NATE DOWNEY, AFM

Land Manager

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Peoples Company - Cumming
1108 S. 44th Street, Suite 102
Cumming, IA 50061



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Land Manager

Nate Downey, AFM, is a Land Manager with Peoples Company, providing comprehensive farmland management and advisory services throughout the Midwest. As an Accredited Farm Manager through the American Society of Farm Managers and Rural Appraisers (ASFMRA), Nate combines professional expertise, strategic planning, and practical, boots-on-the-ground service to enhance the profitability and long-term value of agricultural assets.

Nate works closely with landowners, families, trust officers, attorneys, and professional advisors to navigate complex farmland ownership and management decisions. His experience spans all aspects of professional land management, with expertise in lease negotiations, cash rent, crop share and custom farming arrangements, financial oversight, capital improvements, and conservation programs. He evaluates farm profitability, operating structures, and alternative revenue opportunities to develop strategies that maximize income potential while managing risk and preserving long-term asset value.

With an emphasis on practical problem-solving, clear communication, and accountability, Nate takes a proactive approach to evaluating opportunities, developing management strategies, and overseeing their implementation. His management philosophy balances strong financial performance with responsible land stewardship and each landowner's unique objectives. He also plays an active role in advancing technology and innovation within Peoples Company's land management division, helping implement emerging technologies and artificial intelligence to improve operational efficiency, grain marketing analysis, and landowner reporting.

Originally from Indianola, Iowa, Nate earned his Bachelor of Science in Agricultural Systems Technology from Iowa State University and works out of Peoples Company's Cumming office. He is actively involved in his community, serving as a volunteer firefighter and Nationally Registered Emergency Medical Technician with Milo Fire & Rescue.

EDUCATION

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

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