

NATE DOWNEY

LAND MANAGER

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Peoples Company - Indianola

113 W. Salem Avenue

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LAND MANAGER

BIO

Nate Downey joined the Peoples Company team in 2023 and manages farms across the Midwest.

Prior to joining Peoples Company, Nate worked in the swine industry in asset and facilities management. This close collaboration with prominent contractors and integrators on a wide array of projects, ranging from daily farm operations to complex construction endeavors, has provided a valuable foundation of work experience. Nate attributes his intuitive problem-solving skills, process-driven thinking, and down-to-earth approach to his background in the swine industry.

In addition to his professional endeavors, Nate serves his local community as a dedicated volunteer firefighter. His commitment to public service extends beyond his work in agriculture, demonstrating his passion for helping others and ensuring the safety and well-being of those around him.

Focused on providing a grounded and practical approach to land management, Nate believes in the principles of sustainability and strong relationships that underpin agriculture. One of his key strengths lies in his relatability with farmers. Understanding the challenges they face, Nate communicates effectively and builds trusting relationships, ensuring 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

- Inventory and provide landowner summaries of all farm-related items including interpretation of annual production data (yield documentation, fertility management, soil health, etc.).
- Proficient with current USDA programs and navigating funding opportunities for land appreciation conservation practices.
- Maximize annual return through farm leases and additional revenue streams via hunting leases, carbon credits, Beginning Farmer Tax Credits, etc.
- Capital improvement oversight focused on sustainability and long-term outcomes.
- Soil health and Soil monitoring.
- Serve as team lead on implementation and assistance of Peoples Company software platform.

MEMBERSHIP & ACCREDITATIONS

- 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, Member

LICENSES

- #S71363000, Licensed Real Estate Salesperson: Iowa, Expiration: December 31, 2025
- #475.208940, Licensed Real Estate Broker: Illinois, Expiration: April 30, 2026
- #40900791, Licensed Real Estate Salesperson: Minnesota, Expiration: June 30, 2025
- #2024030793, Licensed Real Estate Salesperson: Missouri, Expiration: September 30, 2024