

# WALTER R. CARNES II

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## SKILLS:

Excellent people, problem solving and organizational skills. Have developed and organized new or expanding farming operations up to 20,000 acres having total responsibility for managing and implementing budgets as well as labor and day to day field operations. Have also organized a new warehouse in the industrial setting, training personnel, and being responsible for setting up inventory placement.

## EXPERIENCE:

June 1999 to Present—Real Estate Agent for Coldwell Banker Agency Bowling Green, KY. Instrumental in the formation of the “Land Group”. This group of agents specialized in the listing and sale of farmland, natural resources properties, and specialized commercial properties. Created and utilized a marketing strategy using the internet to find prospects and property. Number 1 commercial agent in Coldwell Banker Kentucky 2005.

March 2009 to Dec 2014--General Manager Pitstick Farms Mississippi-- Responsible for finding land in the Mississippi Delta for Pitstick Farms. Started with 1700 acres in 2009; 20,000 acres by 2013. Responsible for day to day operations of this farm including pay roll, daily job assignments, maintaining equipment, obtaining crop spraying services, etc. Responsibilities also include dealing with landlords, farm managers, equipment suppliers, ag consultants, government agencies, crop insurance, bankers and as many as 40 employees. Crops grown have been wheat, corn, soybeans, rice and cotton.

February 1995 to March 2002 --Huish Detergents. Started on a production line in liquids department. Moved into warehouse starting as a fork lift operator and progressed to Lead person in charge of raw material warehouse responsible for receiving packaging materials into warehouse, planning placement and shipping to main plant. Worked closely with inventory control to account and reconcile counts on a daily basis. Lead person in charge of warehouse personal responsible for servicing 16 production lines. Had responsibility of supervising 8 employees. Major responsibility was planning, ordering and receiving all packaging materials for the 14 production lines.

December 1986 to February 1995--Self-employed financial consultant representing farmers in Mississippi, Tennessee and Kentucky, assisting them through the loan or loan servicing process of Farmers Home Administration and Farm Credit system. Meeting frequently with state and U. S. legislators or their staffs for the purpose of discussing federal policies concerning FMHA in general and on behalf of individuals as necessary. Have worked with attorneys explaining FMHA policies and regulations.

August 1993 to July 1994-- Consultant for Outdoor Pig Project, Pig Improvement Co, Franklin KY. Developed a format for incorporating modern outdoor pig production into traditional "Midwest" production agriculture. This involved writing a detailed study illustrating how this could enhance profits from a farming operation, from placement into the rotation, to cash flow improvements. I also developed a presentation program for lenders, extension personnel and state department of agriculture personnel as well as producers.

September 1993 to June 1994-- Plant worker for Kendall Co. Started as a packer working up to assistant calendar operator.

March 1993 to September 1993--Sales inspector for Terminix International LP. I was responsible for inspecting, measuring, pricing and selling termite treatments and residential and commercial pest control.

September 1992 to December 1992--Part time Field Assistant for USDA Agricultural Stabilization and Conservation Service County Committee, Franklin, KY. I was responsible to the chairman of the committee as the eyes of the committee in the field, spot checking CU for pay or CRP. I was also responsible for measuring crop acreage and grain in CCC storage.

December 1987 to February 1993--Auction consultant with Ron Kirby Auction and Realty, Franklin, KY. As an auction consultant, I worked primarily with land and equipment owners considering the auction sale process, recommending methods of presentation as well as researching and preparing information for prospective purchasers.

November 1982 to December 1987-- Self-employed owner/operator of an 800-acre cotton and soybean farm in the Mississippi delta.

January 1978 to 1982-- Farm management with overall responsibility for up to 2,000-acre row crop operation with 12 employees.

November 1969 to December 1977-- Self-employed 60-cow dairy and 300-acre soybean farmer.

## ADDITIONAL BACKGROUND:

While in high school, in addition to being an honor student, playing football and membership in the band, I operated a custom hay baling and lawn mowing service and assisted in a family owned beef cattle and cotton operation.

## EDUCATION:

Mississippi State University- (72 hours) Dairy Science major with courses in accounting, agricultural economics, animal and dairy science, farm management and soils.

## ADDITIONAL TRAINING:

Huish and Kendall Forklift Certification Program's  
Terminix termite control and driver training courses  
Jackie B. Cooper Automotive Sales Seminar

## ADDITIONAL SCHOOLING:

Career Development Center for Real Estate  
Continuing education to maintain a real estate license