



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

### ***80 Years***

Farmers National Company marks its 80<sup>th</sup> 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.

### ***1.5 Million Acres***

Farmers National Company manages over one and a half million tillable acres of land in the United States. This equates to approximately \$1.7 billion of assets under management. Headquartered in Omaha, Farmers National Company has more than 80 field offices nationwide, managing land 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,

### ***\$400 Million of Real Estate Sales***

The company is a national leader in the farm and ranch real estate business. Farmers National Company has sold over \$1 billion in real estate in the last four years and sold more than \$400 million of agricultural land in 2008. 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](http://www.farmersnational.com)) has become a must-see site for anyone interested in buying or selling farms and ranches with over \$125 million of current land listings.

### ***40,000 Oil and Gas Interests***

Farmers National Company is one of the largest independent mineral management firms in the country. The company manages more than 40,000 oil and gas interests in 32 states on behalf of our clients.

### ***50,000 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 500 hunting properties for lease and over 50,000 registered bidders. The Hunting Lease Network is a franchise business with ten franchises located in 18 states.

### ***8 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, commodity marketing, oil and gas management, and conservation and recreation services.

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