

# NATE DOWNEY, AFM

*Land Manager*

Email: [Nate.Downey@PeoplesCompany.com](mailto:Nate.Downey@PeoplesCompany.com)

Mobile: 515.850.7486

Office: 515.750.1856

Peoples Company - Cumming

1108 S. 44th Street, Suite 102

Cumming, IA 50061



# NATE DOWNEY, AFM

*Land Manager*



# NATE DOWNEY, AFM

*Land Manager*



# NATE DOWNEY, AFM

## Land Manager



Nate Downey manages farms across the Midwest and has built a reputation for delivering exceptional land management services rooted in practical experience, strong communication, and a results-driven approach. As an Accredited Farm Manager (AFM) through the American Society of Farm Managers and Rural Appraisers (ASFMRA), Nate brings a high level of professional expertise to farms of all sizes, overseeing everything from capital improvement projects and soil health initiatives to tenant relationships, lease negotiations, and long-term asset planning.

Nate's extensive knowledge of the industry allows him to identify opportunities that create additional value for landowners, including alternative lease income, ecosystem services payments, and federal conservation and farm programs. Recognized for his intuitive problem-solving skills and grounded approach, he consistently delivers solutions that align with his clients' goals while maximizing the productivity, sustainability, and long-term potential of their land.

Nate is from Indianola, Iowa, and works out of the Cumming, Iowa office. He is actively involved in his local community, serving as a dedicated volunteer firefighter and nationally registered Emergency Medical Technician. His commitment to public service reflects a passion for helping others that extends well beyond agriculture.

Focused on providing a practical and relationship-driven approach to land management, Nate believes strongly in the principles of sustainability and the importance of trust in agriculture. His ability to connect with farmers, communicate effectively with landowners, and understand the unique challenges of each property allows him to build lasting relationships and deliver the best possible outcomes for those he serves.

## EDUCATION

- Iowa State University, B.S. Agricultural Systems Technology with a focus on biosystems, 2021, Ames, IA

## LAND MANAGEMENT EXPERIENCE

- Provides tailored landowner reports, interpreting yield, fertility, and soil health data to drive profitability and efficiency.
- Secured USDA funding for conservation and land improvement, maximizing environmental and financial benefits for landowners.
- Diversifies revenue streams by stacking lease income, ecosystem service payments, federal programs, and tax credits to maximize landowner returns
- Capital improvement oversight focused on sustainability and long-term outcomes.
- Implemented advanced soil health strategies, improving crop yields and land resilience for future production.

## LICENSES

Iowa: #S71363000

Illinois: #475.208940

Minnesota: #40900791

Missouri: #2024030793

## MEMBERSHIPS & ACCREDITATIONS

- American Society of Farm Managers & Rural Appraisers (ASFMRA), Member
- ASFMRA Accredited Farm Manager (AFM)
- Iowa Farm Bureau, Member
- Milo, Iowa Fire and Rescue, NREMT, FF1, HMA, HMO