

JEFFREY S. VANDER WERFF

1455 Black Hills South Drive Kent City, MI 49330 | 616-318-5483 | JSVWerff@gmail.com

EDUCATION

Michigan State University, East Lansing, MI

Studied Crop & Soil Science

1999-2000

Lansing Community College, Lansing, MI

Studied Fire Science

2001-2003

Texas A&M University, College Station, Tx

The Executive Program for Ag Professionals

2016-2017

Eligible to achieve Certified Crop Advisor Certification through the American Society of Agronomy.

RELATED EXPERIENCE

Momentum Ag, LLC - Casnovia, Michigan

Co-Founder and CEO

January 2023 - Present

- Founded in 2023 and a specialty fertilizer, adjuvant, and biologics company.
- Focus is primarily distribution of private label solutions to other agribusinesses.
- Unique ownership structure as a quasi-ESOP, with employees having ownership opportunity.

Gold Coast Sales, LLC - Kent City, Michigan

Founder & CEO

January 2016 - Present

- Founded GCS in 2016 as a dealership for a regional seed company.
- Since 2016, has grown into a 15+ million-dollar business.
- We operate 8 locations with 12 salespersons throughout Michigan and NW Ohio.
- We are one of the largest privately held independent agribusiness retailers in Michigan.

VWF, LLC - Sparta, Michigan

Farm Owner

March 2021 - Present

- Own and operate a 1200 acre cash grain operation based in Sparta, Michigan in partnership with my brother.
- Specific duties include: planting and tillage work, pesticide applications, crop scouting and pest management, harvesting, and the drying and storage of harvested grain.
- Also oversee purchasing, precision agriculture, and water use management.
- This business was successfully transitioned from my father and uncle to my brother and I through a leveraged buyout. We are the 4th generation to successfully complete this process.
- Compiled data from multiple sources to develop crop and fertility plans for the farm, including N,P,&K requirements, micro and macronutrient needs, herbicide programs, and seed and trait placement, all while following Tri-State fertility recommendations and EPA guidelines.
- Working knowledge of USDA, FSA, and NRCS government programs.

VWO LLC, Sparta, Michigan

Farm Owner & Farm Operations Manager

Dec 2006 – March 2021

- Owned and operated a 250 acre commercial fruit orchard in partnership with my brother.
- Responsible for all aspects of the business, including fertility, agronomics, pest management, finances, and employee supervision.
- Started the fruit business from a 5 acre farm in 2006; completely self-taught in the fruit business.

Boersen Farms Grain, Inc. Zeeland, Michigan

Agronomic Operations Manager

June 2012 – Nov 2012

- Responsible for the oversight of agronomic operations for a 40,000 acre grain farm based in Zeeland.
- Specific duties included: supervision of irrigation, pesticide applications, crop scouting and pest management, harvest timing, and the drying and storage of harvested grain.
- Also oversaw purchasing, precision agriculture, and water use and management.
- Scouted crops in a large geographic area, including plant tissue and soil testing for nutrient and water needs.
- Compiled data from multiple sources to develop crop and fertility plans for the farm, including N,P,&K requirements, micro and macronutrient needs, herbicide programs, and seed and trait placement, all while following Tri-State fertility recommendations and EPA guidelines.

Hamilton Farm Bureau Co-Op, Inc.

Agronomist

Dec 2007 – Dec 2011

- Worked with a wide range of grower clients to develop success on their farms.
- Developed and implemented plans for fertility, tillage systems, manure management, seed & trait placement, and pest management.
- Grower clients ranged from 5 acre blueberry farmers, to organic dairies, to multi-thousand acre diversified farms.
- Used techniques such as plant tissue and soil testing, as well as soil structure mapping techniques to develop highly technical nutrient management plans for farms that utilized synthetic fertilizer only, those that used manure only, and those that used a combination of the two.
- Attended numerous hours of continuing education, taught several sessions to our sales group.
- Worked with applicator employees to develop best practices and ensure their implementation.
- Acted as a mentor for new employees.
- Responsible for all aspects of the Environmental, Health, and Safety Program.

Crop Production Services, Inc.

Sales & Facility Manager

Dec 2006 – Dec 2007

- Worked with a wide range of grower clients to develop success on their farms.
- Developed a successful business plan and oversaw 6 full time and 4 part time employees.
- Worked with a wide variety of crops, including potatoes, dry beans, and sugar beets.
- Ensured that crop consultants under my supervision were utilizing best practices, and adhering to only the highest standards.
- Attended numerous hours of continuing education.
- Responsible for all aspects of a 5 million dollar ag-retail facility.

Royster Clark, Inc. / Crop Production Services, Inc.

Applicator/Salesman

May 2003 - Dec 2006

- Worked with a wide range of grower clients to develop success on their farms.
- Achieved certification as a commercial applicator.
- Applied over 100,000 acres of fertilizer and crop protection products.
- Achieved a record of ZERO mis-applications.
- Successfully worked my way up from an applicator to a strictly sales based role.
- Developed and implemented plans for fertility, tillage systems, manure management, seed & trait placement, and pest management.
- Grower clients ranged from 5 acre blueberry farmers, to organic dairies, to multi-thousand acre diversified farms.
- Used techniques such as plant tissue and soil testing, as well as soil structure mapping techniques to develop highly technical nutrient management plans for farms that utilized synthetic fertilizer only, those that used manure only, and those that used a combination of the two.
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Legal Case Consultations and Expert Witness Testimony

- Roger D. Berchatti of Allendale, Michigan. Successful litigation involving a crop damage dispute with a organic dairy in 2015.
- Consultative work with Warner Norcross & Judd and Varnum LLP of Grand Rapids, Michigan.
- Secrest Wardell PLC of Grand Rapids, Michigan. Successful litigation of a very complex suit and counter suit involving theft, fraud, breach of contract, and suspected arson.

Achievements

- Past Vice-President & President of AgChat Foundation, a social media non-profit.
- Past Vice-Chairman, Michigan Farm Bureau State Young Farmer Committee.
- Past member, American Farm Bureau National Young Farmer & Rancher Committee.
- Member, past line officer, Kent City/Tyrone Township Fire Department.
- Nationally recognized expert on UAS/UAV systems, precision agriculture and technology, 4G/5G rural internet access, and agricultural policy.
- Recognized before the United States Senate for testimony on UAS/UAV systems, a member of Ag Policy's "50 under 50" in agricultural policy in 2014, have been published by multiple national publications.

Hobbies / Interests

- Spending time with my wife and two daughters pursuing outdoor adventures such as golf, hiking, and skiing.
- Advocating on behalf on farmers and agribusiness interests in a variety of capacities.
- Aviation and working towards my private pilot license.