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AgBusiness Insider
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AgBusiness Insider

Many farmers and ranchers have asked us:
"Where can I find extra revenue?"
Have you checked under your boots?

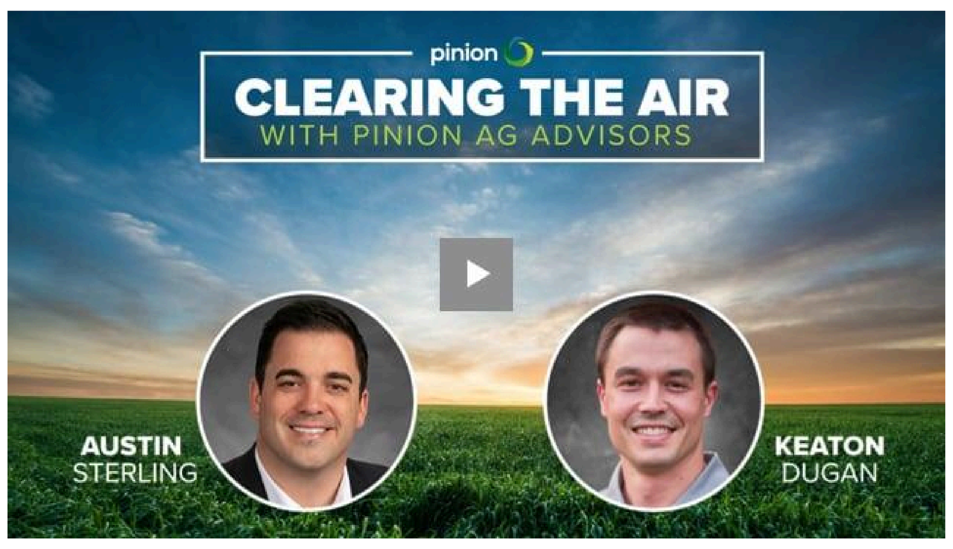
Land. It's one potential area where Pinion advisors can help you assess, explore, and plan viable opportunities.

In this special 'land edition' we will showcase some areas where Pinion land, ag conservation, and USDA program advisors offer independent, unbiased insight into the agricultural programs that are designed to create additional revenue opportunities for your land. We strategically position your operation for long-term success—while protecting your greatest asset.

"Take care of the land and the land will take care of you."

- Keith Alverson, sixth-generation South Dakota farmer and National Corn Growers Association member

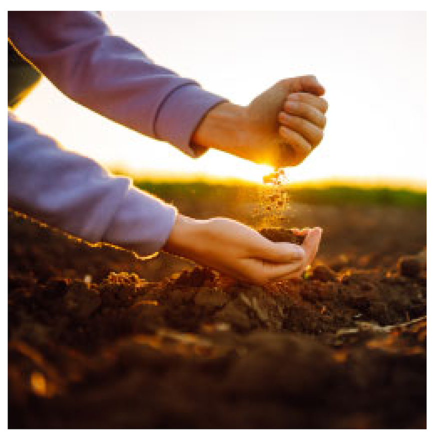
Unearthing Tax Strategies on Your Land



Clearing the Air: With Pinion Ag Advisors Keaton Dugan and Austin Sterling

One of the hottest, and potentially the most misinformed, topics for agribusinesses right now: The IRS Section 180 tax code that provides guidance around soil fertility deductions. Farmers and ranchers are asking us questions about equipment expenses, soil fertility, nutrient depreciations, eligibility factors, and land purchases related to this topic. So today, Pinion Ag advisors are 'Clearing the Air'...

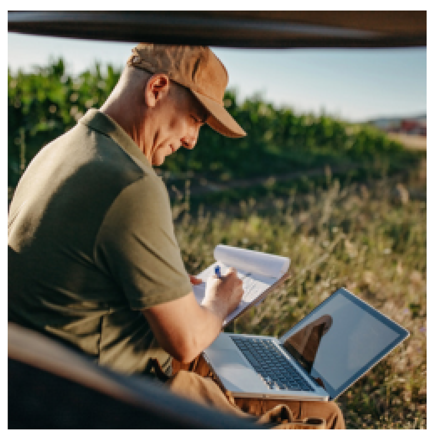
Watch now



Looking Deeper at the Value Already in the Soil

"As producers look for ways to improve cash flow, residual fertility is receiving more attention than it did in the past, producers may be paying for nutrients that are already in the soil. That's where tax considerations can come into the conversation."

[Learn how to minimize your taxes using soil fertility deductions](#)



The IRS calls it R&D. Farmers call it Tuesday

When people hear "R&D," they tend to think of white coats, controlled environments and tech companies.

If you're trying to improve results — whether that's yield, animal health, efficiency or cost—and you're working through some level of testing or trial and error, that activity may qualify.

[Turn everyday decisions into real tax savings](#)

Recent USDA Impacts

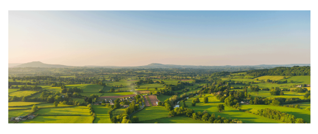
The USDA has made some important announcements:

1. FSA payment limitation shake up
2. Specialty crop farm payment enrollment period
3. Base acre allocation updates for ARC and PLC programs
4. New requirement for digital acreage reporting

Information on all of these announcements can be found below. If you have any questions, our farm program advisors, land advisors, and risk management advisors can help you navigate USDA policies and programs for the long-term benefit of your operation.

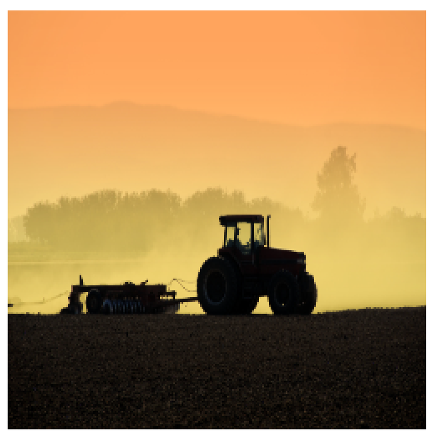
FSA payment limitation shake-up

Specialty crop farm payment enrollment period



Base acre allocation updates for ARC and PLC programs

USDA Announces Change for Acreage Reporting



New Requirement for Electronic Acreage Reporting

Pinion is now working with the MyAgData tool, approved by USDA's Farm Service Agency (FSA) and Risk Management Agency (RMA), to submit live coverage reports on behalf of farmers.

Explore the benefits of digital validation and submission

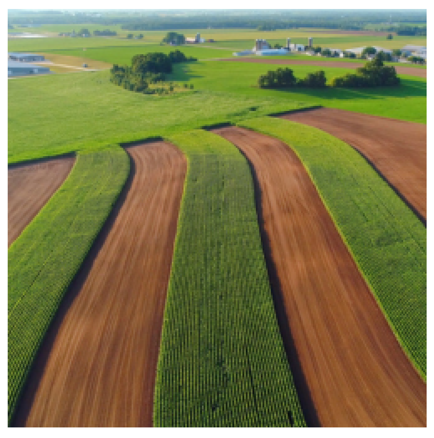
What's Your Land's Potential?

Clearing Up Misconceptions About Your Land's Potential

Too often, land decisions are made reactively. Limiting options and leaving long-term value unrealized. A proactive, coordinated advisory approach helps landowners uncover hidden opportunities, reduce risk, and make more strategic decisions that strengthen performance over time.

Uncover opportunities to strengthen your land's potential

How to Evaluate ROI Ahead of a Land Investment



Move Beyond 'Cost Per Acre' and Evaluate On-Farm Depreciable Assets

Purchasing land? Our land advisors evaluate physical elements like topography, buildings, equipment, water supply, and soil—while our financial strategists assess tax impacts and depreciation items, detailed cost analysis of projects, and account for USDA financial assistance contracts.

Learn more about Pinion's Farmland Capital Allocation report

Opportunities with USDA, FSA, and NRCS Programs

Pinion advisors can assess where you can unearth opportunities and available financial assistance that can protect land, boost profits, and keep your operation thriving for the long haul.

NRCS Program Guidance: Implement effective land stewardship strategies with Pinion's certified Technical Service Providers (TSPs).

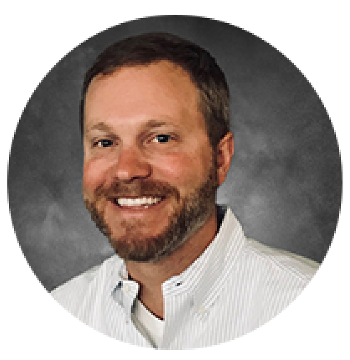
USDA and FSA Program Guidance: We simplify USDA program complexities by managing the details on your behalf.

Conservation Planning and Implementation: Safeguard your land's value while executing land stewardship strategies or renewable energy opportunities.

Land Advisory Services: Secure new opportunities to improve the profitability, farmability, and growth of your land.

Get Help Where You Need It

Assessment → ***Analysis*** → ***Implementation*** → ***Review***



Quint Shambaugh,
Land Advisory & Agricultural Conservation

Phil Newendyke,
USDA Farm Programs

Request a Land Assessment

Upcoming Tradeshows

Pinion advisors love to spend time within the industries we serve.
Here are some upcoming events we'll be attending...

BeefXchange
July 12 - 15 | Park City, UT

Cultivate 26 (AmericanHort)
July 11-14 | Columbus, OH

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