

KYLE WALKER, AFM, AAC, CAC

SENIOR LAND MANAGER



Email: Kyle@PeoplesCompany.com
Mobile: 515.291.5766
Office: 515.222.1347

Peoples Company - Indianola
113 W. Salem Avenue
Indianola, IA 50125



BIO

Kyle Walker concentrates solely on Land and Asset Management for Peoples Company, based out of Indianola, IA. His experience, persistence, work ethic, and overall knowledge of asset management make him a vital part of the team. Kyle's management approach includes achieving high operational goals, utilization of the latest technologies, and spearheading capital improvement projects focusing on clients' return on investment. He also sets high expectations for both annual income and long-term appreciation. Kyle is fluent with USDA programs including EQIP enrollment, state and federal cost-share assistance, and CRP enrollment of environmentally sensitive acres. Kyle and his team also utilize the latest profitability software and Peoples Company's innovative proprietary management website. He regularly consults and oversees projects for outside investor clients and is experienced in litigated or Court appointed work.

Affiliations include membership in the American Society of Agricultural Consultants and American Society of Farm Managers and Rural Appraisers. Kyle is also a licensed Real Estate Agent in Iowa, Illinois, Minnesota, Arkansas, Missouri and active in his local community.

EDUCATION

Iowa State University, B.S. Sports Management, 2004, Ames, Iowa

LAND MANAGEMENT EXPERIENCE

- Goal-oriented with increased appreciation through sustainability
- Capital improvement through terracing, tiling, waterways, and irrigation systems
- Organic transition and current management of organic farmland assets
- Alternative income producing methods on marginal or low producing acres
- Cash rent negotiations and contract disputes
- Cow/calf, cattle feedlot operation, and pasture acre utilization
- NRCS compliance issues on marginal ground
- Overseeing capital expenditure projects focusing on ROI
- State and federal cost share assistance
- Cover crop utilization and application
- Management of crop share and custom farming arrangements with budgets
- Hunting leases and other alternative leases adding additional income
- Investment properties and maximizing each potential revenue stream
- Agronomic input selection and implementation
- Leading Harvest Sustainability Standard and environmental certifications

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COURT & FAMILY DISPUTE EXPERIENCE

- Court Appointed Receiver
- Court ordered Referee involving partition actions
- Expert Court witness concerning leasing and farm management
- Experience working with difficult family dynamics

AFFILIATIONS & ACCREDITATIONS

- American Society of Farm Managers & Rural Appraisers, Accredited Farm Manager (AFM)
- American Society of Farm Managers & Rural Appraisers, Accredited Agricultural Consultant (AAC)
- American Society of Agricultural Consultants, Certified Agricultural Consultant (CAC)
- Iowa Association of REALTORS®
- National Association of REALTORS®
- Licensed Real Estate Agent in Arkansas, Illinois, Iowa, Minnesota, and Missouri
- 2017, 2018, 2019 Peoples Company Top Income Producer Land Management
- 2019 Peoples Company "A Player" of the Year Award
- Peoples Company Board Member
- American Society of Agriculture Consultants Board Member
- Farm Bureau Member
- Iowa Soybean Association Member

LICENSES

#SA00086347

Licensed Real Estate Salesperson

Licensed In: Arkansas

Expiration: December 31, 2020

#475.176589

Licensed Real Estate Salesperson

Licensed In: Illinois

Expiration: April 30, 2022

#S62523000

Licensed Real Estate Salesperson

Licensed In: Iowa

Expiration: December 31, 2022

#40519978

Licensed Real Estate Salesperson

Licensed In: Minnesota

Expiration: June 30, 2022

#2018045622

Licensed Real Estate Salesperson

Licensed In: Missouri

Expiration: September 30, 2022