



Farmland Rental Survey Insights

Maryland & Pennsylvania

Key Insights

Landowners



73% (MD)
76% (PA)
said that **maintaining the family legacy** is the primary reason they own land, whereas owning land for a **second home** was least important in both states (6%)



34%-38% (MD)
36%-44% (PA)
said that owning land was very important as a **long-term real estate investment and income generator**

Farmers



71% (MD)
74% (PA)
said that the **primary barrier to implementing conservation** is that they have no assurance of continued access to the land



83% (MD)
90% (PA)
said they **did not partner** with a landowner on conservation programs last year

Landowner Insights



**81% (MD)
74% (PA)**

most landowners rent land to only one farmer



**57% (MD)
51% (PA)**

more than half of landowner respondents* rent between 100 and 250 acres to farmers—the remaining respondents were split between <100 and >250 acres



**39% (MD)
66% (PA)**

landowners in Pennsylvania are more likely to have more than 75% of their rental acres under a written lease than landowners in Maryland



**77% (MD)
70% (PA)**

the majority of landowners rely on farmers to make most management decisions about farm practices

*only landowners that rent more than 75 acres were surveyed



**52% (MD)
51% (PA)**

more than half of landowners were not familiar with advanced nutrient management practices, and about half (49% MD and 48% PA) of landowners didn't know if they were being used on their land



**58% (MD)
65% (PA)**

many landowners are interested in educational materials related to conservation planning and management



**61% (MD)
62% (PA)**

many landowners said that they would be interested in tax incentives provided for including conservation requirements in the lease terms for their rented acres

Farmer Insights



**83% (MD)
87% (PA)**
farmers have a more than 7-year relationship with their landowners, however, of the respondents that had a written lease, many were only for one year (37% MD and 47% PA)



**66% (MD)
63% (PA)**
when asked if they planned to implement additional conservation practices on their rented acres, many said they don't see the need to do so



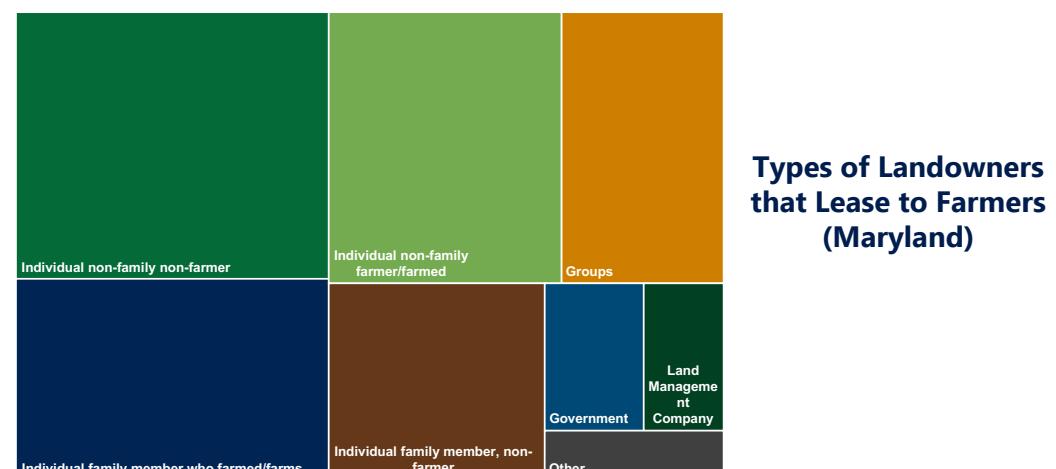
**86% (MD)
88% (PA)**
most farmers said that none of their landowners require annual soil sample on rented acres



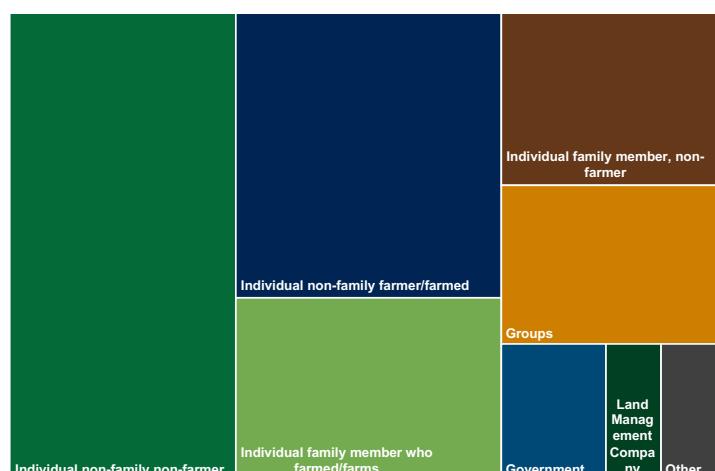
**86% (MD)
93% (PA)**
most farmers said that none of their landowners require single-species cover crops on rented acres



**48% (MD)
70% (PA)**
many farmers rent from more than six landowners, including 11% in Maryland and 15% in Pennsylvania who rent from more than 16 landowners



Types of Landowners that Lease to Farmers (Pennsylvania)



The Way Forward: Written Leases

"I have never requested a written lease."

was the most common response by landowners
when asked why they don't have a written lease

"The other party has never requested a written lease."

was the most common response by farmers
when asked why they don't have a written lease

**Farmers claim their landowners don't want written leases;
But landowner responses don't exactly prove this.**

13% (MD)

12% (PA)

some farmers say
their landowner(s)
do not want written
leases

2% (MD)

2% (PA)

...but few landowners
say they do not want
written leases with
farmers they lease
land to

**Across both sides of the relationship,
many have never requested or even considered a written lease.**

30% (MD)
31% (PA)

farmers who have
never requested a
written lease from
their landowner

8% (MD)
11% (PA)

farmers who have
never considered
a written lease with
their landowner

38% (MD)
41% (PA)

landowners who have
never requested a
written lease from
their farmer

17% (MD)
16% (PA)

landowners who have
never considered
a written lease with
their farmer

Bottom Line:

**There is potential to strengthen farmer-landowner relationships
through written leases.**

Surveyed landowners that leased the majority of their farm acreage in MD (53) and PA (269) – representing over 80,000 acres of farmland. Surveyed farmers that lease land in 2020 in MD (116) and PA (337) representing over 350,000 acres of farmland. This report represents preliminary findings; data collection and analysis are ongoing, as such these figures are subject to change.