

Illinois' Farmland Professionals

Imagine being able to *reach over 1 million acres* of Illinois farmland and all you had to do was visit with 185 individuals over a year's time? **That's nearly 5 percent of the farmland in the state.**

1,051,786 ---- that is the total acreage under the control of the farm manager members of the Illinois Society of Professional Farm Managers and Rural Appraisers.

Or, **if you are needing a farmland appraiser** who fully knows and understands setting a true value on agricultural land...like **\$5,017,895,700 in farmland valuations** in 2016 (yes, that's with a B), you should be in touch with one of the 65 appraiser members of ISPFMRA.

These are the facts behind the scope and breadth of the members of the Illinois Society of Professional Farm Managers and Rural Appraisers....and this is THEIR STORY.

In early 2017 a survey was completed among the members of the organization and this is what they reported on their activities for 2016.

Farm Management

They are specialists

Services Provided by the 88 Farm Management Firms

Farm Management	67.0 %
Appraisal Services	0.1 %
Crop Consulting	1.2 %
Real Estate Sales	16.0 %
Insurance Services	1.0 %
Other	4.3 %

Total Properties Managed	4,318
Average Number of Properties Managed	64.8
Average number of Managers	2.1
Average number of properties per manager	30.8
Average Acres per manager	15,893
Total number of management clients	4,217
Total of Tenant/Operators	3,372
Value of properties managed	\$7,573,776,100

Real Estate Brokerage Services

Number of properties listed in 2016	445
Value of Properties listed	\$3,718,928,00

Client Diversity

These managers are not just *the farmer down the road*. Specialized training and education provide the skill sets needed to work with a broad range of clients.

Trusts	31.0
Individuals	38.0

Family Corporations	8.6
Non-family corporations	2.6
Limited Corporations	6.3
Multiple Owners	8.6
General	2.1
Other	0.7
Creditors	0.7

These are Professionals....

ASFMRA Membership **96.4 %**
 Accredited Farm Manager Designation **89.3 %**
 Accredited Agricultural Consultant Designation **11.0%**

True Agriculturists

Because of the diversity of cropping experience, these professionals have the backgrounds to manage a wide variety of crops and agricultural practices...

2016 Acres Managed	1,051,786
Corn	565,804
Soybeans	449,213
Wheat	5,151
Rice	560
Pasture	12,177
Other	17,895
Alfalfa	688
Permanent Plantings	4,330

A Growing Trend

Since 2007 over half (52%) grew their business by adding **37 percent MORE acres** managed. while 57 per cent reported they increased their client base and took on **33 percent MORE properties**

Over 60 percent of the members predict they will continue growing their business and see a **26.4 percent INCREASE in the number of acres** they manage over the next 10 years. Two-thirds anticipate **increasing the number of properties managed by 24.6 percent.**

Agricultural Practices

Types of Tillage Practices on Properties Managed

Conventional Tillage (less than 30% residue at planting time)	34.4 %
Mulch Tillage (more than 30% residue at planting time)	39.7 %
Ridge Till	5.0 %
No till	19.4 %
Other (strip till)	1.4 %

99.5% report their landowners are Conservation Compliant

Lease Types Most Commonly Used

Crop Share	34.7 %
Fixed Cash Rent	25.7 %

Variable Cash Rent	30.1 %
Custom Farming	9.0 %

Soybean Acreage Management

13.4 %	LibertyLink®
70.0 %	Roundup®
11.8 %	Roundup Xtend®
4.0 %	Conventional

Corn Acreage Management

65.2 %	Above and below ground protection, multiple modes of action
17.1 %	Above and below ground protection, single mode of action below ground
3.8 %	Above ground protection only
10.0 %	Roundup Ready® only
4.6 %	Conventional
0.15%	Organic

Participation in Input Decisions

Level of involvement with decision-making

<u>Lease type</u>	<u>Percentage of Participation</u>				
	0-25	25-49	50	51-75	76+
<u>Crop Share</u>					
Fertilizer	11.1	38.9	22.2	16.7	--
Crop Protection	11.8	5.9	70.6	5.90	--
Seed	13.3	6.7	73.3	13.3	--
Land Improvements	6.3	--	--	6.3	87.5
<u>Fixed Cash Rent</u>					
Fertilizer	25.0	16.7	29.2	20.8	8.3
Crop Protection	50.0	19.2	19.2	7.7	3.8
Seed	62.5	12.5	25.0	--	--
Land Improvements	12.5	--	--	4.2	87.5
<u>Direct or Custom</u>					
Fertilizer	10.0	--	10.0	--	80.0
Crop Protection	5.6	--	5.6	--	88.4
Seed	5.6	--	--	--	94.4
Land Improvements	5.6	--	--	--	94.4

Bushel (negligible)

Appraisal Services

ISPFMRA has members in 24 appraisal firms across the state with an average of 2.7 appraisers on staff.
Of those, 97 percent are currently Illinois state-licensed.

Appraisal Services is ALL THEY DO !!

These professionals did 1,776 appraisals during 2016 broken down thusly:

Farmland	93.6 %
Commercial	2.3 %
Residential	2.2 %
Commercial Livestock	1.9 %

Who are they doing this work for?

Lenders	31.2 %
Estates	48.9 %
Individuals	16.9 %
Commercial	1.2 %
Other	0.7 %

Valuation placed on Appraised Properties in 2016 -- \$5,917,895,700

