

CULTIVATING A NEW GENERATION OF FARMERS

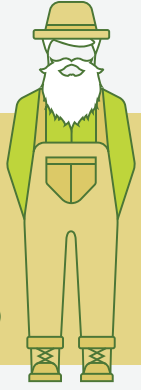


"The approach to farming, once an intergenerational business transfer, is shifting in our state."

AVERAGE AGE OF A MICHIGAN FARMER

8 years older than the average age of farmers in 1982

57.6



40%

OF MICHIGAN SMALL FARM OPERATORS

(small farms make up the largest segment of Michigan farms)

ARE OVER THE

AGE OF

65



35%

of Michigan farmers

anticipate retiring within 10 years

60%

anticipate retiring within 20 years

472K

ACRES OF FARMLAND ARE OPERATED BY OWNERS PLANNING TO RETIRE WITHIN 10 YEARS

ONLY 38%

OF RETIREES INTEND TO PASS THEIR LAND ON AS ONE FARM TO ONE HEIR

95%



OF MICHIGAN FARMS ARE OPERATED BY A SINGLE FAMILY



WHO WILL GROW MICHIGAN'S AG ECONOMY?

"It is important to cultivate and prepare the next generations of farmers."

Food and agriculture industry contributes

\$101.2 BILLION
TO THE MICHIGAN ECONOMY



9.95

MILLION ACRES IN PRODUCTION



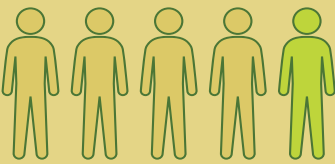
52,194

FARMS IN OPERATION

Compared to 56,014 farms reported in 2007



most agriculturally diverse state in the nation, with more than 200 different commodities. Only California is more diverse.



22%

OF THE STATE'S TOTAL EMPLOYMENT WORKS IN FOOD & AGRICULTURE

Nearly 1 million people



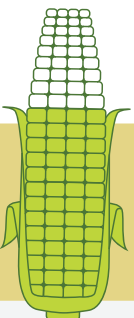
MICHIGAN NEEDS FARMERS

Farmers needing land must compete against industrial farming corporations, investors and non-farming estate buyers. This puts working farmers at a serious disadvantage.

2/3 OF ALL FARMLAND WILL NEED A NEW FARMER WITHIN THE NEXT 25 YEARS



Nationally, the number of beginning farmers reached a 30-year low. Between 2007 and 2012, the number of beginners dropped 20%



Finding & securing land to farm is one of the biggest challenges that beginning farmers & ranchers face

68%

OF FARMERS RANKED LAND ACCESS AS THE BIGGEST CHALLENGE

Farmland preservation programs, such as purchase of development rights programs, can increase affordability by lowering cost per acre.

Learn more about preserving our farms at heartofthelakes.org