



Farmers National Company **Fact Sheet** **By the Numbers**

Over 80 Years

Farmers National Company marked its 80th anniversary in November 2009. Two forward-thinking business men – Bruce Russell and C.J. Claassen – founded the company in Omaha, Nebraska, in 1929 to provide non-resident landowners with expert farm management services. Today Farmers National Company is the largest farm management company in the United States. The company is employee-owned.

2.5 Million Acres

Farmers National Company manages over 2,500,000 acres of land in the United States. This equates to approximately \$6 billion of assets under management. Headquartered in Omaha, Farmers National Company has more than 90 field offices nationwide, managing over 5,300 farms and ranches in the following 23 states: Alabama, Arkansas, Colorado, Illinois, Indiana, Iowa, Kansas, Kentucky, Louisiana, Michigan, Minnesota, Mississippi, Missouri, Montana, Nebraska, New Mexico, North Dakota, Oklahoma, Ohio, South Dakota, Tennessee, Texas, and Wyoming.

\$1.7 Billion in Real Estate Sales

The company is a national leader in the farm and ranch real estate business. Farmers National Company has sold over \$1.7 billion in real estate in the last five years and sold more than 3,000 farms (850 auctions) in the last five years. The company's real estate services include providing market analysis; promoting properties through personal contacts, newspapers, trade journals, and the Farmers National Land Catalog; and recommending the best method of sale for each property. Farmers National Company's website (www.FarmersNational.com) has become a must-see site for anyone interested in buying or selling farms and ranches with over \$120 million of current land listings and over 2.5 million hits per month and 105,500+ unique visitors per month.

Complete Over 1,000 Appraisal Assignments

The Farmers National Company team of state-certified appraisers follow the Uniform Standards of Appraisal Practices and complete over 1,000 appraisal assignments each year. Appraisals are completed to determine the value of farm or ranch land, easements, agribusiness value, and livestock operations including confinement units. Appraisals are used for a variety of reasons, including division of interest, loan documentation, estate planning or settlement, business reorganization, condemnation, investment analysis, divorce settlements and charitable giving.

80,000 Oil and Gas Interests

Farmers National Company is one of the largest independent mineral management firms in the country. The company manages more than 80,000 oil and gas interests in 36 states on behalf of our clients.

91,000 Hunting Lease Network Bidders

The Hunting Lease Network, a division of Farmers National Company designed to bring the sportsman and the landowner together, currently has over 900 hunting properties for lease and over 91,000 registered bidders. The Hunting Lease Network is a franchise business with 10 franchises located in 23 state territories.

Eight Lines of Business

Farmers National Company helps landowners manage "everything below and above the ground" to maximize the profitability of their land investment. The company's eight complementary services are farm management, real estate sales, appraisals, insurance, consulting, oil and gas management, lake management, national hunting leases.

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