

2012 CENSUS OF AGRICULTURE

Tenure, Ownership, and Transition of Land (TOTAL)

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National Agricultural Statistics Service



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Overview

- The TOTAL survey covers land ownership income, expense, debt, asset, demographic and other landlord characteristics to provide detailed information from all agricultural land owners.
- The 2014 TOTAL Survey will be conducted as a follow on survey to the 2012 Census of Agriculture, and is required by law to complete, like all Census' surveys.
- Data is for calendar year 2014.

TOTAL is for ALL Landlords

- To get a complete picture of farm land ownership and farm economics, including: Operating expenses, demographic information on land owners, capital expenses, farm debt and assets, labor needs, and household characteristics, **it is vital that NASS collect data from BOTH the farm operators and the landlords.**
- In 2015, NASS will conduct two surveys to complete this goal, called TOTAL.

Operator Version

- For the Operator version of the TOTAL survey, the current NASS List and Area Frames will be used to create the sample.
- The sample will be drawn from all known farming operations, which NASS defines as any place that sold, or normally sells, at least \$1,000 in agricultural products. The stratified sample will represent the farm operator population.
- The scope of the TOTAL survey encompasses the content of ARMS Phase III. So the ARMS III data series will be maintained.

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Landlord Only Version

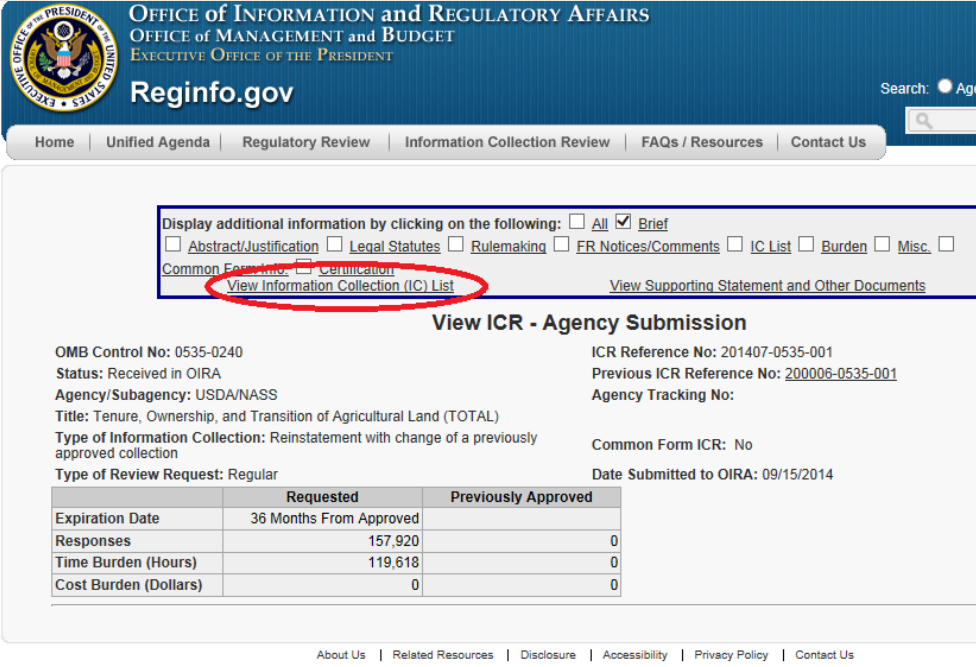
- For the Landlord Only version of the TOTAL survey, the target population is land owners who rent out farm land, but do not operate a farm.
- The sample will be drawn from the NASS June Area Frame segments. The list was first developed by combining segments with administrative sources and public records.
- Duplication and known farm operators were removed to obtain a list of Landlords who do not operate a farm or ranch.

Data Collection

- The operator version will be collected primarily by personal interviews in early 2015.
- For the landlord only version, data will be collected primarily by mail and electronic data reporting over the internet.
- The forms will be mailed in December, 2014.
- A telephone follow up of landlords not responding by mail will be attempted to maximize response. In some special cases, additional follow up with personal visits will be made.
- Sample weights of the reporting landlords are adjusted to account for nonresponse.

Survey Materials

- The questionnaire, cover letters, and additional materials are available at: http://www.reginfo.gov/public/do/PRAViewICR?ref_nbr=201407-0535-001



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View ICR - Agency Submission

OMB Control No: 0535-0240
Status: Received in OIRA
Agency/Subagency: USDA/NASS
Title: Tenure, Ownership, and Transition of Agricultural Land (TOTAL)
Type of Information Collection: Reinstatement with change of a previously approved collection
Type of Review Request: Regular

ICR Reference No: 201407-0535-001
Previous ICR Reference No: [200006-0535-001](#)
Agency Tracking No:
Common Form ICR: No
Date Submitted to OIRA: 09/15/2014

	Requested	Previously Approved
Expiration Date	36 Months From Approved	
Responses	157,920	0
Time Burden (Hours)	119,618	0
Cost Burden (Dollars)	0	0

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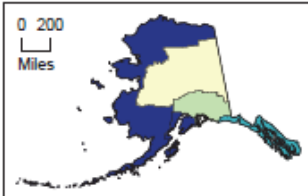
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The 1999 AELOS

- The *1999 Agricultural Economics and Land Ownership Survey (AELOS)* was conducted in 1999 as a **precursor** to the TOTAL survey.
- AELOS provided estimates of farm and ranch land acquisition and ownership, capitalization and debt, operating inputs and costs, **and operator-landlord relationships**.
- Major tabulations included landlord debt structure, operator assets and debts, and operator sources of income.
- [http://www.agcensus.usda.gov/Publications/1997/Agricultural Economics and Land Ownership/](http://www.agcensus.usda.gov/Publications/1997/Agricultural_Economics_and_Land_Ownership/)

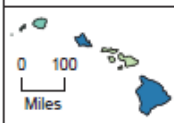
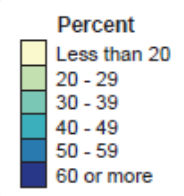
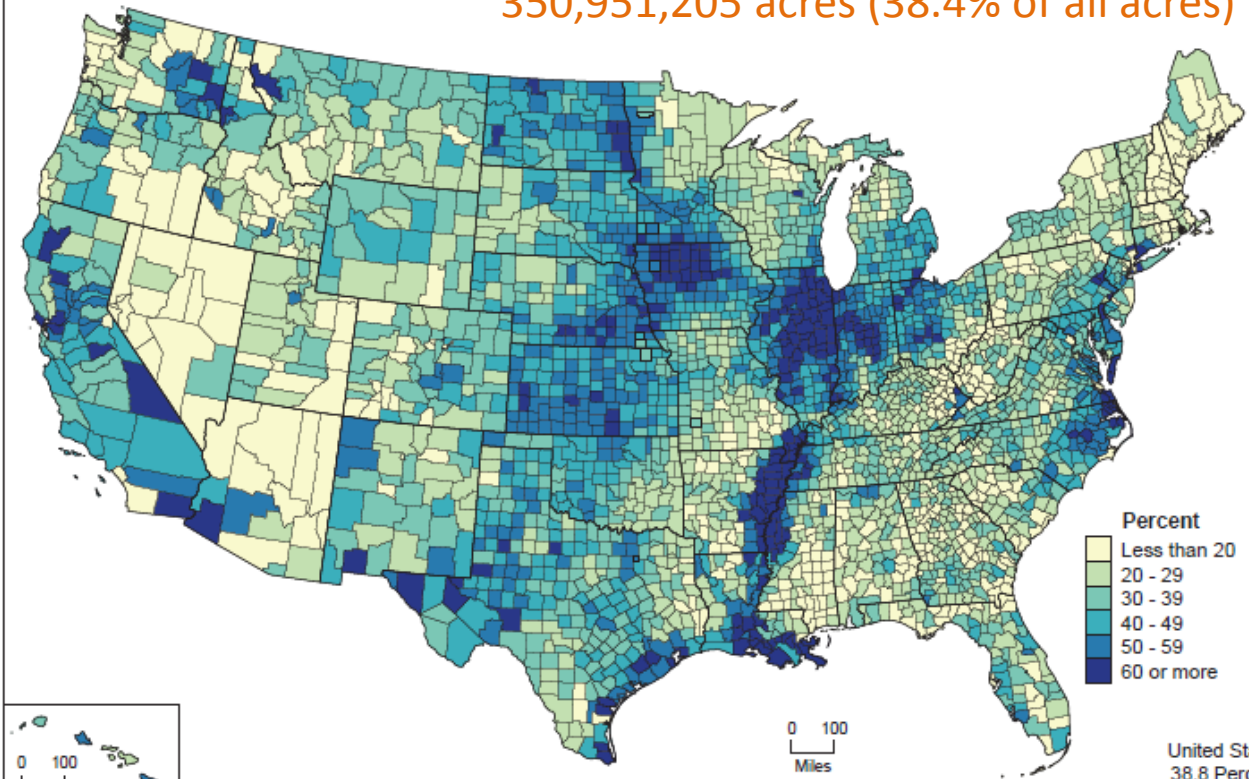
Trends to Watch For

- Average age of operator: Operator age in 2007 was 54.3 years old and in 2012 was 58.8 years old.
- Male/Female operators as a percent of farms in 2007 was 91/9 and in 2012 was 70/30.
- Table 58 of the 1999 AELOS shows that 26.7% of the landlords were women. 25.5% were men and 47.7% were joint landlords.
- Census of Agriculture:
In 2012, 38.4% of the acres were rented or leased.
In 2007, 38.0% of the acres were rented or leased.
- Will institutional and foreign investors own more land?
- How much farmland will change ownership in the coming years?



Percent of Land in Farms Rented or Leased: 2012

350,951,205 acres (38.4% of all acres)



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United States
38.8 Percent

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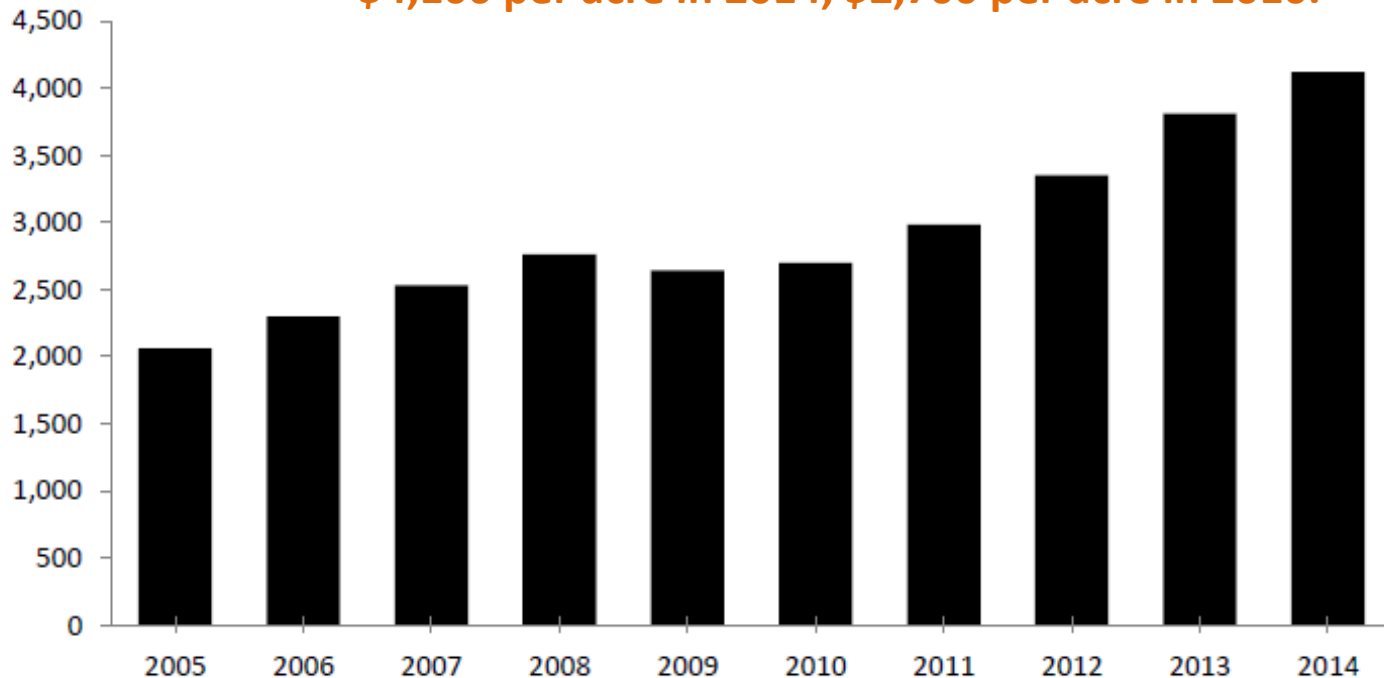
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NASS Land Values

Average Cropland Value - United States

Dollars per acre

\$4,100 per acre in 2014, \$2,700 per acre in 2010.



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Foreign Investment

- The FSA Agricultural Foreign Investment Disclosure Act (AFIDA) of 1978. has requirements that individuals and companies with foreign investors must register land transactions. It was started because of concern for the well being of family farms.
- <https://www.fsa.usda.gov/FSA/webapp?area=home&subject=ecpa&topic=afa>
https://www.fsa.usda.gov/Internet/FSA_File/afida_thru_12312011.pdf
- Foreign persons held an interest in 25.7 million acres of U.S. agricultural land as of December 31, 2011. **This is 2.0 percent of all privately held agricultural land** and 1 percent of all land in the United States.

Data Confidentiality

- **Published statistics from NASS surveys and censuses will not disclose reported data for an individual.**

Individual participants in a NASS survey can rest assured that summary data will not be published in a way that would identify them or data for their operation without their written permission. For instance, if only one farm in a county produced a particular crop, then NASS will protect the privacy of that individual farm by combining the data for that crop with reports from other counties to publish only combined totals.

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Publication

Examples of what **MIGHT** be published by NASS:

- Totals at the State and U.S. level.
- Percents by category.
- Totals such as: Market Value of Land and Buildings in total dollars, total acres rented, expense categories.
- By ownership types: Individual, partner, corporate, other owner type. By male/female, by race, by age, by education.
- Possible landlord only and farm operator & landlord data breakouts.

Publication

- U.S. Level and Top 25 States based on 2010-2012 value of sales for 85.5% of total.
- Preliminary results published in August 2015.
- Final results published in October 2015.
- Data will be published in the NASS QuickStats database and in a Fact Sheet.
- QuickStats: <http://quickstats.nass.usda.gov/>
- Census Publications: <http://www.agcensus.usda.gov/Publications/>

Survey Communications

- **Promotion Tools**
 - News Release Templates
 - Radio Public Service Announcements
 - Drop-in Print Ads
- **Respondents' Communications**
 - Letters
 - Postcards
 - Personal Interviews

Communications Timeline

- **Fall 2014**
 - Stakeholder Outreach
- **December 2014**
 - Distribute targeted news releases to NASS partners
- **January 2015**
 - Announce Data Collection
- **March 2015**
 - Data Collection Reminders

Questions?

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