

2014 TENURE, OWNERSHIP, AND TRANSITION OF AGRICULTURAL LAND SURVEY

BACKGROUND

- The Tenure, Ownership, and Transition of Agricultural Land (TOTAL) survey is a study of agricultural landowners—including non-operator landlords—conducted by the USDA National Agricultural Statistics Service (NASS) and the USDA Economic Research Service (ERS). The survey provides data about land ownership, income, expenses, debt, assets, landlord characteristics, and agricultural landowners’ land transfer plans.
- NASS released data in August 2015 for calendar year 2014. TOTAL builds off and updates information collected in the 1999 Agricultural Economics and Land Ownership Survey (AELOS). Changes in methodology, however, make comparisons difficult.
- TOTAL collected data in the 48 contiguous states and estimated 911 million acres of land in farms in 2014. National, regional and state level data for 25 states are available. For the complete list of states go to: https://www.agcensus.usda.gov/Publications/2012/Online_Resources/TOTAL/Views/state.php.
- Results are available through NASS’ Quick Stats database. Predefined queries and links to study highlights, survey report forms and description of the methodology are posted at: http://www.agcensus.usda.gov/Publications/2012/Online_Resources/TOTAL/index.php.

AGRICULTURAL LANDLORDS

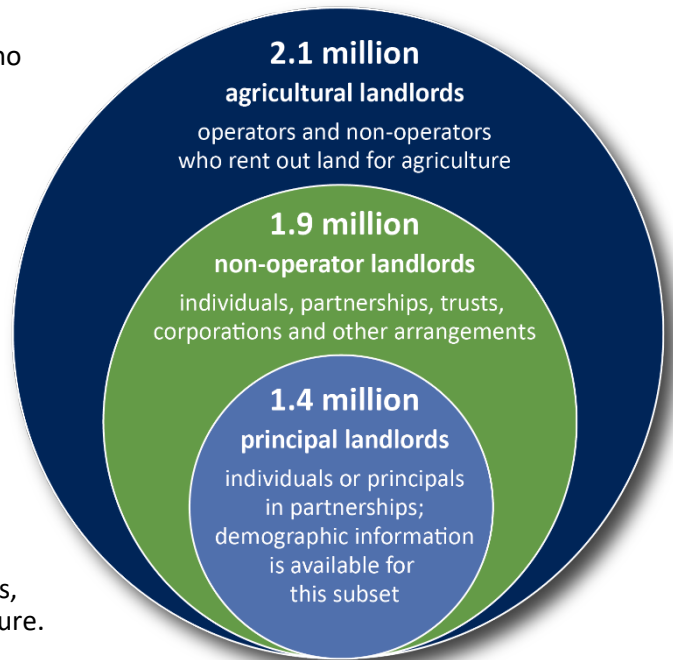
- In 2014, there were **2,131,840 agricultural landlords** who rented out 353,768,136 acres for agriculture.
 - 87 percent of agricultural landlords were non-operators. They rented out 80 percent of the total rented acres.
 - 13 percent were operators (farmers and ranchers). They rented out 20 percent of the total rented acres.

Non-operator Landlords

- In 2014, there were **1,851,796 non-operator landlords**—individuals, partnerships, trusts, corporations or other entities—who rent out land to farmers and ranchers for agriculture.
- Non-operators owned and rented out 283,447,669 acres, which represented 31 percent of acres used for agriculture.

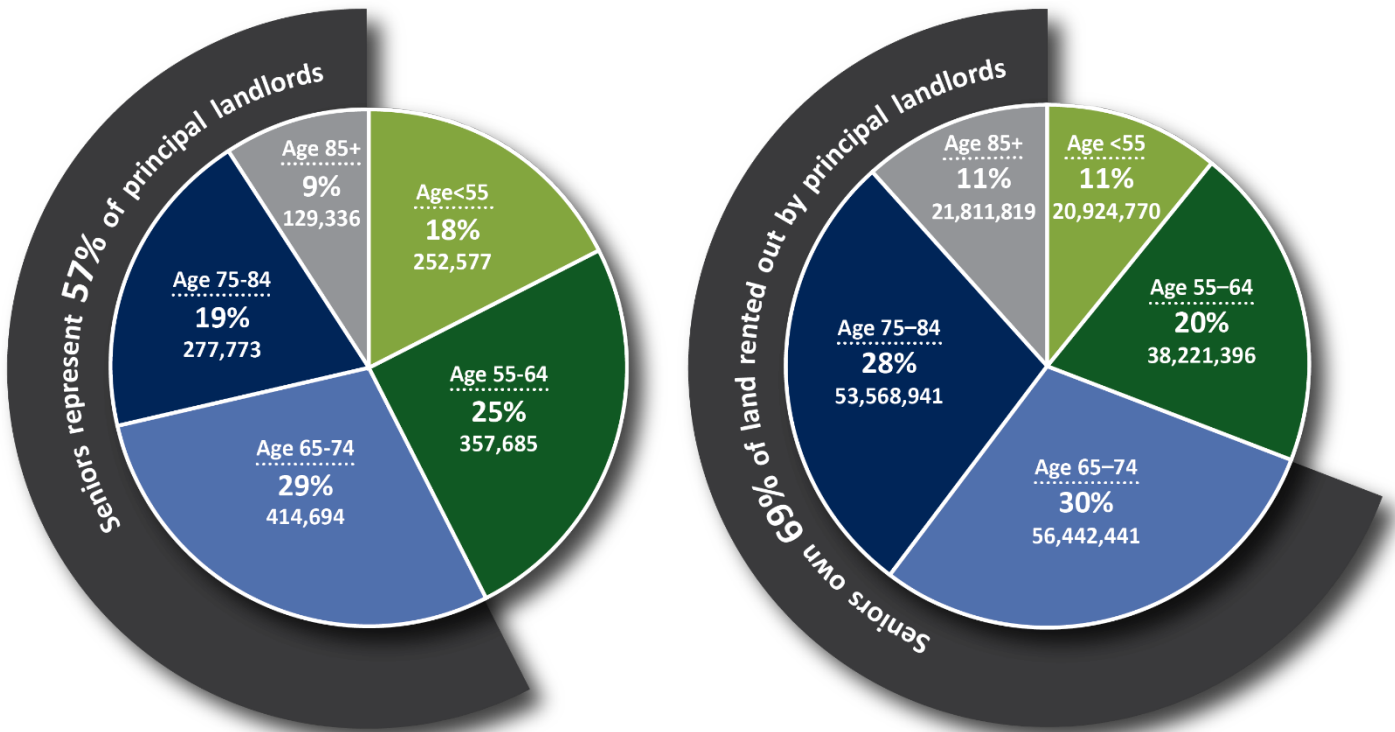
Principal Landlords

- Of the non-operator landlords, **1,432,065 were principal landlords**—individual owners or the principal in a partnership arrangement. Demographic information is available for this subset.
- Principal landlords rented out 190,969,367 acres for agriculture.



Senior Principal Landlords

- Non-operator principal landlords tend to be older than principal operators. The average age of principal landlords was 66.5 years compared to 58.3 years for principal operators.
- **57 percent** of all principal landlords were 65 and older.
- **69 percent** of the land rented out by principal landlords was owned by principals 65 and older. These senior principal landlords owned 37 percent of all the land rented for agriculture.



Women Principal Landlords

- **37 percent** (534,728) of all principal landlords were women.
- **46 percent** of the land rented out by principal landlords was owned by women. Women principal landlords owned 25 percent of all land rented for agriculture.

Operator Landlords

- There were 280,044 operator landlords—farmers and ranchers who rent out land for agriculture.
- Operator landlords rented out 70,320,467 acres. They owned most of this land (66,553,895 acres) and sub-leased the remainder.

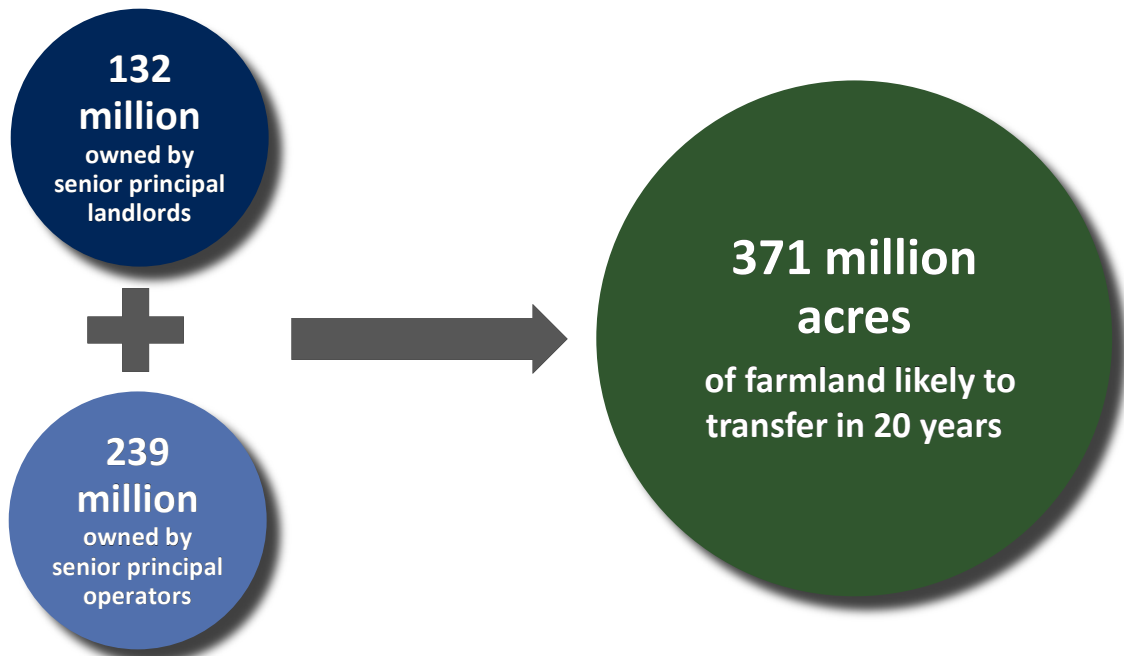
LAND TRANSFER

Short-term Plans

- Agricultural *landowners*—including owner operators and non-operator and operator landlords—plan to transfer 91.5 million acres or 10 percent of land used for agriculture in the next five years.
- Most of the land expected to change hands in the next five years—62 percent or 57 million acres—is likely to be transferred through gifts or trusts.
- Only 34 million acres are expected to be sold during the next five years, and nearly 40 percent is likely to be transferred through a sale to relatives, meaning only 21 million acres or 2.3 percent of land in farms is projected to be sold on the open market.

Long-term Trends

- In addition to agricultural landowners’ short-term land transfer plans, demographic information from the Census of Agriculture and TOTAL suggests that **371 million acres** (41 percent) of American farmland could change hands in the next 20 years.¹
 - 701,276 principal operators are 65 and older.
 - ✓ 61 percent farm by themselves.
 - ✓ 96 percent own land.
 - Principal *operators* 65 and older own **239 million acres** in the 48 coterminous states
 - Principal *landlords* 65 and older own and rent out **132 million acres** in the 48 coterminous states.



(Sources: 2014 Tenure, Ownership, and Transition of Agricultural Land Survey and the 2012 Census of Agriculture)

¹ To combine data from the two sources AFT used census data from the 48 contiguous states and adjusted the total acreage to reflect the fact that TOTAL’s estimate of land used for agriculture is slightly less than the census number.