

NATE DOWNEY

Land Manager

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Peoples Company - Cumming

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Nate Downey manages farms across the Midwest and has built a reputation for delivering exceptional land management services. He manages farms of all sizes, overseeing everything from capital improvement projects and soil health initiatives to tenant relationships and lease negotiations. Nate's extensive knowledge of the industry allows him to unlock additional value for landowners through alternative lease income, ecosystem services payments, and federal programs. Recognized for his intuitive problem-solving skills and practical approach, Nate consistently delivers solutions that align with his clients' goals, maximizing the potential of their land.

Nate works from the Indianola, IA office and actively volunteers in the county. He is a dedicated volunteer firefighter and a nationally registered emergency medical technician, serving his local community with a deep commitment to public service. His passion for helping others extends beyond agriculture, as he strives to ensure the safety and well-being of those around him.

Focused on providing a grounded and practical approach to land management, Nate firmly believes in the principles of sustainability and the importance of strong relationships in agriculture. His ability to connect with farmers and communicate effectively with landowners allows him to understand their unique challenges. By building trust and maintaining open communication, Nate ensures the best 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

AFFILIATIONS, ACCREDITATIONS, & AWARDS

- American Society of Farm Managers & Rural Appraisers (ASFMRA), Member
- 2022-Present Pursuing ASFMRA Accredited Farm Manager Designation
- Iowa Farm Bureau, Member
- Milo, Iowa Fire and Rescue, NREMT