

Central Region Staff

Jon Mark Erstine - Memphis



Licensed in: Arkansas and Tennessee

Jon Mark began his career with Prudential in June of 1980 in the Little Rock, Arkansas office. In 1981, he was transferred to the Memphis, Tennessee Regional Office. Jon Mark has served a number of roles within PGIM Real Estate Agricultural Investments during his career.

His early years were spent concentrating on property management, acquisition, and sales. During the late 1980s and early 1990s he served as the Regional Vice President for Capital Agricultural Property Services, Inc. (CAPS). Upon returning from CAPS to Prudential in the early 1990s, he has served in his present role as Executive Director for the Central Region. His present responsibilities include oversight of the equity real estate and property management (CAPS) for the Central Region.

Jon Mark Erstine
Executive Director

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A graduate of the University of Arkansas, Jon Mark holds both a Bachelor of Science and Master of Science degrees in Agriculture Economics. Additionally, Jon Mark is a licensed Real Estate Broker in Arkansas and Tennessee. He is also a member of the Arkansas Ag Council, and the Delta Ag Council.



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Central Region Staff

Royce S. Bryant, AFM - Memphis



Royce S. Bryant, AFM
Regional Vice President

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Licensed in: Arkansas, Mississippi, Tennessee, Colorado & Georgia

Royce started with CAPS in 1988 and was promoted to Regional Vice President in 1993. Located in the Memphis office, he is responsible for management and real estate activities of CAPS' Central Region. This region covers the Delta States of Arkansas, Mississippi, Louisiana and the Missouri Bootheel, as well as the Midwest States including Illinois, Iowa, Indiana, Minnesota and Wisconsin.

Prior to joining CAPS, Royce worked as General Manager for Spirit Lake Farms for eight years. Royce grew up on a beef cattle farm near Nashville, Arkansas. He holds both Bachelor and Master of Science degrees in Plant Pathology from the University of Arkansas-Fayetteville. Royce has extensive experience in land development and irrigation projects. He is also a licensed real estate broker in Tennessee, Arkansas, Mississippi, Colorado and Georgia.

A member of the American Society of Farm Managers and Rural Appraisers (ASFMRA), Royce was awarded the professional title of Accredited Farm Manager (AFM) in 1990 after successfully completing and meeting the Society's requirements of education, experience and examination.

In 1992, Royce received the Farm Manager of the Year Award, sponsored by the Agricultural Division of Ciba-Geigy Corporation, the ASFMRA and *AgriFinance* magazine.

Central Region Staff

Scott D. Mason, AFM - Jonesboro



Scott D. Mason, AFM
Executive Manager

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Licensed in: Mississippi, Arkansas, Louisiana, Tennessee, Missouri and New York

Scott joined Capital Agricultural Property Services, Inc. (CAPS) in the Greenville, Mississippi, office in 1990, and is currently an Executive Manager in the Jonesboro, Arkansas, office. There his duties include farm management and real estate sales and acquisitions.

Prior to joining CAPS, Scott participated in his family-owned beef cattle and commercial beekeeping operation.

Scott holds a Bachelor of Science degree in Agronomy from the University of Arkansas. In 1990, he obtained his Master's degree in Agricultural Economics from the same institution. A member of the American Society of Farm Managers and Rural Appraisers (ASFMRA), Scott was awarded the professional title of Accredited Farm Manager (AFM) in 1996 after successfully completing the requirements of education, experience and examination. Scott has assisted multiple owners in the development of their properties through irrigation and land development projects.



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Central Region Staff

Christopher S. 'Scott' Johnson, AFM, CCA - Champaign



Christopher S. 'Scott' Johnson, AFM, CCA
Executive Manager

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Office: 217-359-3336
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Licensed in Illinois, Indiana, and Wisconsin

Scott began his career with CAPS in 1992, and is located in Champaign, Illinois.

His primary responsibilities are farm management and real estate transactions. Scott's clients include individual landowners, investors, bank trusts and institutions.

A member of the American Society of Farm Managers and Rural Appraisers (ASFMRA), Scott was awarded the title of Accredited Farm Manager (AFM) in 1997 after successfully completing the society's requirements of education, experience and examination.

Scott is also a member of the Illinois Society of Professional Farm Managers and Rural Appraisers (ISPFMRA) and has served on numerous committees for the organization. He received the designation of Certified Crop Advisor (CCA) from the American Society of Agronomy in 1995. He is an Illinois Designated Managing Broker and is also a licensed real estate broker in Indiana and Wisconsin. Scott graduated from the Illinois Agricultural Leadership Program in 2002.

Raised on a farm in Henry County, Illinois, Scott has a Bachelor of Science degree from the University of Illinois, and a Master of Science degree from Purdue University, both in agricultural economics.

Central Region Staff

Timothy A. Harris, AFM - Princeton



Timothy A. Harris, AFM
Executive Manager

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Licensed in Illinois, Iowa & Minnesota
Licensed Illinois Auctioneer

Tim is located in Princeton, Illinois, and has been with CAPS since October 2008. Tim received his Accredited Farm Manager designation in 2001. He has an extensive grain and livestock background having spent 20 years in the dairy business. Tim has been active on his family farming operation for most of his career. He became a farm manager in 1995 for a local farm management company before joining a local bank to head up their farm management business located in the trust department. Tim became familiar with the fiduciary responsibilities while working with trust accounts and various requirements working in the trust department.

Tim received his Associate of Arts and Science (AAS) degree from Illinois Valley Community College in Agribusiness. He is an Illinois Designated Managing Broker, Iowa Real Estate Broker, Illinois Licensed Auctioneer, Minnesota Real Estate Broker and an Accredited Farm Manager with the American Society of Farm Managers and Rural Appraisers. He was a member of the class of 2000 in the Illinois Ag Leadership program and served as President of the Alumni Board from 2006 to 2012. Tim is also a graduate of the Farm Bureau Agricultural Leadership of Tomorrow (ALOT) leadership program.

Currently Tim serves as President of the Illinois Society of Professional Farm Managers and Rural Appraisers. He serves as a Trustee for Greenfield Retirement Home in Princeton, President of the Princeton Community Band, and serves on the Princeton Fire Protection District. Tim was past President of the Princeton Chamber of Commerce and is a member of the Evangelical Covenant Church where he served as church chair. Tim is married to his wife Judy and they have two grown children and two grandchildren.