



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



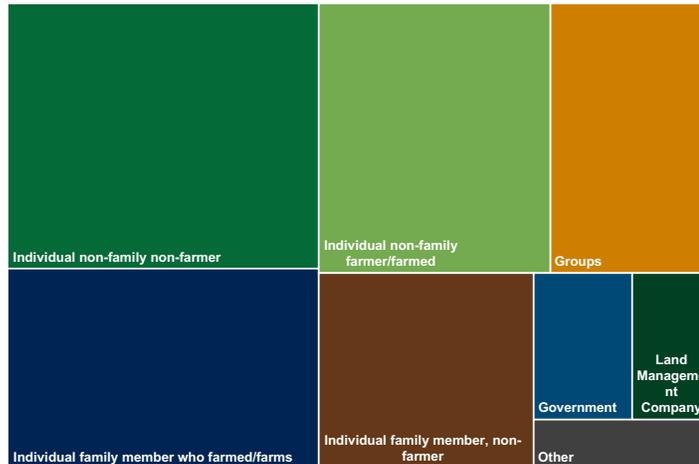
86% (MD)
93% (PA)

most farmers said that none of their landowners require single-species cover crops on rented acres



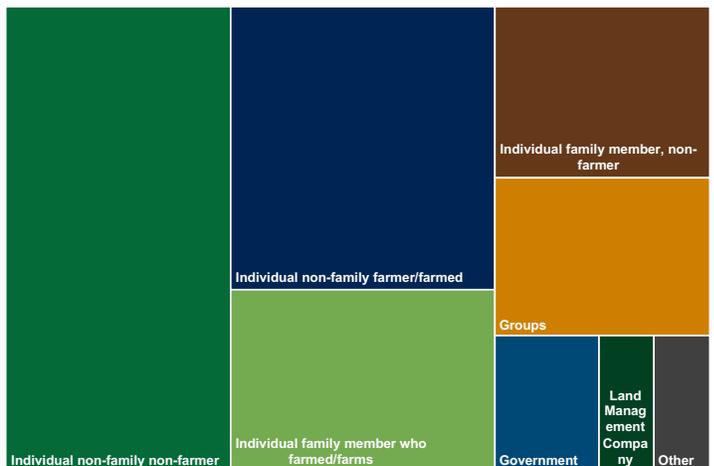
48% (MD)
70% (PA)

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 (Maryland)

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
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**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
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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.