

Rethinking Farmland Transition for the 21st Century



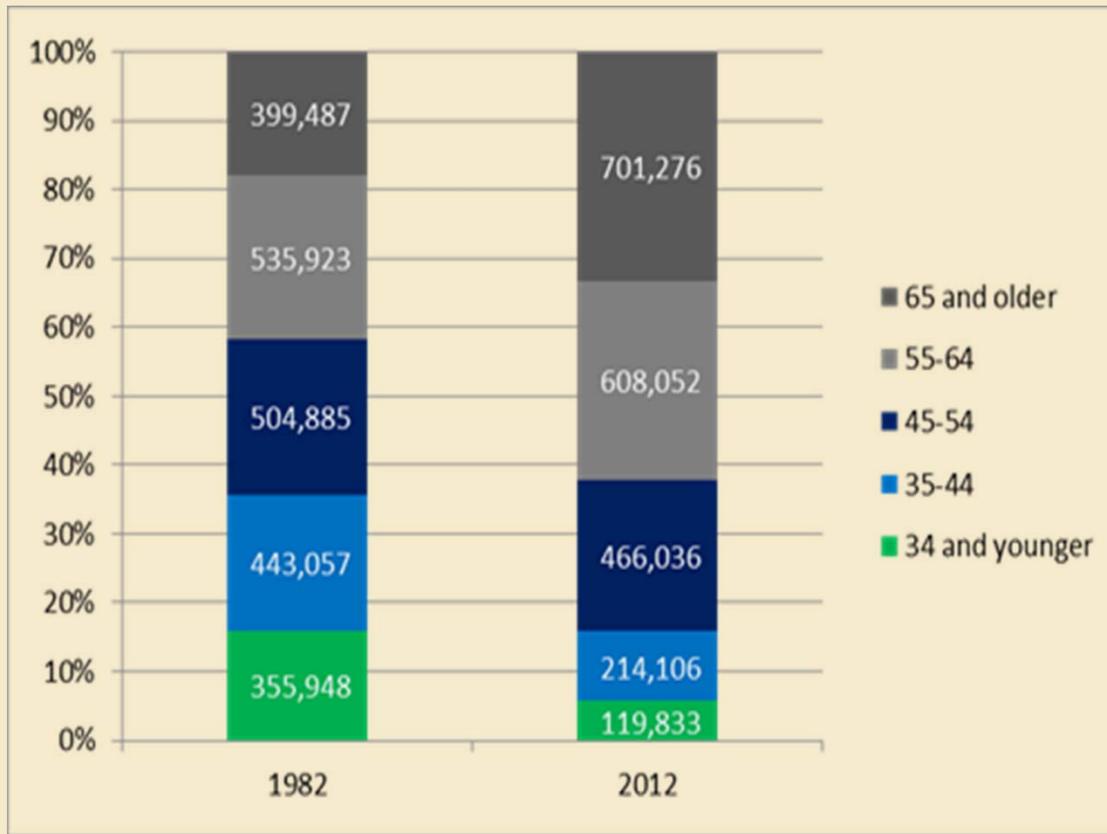
Agricultural Outlook Forum

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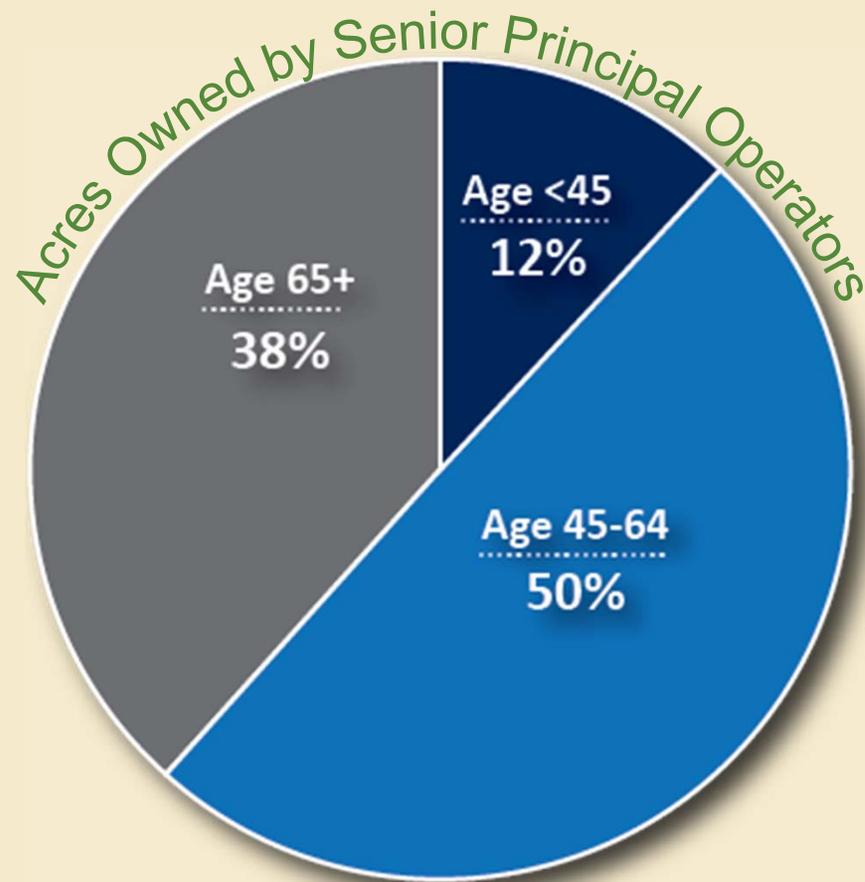
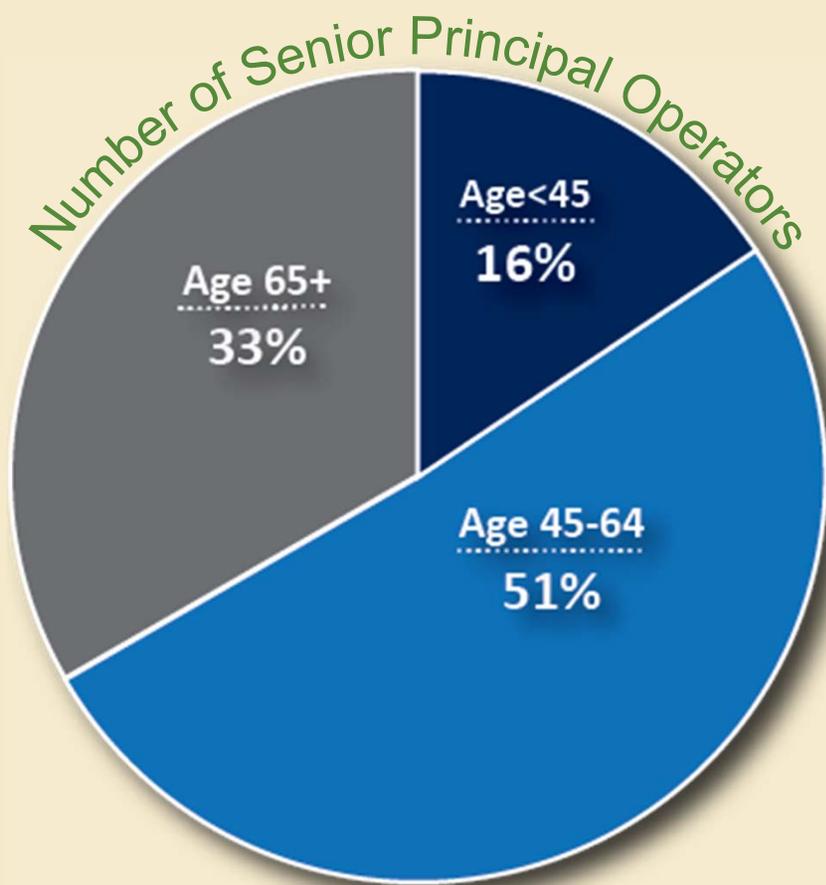
February 26, 2016

33% of Principal Operators Are Seniors



And the share of the oldest farmers keeps growing

Senior Principal Operators Own 240 M Acres

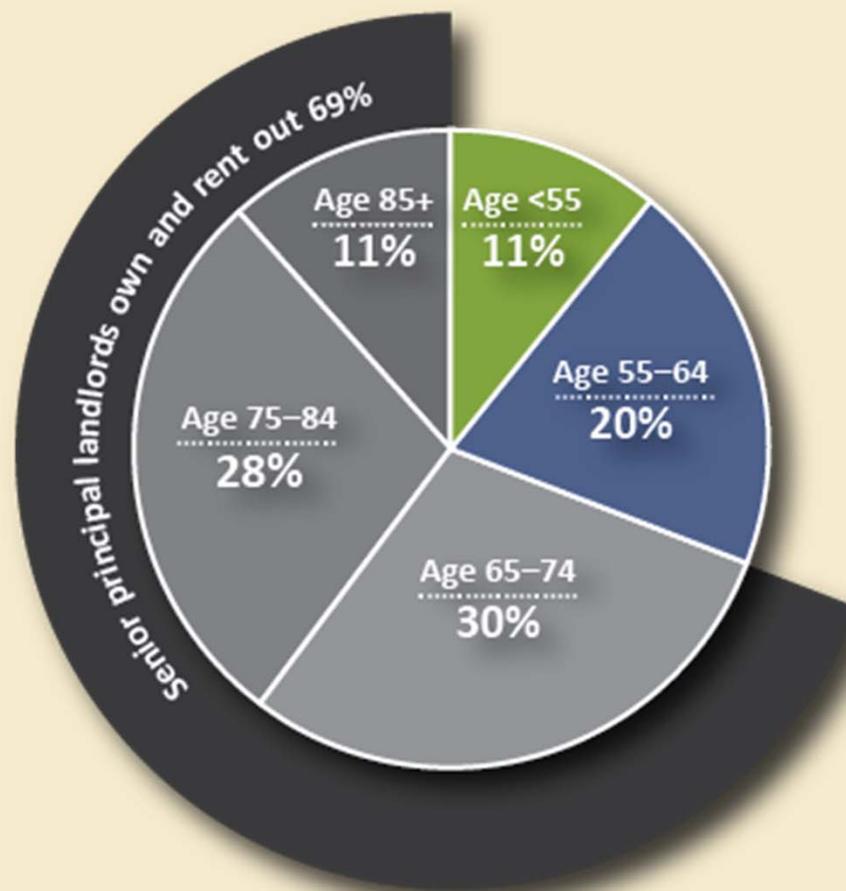
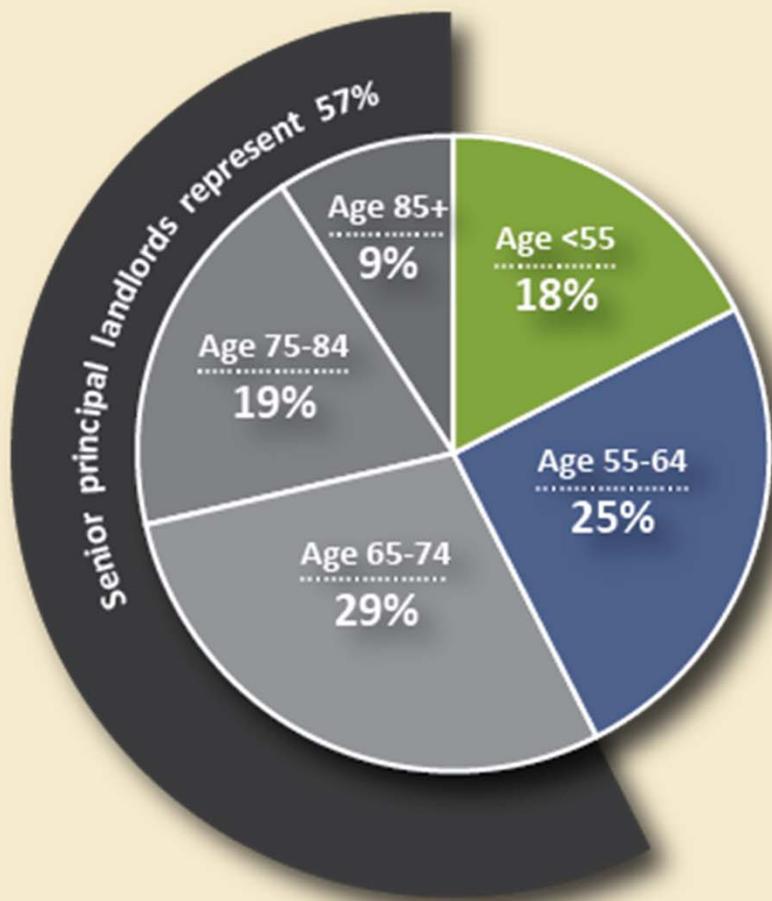


Source: 2012 Census of Agriculture
Compiled by the Farmland Information Center – www.farmlandinfo.org

Half of Ag Landowners are *not* Operators

- 1.9 M non-operator landlords own and rent out 283 M acres
 - 80% of land rented for agriculture
 - 31% of U.S. farmland
- Of 2.1 M principal operators, 2 M *own ag* land
 - They operate 561 million acres
 - They rent out 70 million acres
 - 69% of U.S. farmland
 - 20% of land rented for agriculture

Senior Principal Landlords Own 132 M Acres



Source: 2014 Tenure, Ownership, and Transition of Agricultural Land Survey
Compiled by the Farmland Information Center – www.farmlandinfo.org

Together Seniors Own
More than 40% of U.S. Farmland!



What will Happen to this Land?



Decline of Young and Beginning Farmers



Beginning farms represented only 11% of acres operated

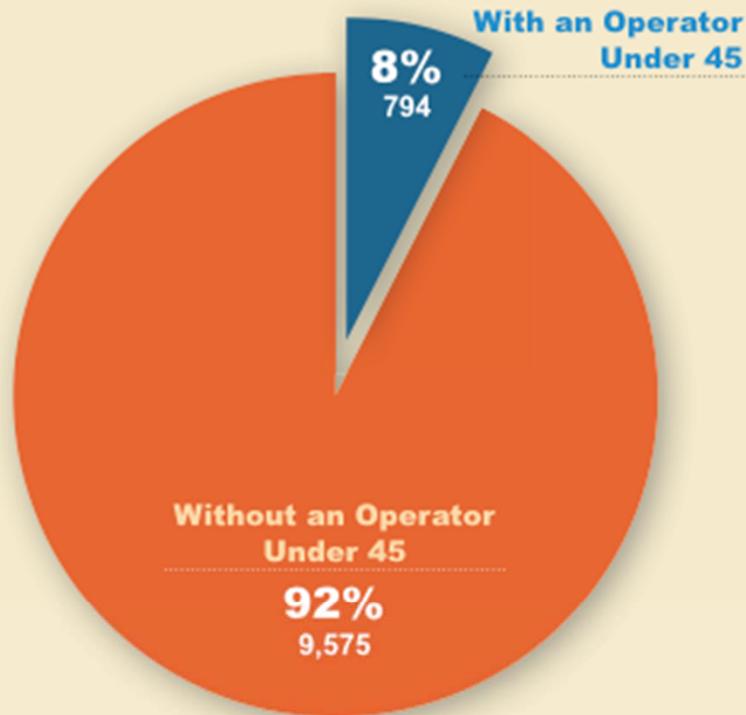
Land Access is a Universal Barrier

- **Land unaffordable due to competition** **97%**
 - From nonfarm development pressure 76%
 - From established farmers 62%
 - From estate market or large parcel sizes 10%
- **Land unavailable to buy or to lease** **86%**
- Finding suitable land to farm 69%
- Difficulty negotiating leases/sales 41%
 - **With non-family members** 45%
 - With family members 3%

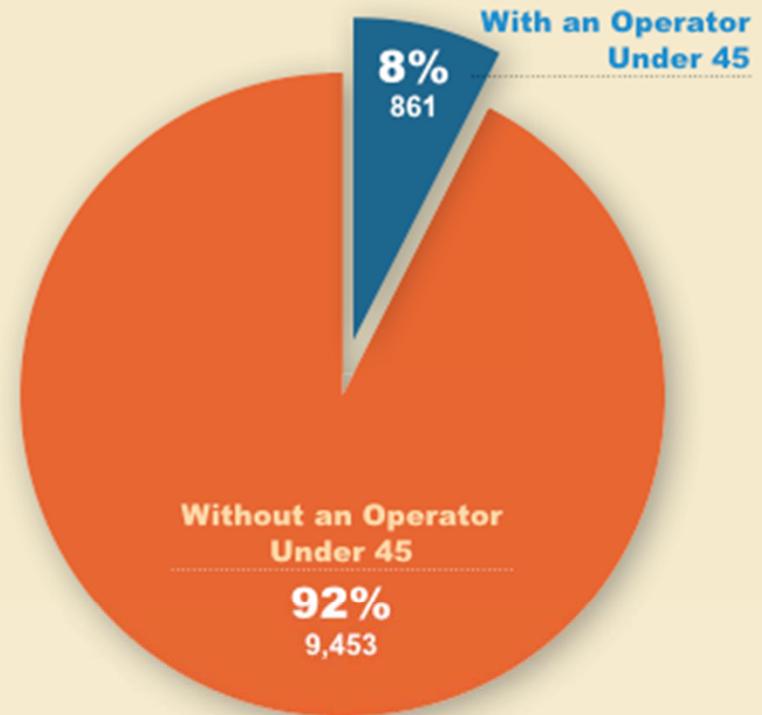
Senior Farm Operators

More Than 90% Have No Young Farm Operator Farming Alongside

NEW ENGLAND



NEW YORK

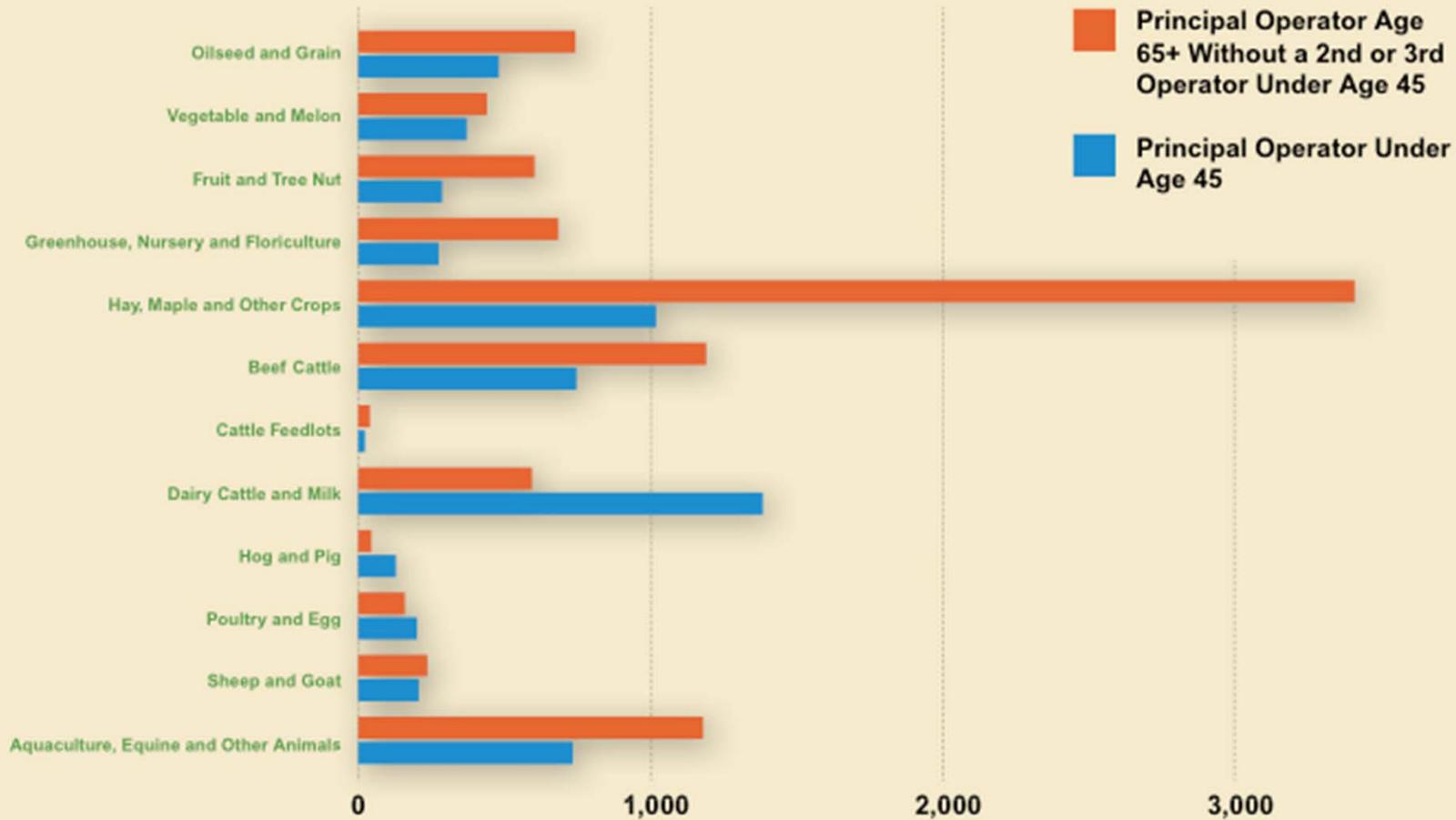




There's a “growing” disconnect between the primary commodities *senior* farmers produce and the primary commodities *younger* farmers produce

Farmers by Primary Commodity Type

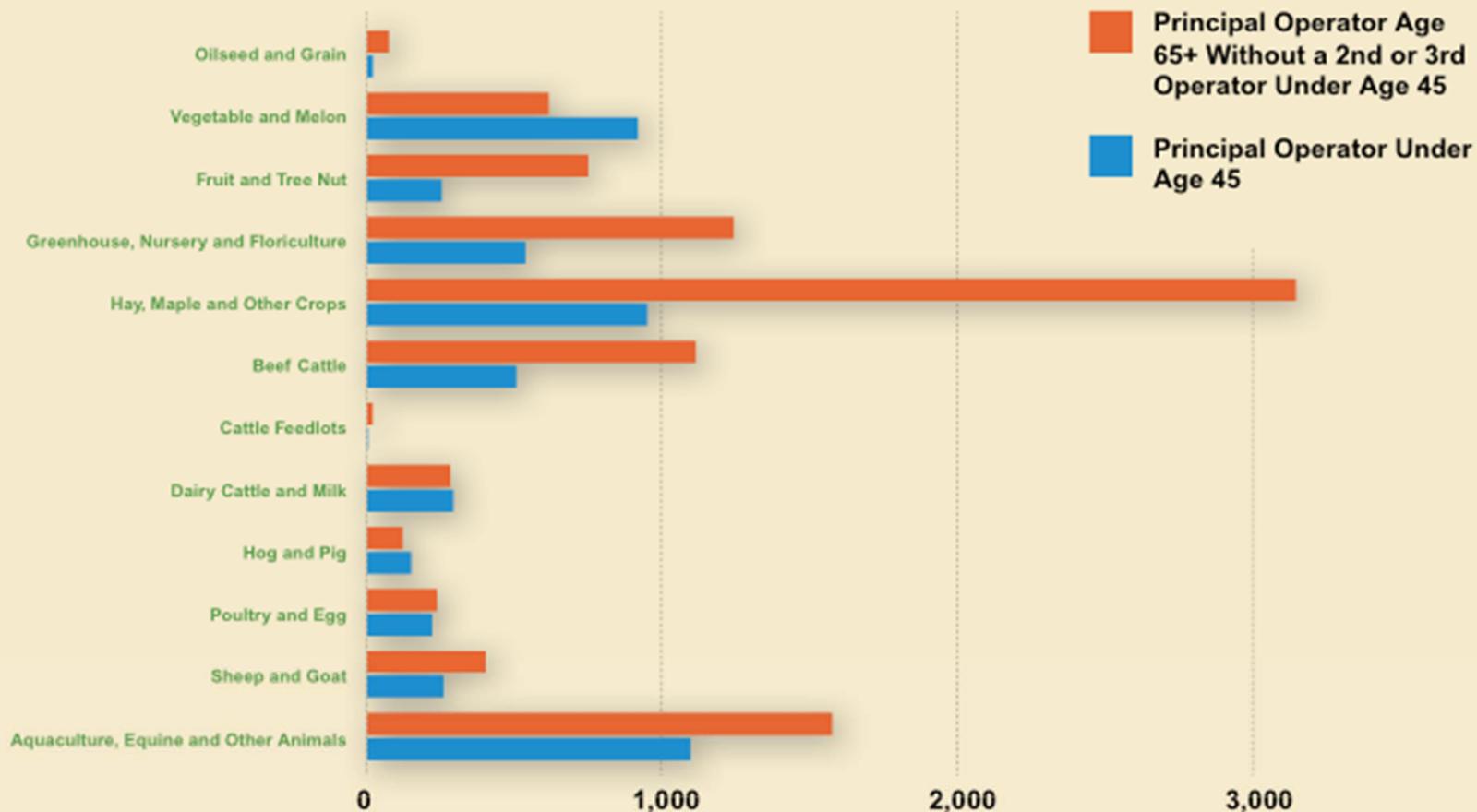
NEW YORK



Source: 2012 Census of Agriculture

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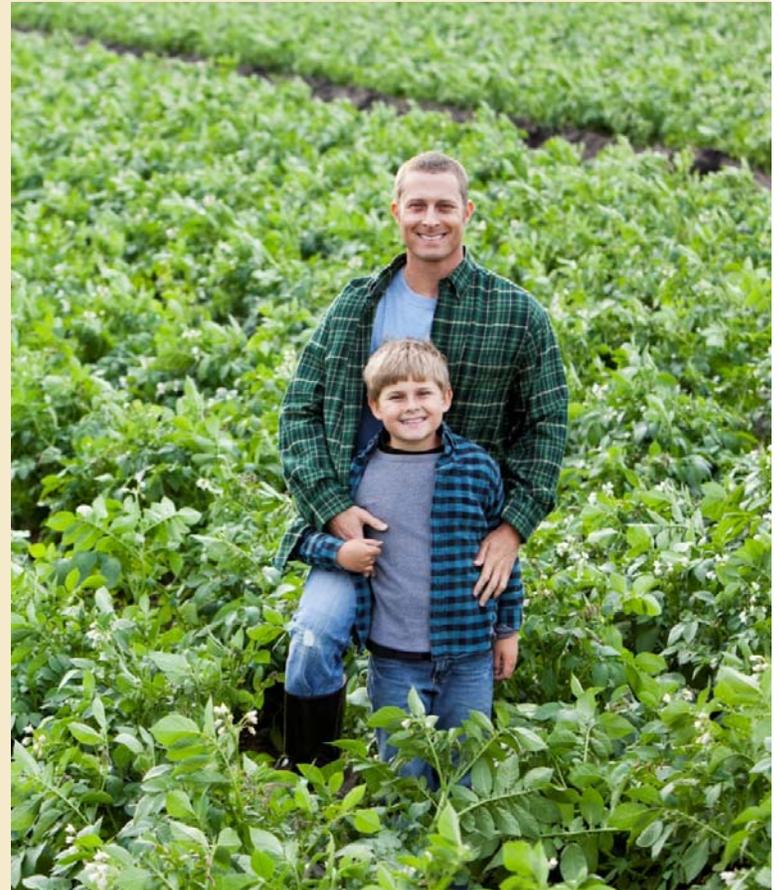
NEW ENGLAND



Source: 2012 Census of Agriculture

Protecting Farmland Helps Farm Transfer

- 96% of landowners said protected land stayed in active agricultural use
- 61% had succession plans
 - 69% said the next owner would be a farmer
 - 92% of their identified successors were relatives



An aerial photograph of a farm during the day. The farm features a large, long barn with a red roof and two tall, cylindrical silos. A house with a brown roof is situated in the center, surrounded by trees. The surrounding landscape is dominated by vibrant green fields, likely corn, with distinct rows visible. A road winds through the property, and a white truck is parked near the house. The background shows a dense line of trees under a clear sky.

American Farmland Trust

www.farmland.org

FARMLAND INFORMATION CENTER

www.Farmlandinfo.org