

# THIAGO LIMA, AFM

LAND MANAGER

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Thiago Lima primarily focuses on land management and brokerage in the Southeast, specifically covering Georgia, Florida, and Alabama. Thiago is a dynamic professional with robust experience in institutional farmland asset management and farmland investment. An agronomist by training, Thiago is passionate about adding value to land assets via the implementation of technology and agronomic best practices; capitalizing on the long-term gains provided by good stewardship of the land. Thiago is well-versed in soil health and has experience promoting and assisting farmers in transitioning to Regenerative Ag systems as well as assisting with the data management and accountability of data-driven impact investments.

Thiago earned his B.S. in Agronomy from a top agricultural university in Brazil and jumped straight into a leadership role within the precision agriculture department of a John Deere Dealership following graduation. In 2015, he ventured to the U.S. for an internship that turned into an opportunity for a managerial position in NW Wisconsin giving him hands-on experience growing crops like corn, non-GMO corn, soybeans, non-GMO soybeans, canola, wheat, rye, and cover crops. His journey traversing the other company's assets in the Pacific Northwest, Montana, Delta, and MS Black Belt broadened his experience with crops like onions, potatoes, cotton, and peanuts while exposing him to a very diverse variety of cropping systems. Thiago's multicultural background and diverse cropping system proficiency combined with cutting-edge technologies and sustainability acumen render him an exceptionally dynamic and versatile professional, uniquely equipped to comprehend and fulfill the precise needs of his customers.

Prior to joining Peoples Company, Thiago worked for Fall Line Capital for about nine years, an investment company focused on Farmland and AgTech startups. Thiago managed the farmland portfolio of NW Wisconsin for most of his tenure and managed the portfolio in the Mississippi Black Belt for a shorter period, working directly with a broad range of tenant profiles under different lease structures. Thiago worked closely with farmers facilitating the adoption of innovative cropping systems and cutting-edge technologies with the overarching objective to sustain land productivity for future generations while boosting farm profitability.

Thiago is well prepared to help institutional investors optimize their asset management and is enthusiastic about supporting family farms of all sizes to implement the same high-level management practices used by institutions.

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## EDUCATION

Universidade Estadual de Maringa, B.S. Agronomy, 2013, Brazil

## MEMBERSHIPS & ACCREDITATIONS

Accredited Farm Manager (AFM), American Society of Farm Managers and Rural Appraisers

## LICENSES & AFFILIATIONS

Florida - Real Estate Sales Associate

Georgia - Real Estate Sales Associate (pending)

Alabama - Real Estate Sales Associate (pending)