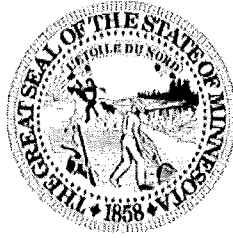


STATE OF MINNESOTA
Executive Department



RECORDED

FEB 02 2021

Governor Tim Walz President of the Senate

NOTICE OF APPOINTMENT

Eric Sannerud

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

Minnesota Rural Finance Authority

Effective: February 3, 2021

Expires: January 6, 2025

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it all rights, powers, duties, and emoluments granted by law and pertaining to this position until this appointment is superseded or annulled by me or other lawful authority or by any law of this State.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 January 29, 2021.



Handwritten signature of Tim Walz in black ink.

Tim Walz
Governor

Handwritten signature of Steve Simon in black ink.

Steve Simon
Secretary of State

Reappointment

Filed on January 29, 2021
Office of the Minnesota
Secretary of State,
Steve Simon

Application for the position Public Member

Part I: Position Sought

Agency Name: MN Rural Finance Authority

Position: Public Member

Part II: Applicant Information

Name: Mr Eric Robert Sannerud

Phone: (952) 201-4227

County: Benton

Mn House District: 15B

US House District: 8

Recommended by the Appointing Authority: False

Part III: Appending Documentation

Cover Letter and Resume

Type	File Type
Cover Letter	application/pdf
Resume	application/pdf

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

Type	File Name
No additional documents found.	

Veteran: No

Part V: Signature

Signature: Eric R Sannerud

Date: 12/3/2020 8:29:50 AM

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President of the Senate

Eric R. Sannerud
Farmer. Speaker. Entrepreneur.

952.201.4227 // EricRSannerud@gmail.com

December 3, 2020

To Whom It May Concern;

My name is Eric R. Sannerud, and I am writing to apply for the open position on the Minnesota Rural Finance Authority. I feel my experience as a young and speciality crop farmer is crucial to bring to the RFA.

Allow me to provide this brief overview of what I can offer:

- Entrepreneurship: Fundamentally I am a changemaker. I have founded many organizations, some were for-profit, others community-based, and many have not found success. But the collective experience across sectors and varying levels of success, has given me a powerful organizational leadership toolbox to work with. My leadership with Mighty Axe Hops has been recognized statewide.
- Thought Leadership: I am a recognized leader in Minnesota's food system; speaking on panels, presenting at conferences, and engaging in dialogue through social media on pressing agricultural and food issues. I'm a TED speaker, author, and have participated on various policy and farm issue committees; including serving on the MAWQCP committee, Local Foods Advisory Council, LSP's Federal Farm Policy Committee, co-founding Central Minnesota Young Farmers Coalition, and NFU's BFI program.
- Talkin' 'Bout My Generation: Change is the only constant in agriculture. As one generation of agriculture begins to retire, another is pressing at the farm gates. Yet this next generation has different needs. Communities, policy, and support organizations must re-tool to meet them. The prize for organizations who effectively make this pivot is immense; a role in the future.

Overall, I am a driven, engaged, and goal oriented leader with deeply relevant experience, leadership, and communication skills. I am excited about the opportunity to continue to serve my State and my community as a member of the RFA and play a small role in facilitating a better future in MN agriculture. To contact me, please call 952.201.4227. Thank you for your time and consideration.

Sincerely,
Eric R. Sannerud

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President of the Senate

Eric R. Sannerud

Farmer. Speaker.
Entrepreneur.

Eric R. Sannerud

952.201.4227
ericsannerud@gmail.com
www.EricRSannerud.com

Skills

Marketing, innovation, relationship building, branding, project management. Proficient in Docs, Xcel, and internet tools. Trained EOS Traction operator. Lean Start up and MVP trained leader. Agile project management, Certified Scrum Product Owner, training to be completed by January 1, 2021.

Experience

Mighty Axe Hops / Co-Founder & CEO

March 2013 - December 2020, Foley, MN

Founded in 2013 with 25 plants, raised \$6 million to become the largest hop farm in flyover country.

- Led conception, development, implementation and pivots on core branding and marketing initiatives including Mighty Axe house-brands and our Small Batch blend program.
- Sold 35,000lbs of hops annually through direct sales, distributor sales, and online sales.
- Managed annual budget of \$300,000+.
- Led a team of 3 FTEs and 15 seasonal staff.
- Managed hop contracts totalling 20,000lbs across 80 brewers: negotiations, take deadlines, clearing contracts.

Loam Brewing LLC / President

October 2020 - Present, MN

Loam Brewing is a full-service hop marketing and sales consulting firm.

- Engaged with clients across the country to build custom marketing and branding initiatives for their region.
- Designing blends and developing in-house and brewer-partnered sensory and RnD programs for clients.

TED / Speaker

March 2019

"Without Farmers You'd Be Hungry Naked and Sober" examines the current state of farming in America from the perspective of a new farmer. Over 1.7 million views on TED.

- Wrote the script to communicate complex agricultural policies and trends to a broad, global audience.
- Worked with designers to present data in compelling ways, create cohesive imagery for the presentation.

Service

Minnesota Ag Water Quality Certification Program / Advisory

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Committee Member

January 2018 - Present

Advise Minnesota Department of Agriculture staff on direction, communications, and growth of the MAWQCP which now covers over 600,000 acres of Minnesota farm land protecting our shared natural resources.

Rural Finance Authority Board / Member

January 2016 - Present

The Minnesota Rural Finance Authority is a State lending institution designed to partner with private lenders to better serve Minnesota's rural communities and farmers. We oversee a lending portfolio of over \$150 million and a bi-annual bond allocation of \$35 million.

Environmental Initiative / Member, Executive Committee

October 2013 - Present

Environmental Initiative is a large environmental non-profit with annual operating budget of \$2 million and nearly 20 staff. We serve as conveners and collaborators across a breadth of program areas to advance equitable environmental solutions.

One Minnesota Advisory Board / Member

November - December 2018

Served on the Walz administration's advisory board to represent small business and agricultural perspectives amongst 29 other business, NGO, and governmental leaders from across Minnesota.

Awards

-
- 40 Under 40 Minneapolis Saint Paul Business Journal
 - Greater St.Cloud Development Council Impact Award
 - Top 50 Young Entrepreneurs by Minnesota Business Magazine
 - U40 University of Minnesota Alumni Association
 - Udall Scholar
 - Minnesota Cup Semi-Finalist with Mighty Axe Hops
-

Education

University of Minnesota / BS in Food Systems

September 2009 - May 2013, Twin Cities, MN

Graduated *Cum Laude*. Self designed course work included entrepreneurship, lean business, sustainability and social justice. Start-up training via Acara Center for Social Entrepreneurship.

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FEB 02 2021

President of the Senate