



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 \$5.3 billion of assets under management. Headquartered in Omaha, Farmers National Company has more than 90 field offices nationwide, managing over 5,000 farms and ranches in the following 24 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 2,600 farms (750 auctions) in the last four 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 \$140 million of current land listings and over 2.2 million hits per month and 75,500+ unique visitors per month.

70,000 Oil and Gas Interests

Farmers National Company is one of the largest independent mineral management firms in the country. The company manages more than 70,000 oil and gas interests in 35 states on behalf of our clients.

80,000 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 775 hunting properties for lease and over 80,000 registered bidders. The Hunting Lease Network is a franchise business with 10 franchises located in 22 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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