to take some risks

along the way.” Jamison also wanted to state how important it is to have a mentor with experience that can help guide you in the right direction. “Jeff Schoer helped me tremendously in mentoring me and helping me start this business and I cannot thank him enough for that. I have also collaborated and still work with Justin Morin and that has also been a huge help for me and I enjoy working with him and his customers as well.” Jamison also thanked Pioneer and their employees for supporting him in his journey.

If you are interested in pursuing an ag related career and need someplace to start or are looking to gain more knowledge and experience Mid County Ag is a great place to start. You can reach Jamison Panitzke at Jamison.panitzke@plantpioneer.com or give him a call at 507.430.9184.