



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

### ***Over 80 Years***

Farmers National Company marked 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 over 4,500 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.

### ***\$1.25 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 \$1.25 billion in real estate in the last four years and sold more than 1,500 farms (535 auctions) in the last three 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](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.

### ***70,000 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 650 hunting properties for lease and over 70,000 registered bidders. The Hunting Lease Network is a franchise business with eight franchises located in 22 states.

### ***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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