



BUNDESANSTALT für Agrarwirtschaft
FEDERAL INSTITUTE of Agricultural Economics



Transfer of family farm ownership to a third party

Martin BRÜCKLER, Erika QUENDLER and Thomas RESL
Federal Institute of Agricultural Economics, Vienna, Austria

Marxergasse 2

1030 Vienna

martin.brueckler@awi.bmfluw.gv.at

www.awi.bmlfuw.gv.at

Farm transfers in Austria

Context

Decrease of farms

Aging, decreasing number of children, competitiveness of farms, non-agricultural perspectives, financial soundness, size of farms

Situation in Austria

Majority of farm transfers within the family

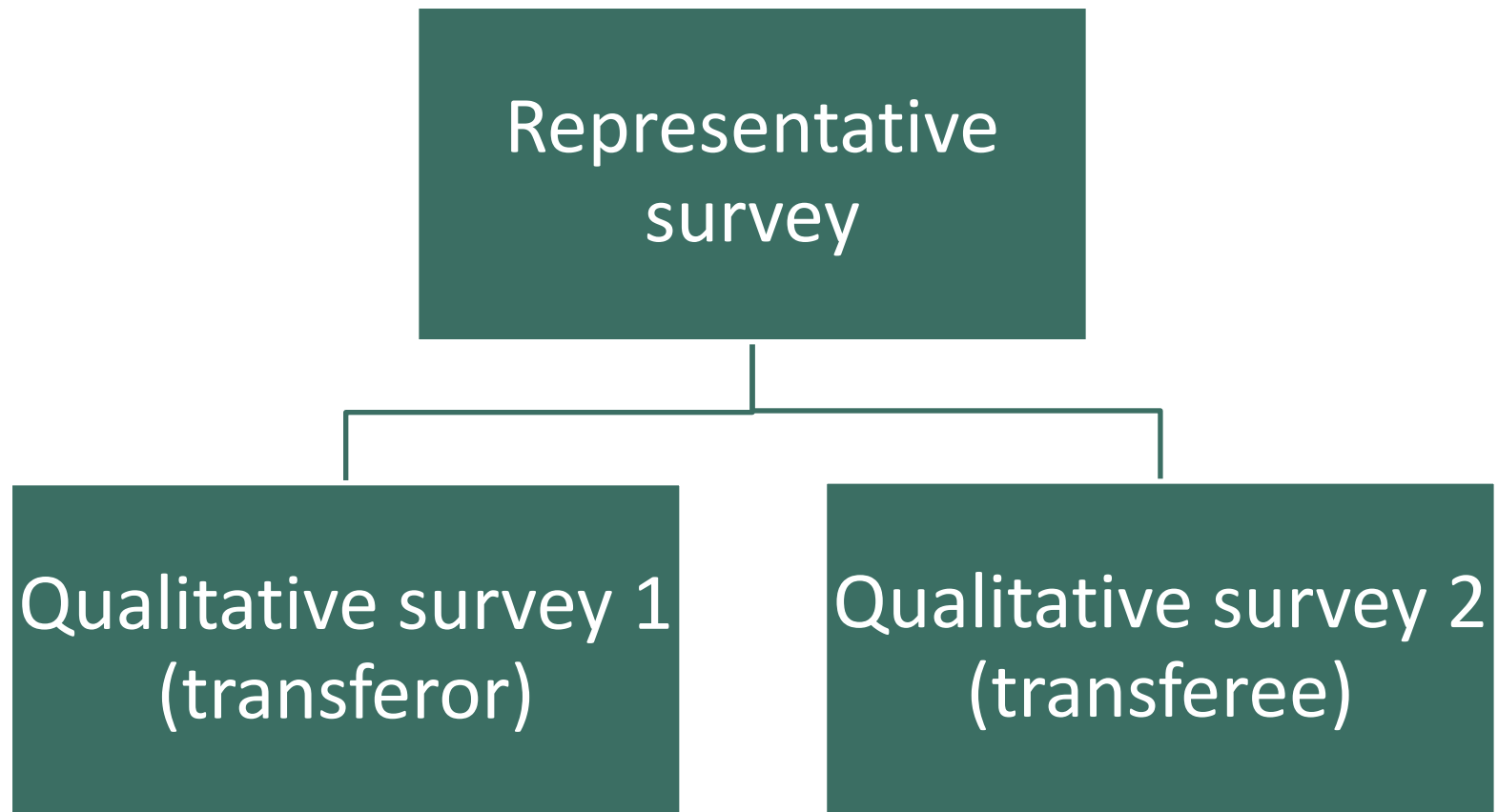
Less is known about transfer to non-related successors (third party successors)

Question

What is the current situation in Austria?

What are the motivating factors behind transfers to family members/ third party successors?

Method



Method

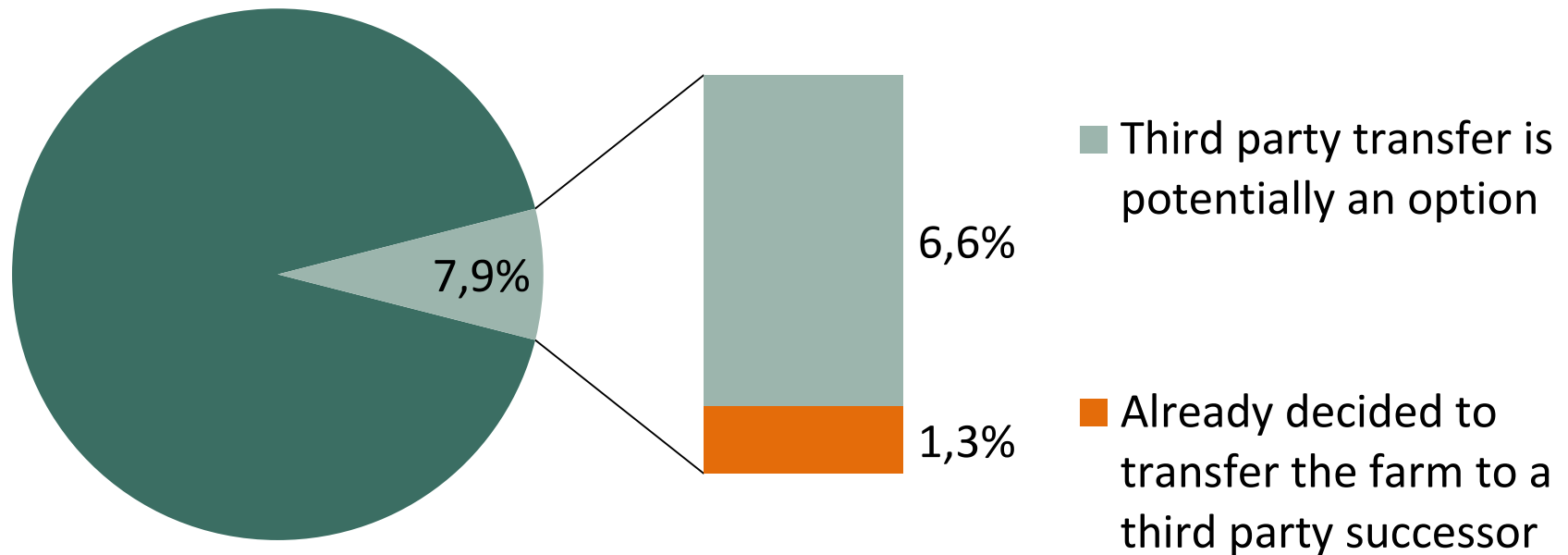
Representative survey	Qualitative survey 1 (transferors)	Qualitative survey 2 (transferees)
N = 1,501*	N = 46	N = 25
Precondition: > 55 (women, marriage or legal partnerships) > 60 (men) Managing > 3ha	Precondition: Transfer to a third party is potentially an option	Precondition: Third party successors

*The sample is based on a target population of 16,350 farmers obtained from the Austrian Integrated Administration and Control System (IACS)

Results - Representative survey

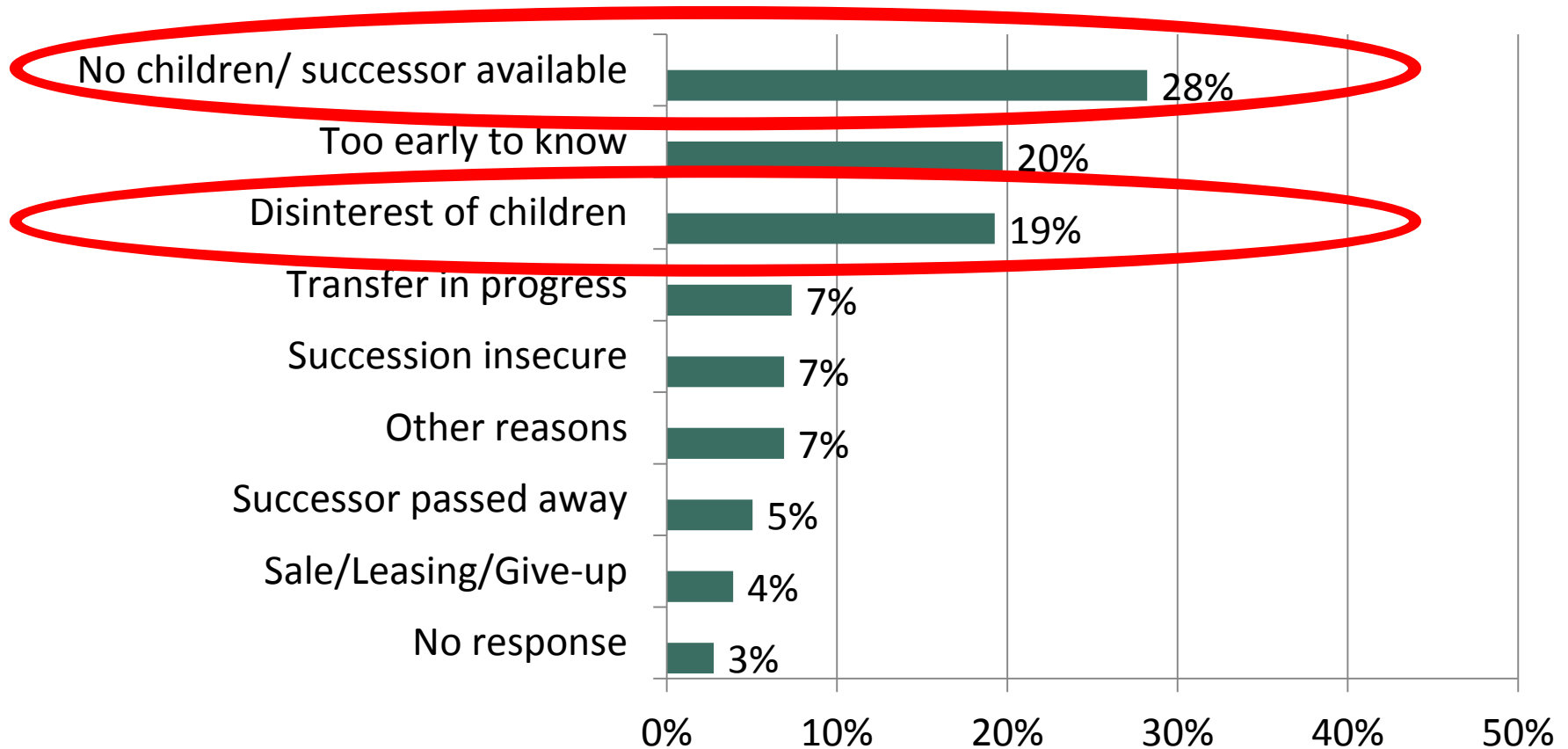
N=1,501

For 7,9% of all respondents the transfer to a third party successor is potentially an option



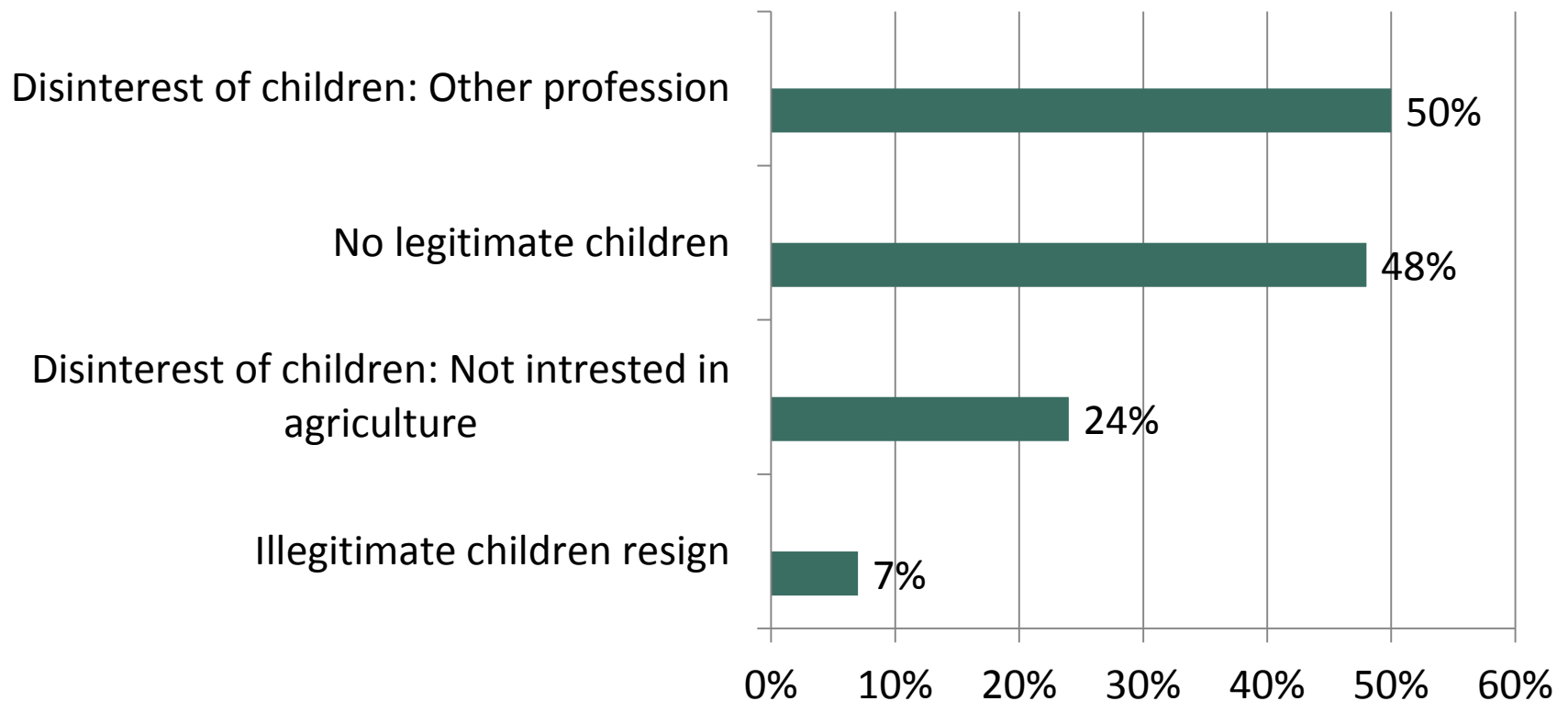
Results – Representative survey

Reasons for unclarified transfers (N = 436)



Results - Transferors

Family-related reasons for considering a third party succession (N=46, multiple answers)



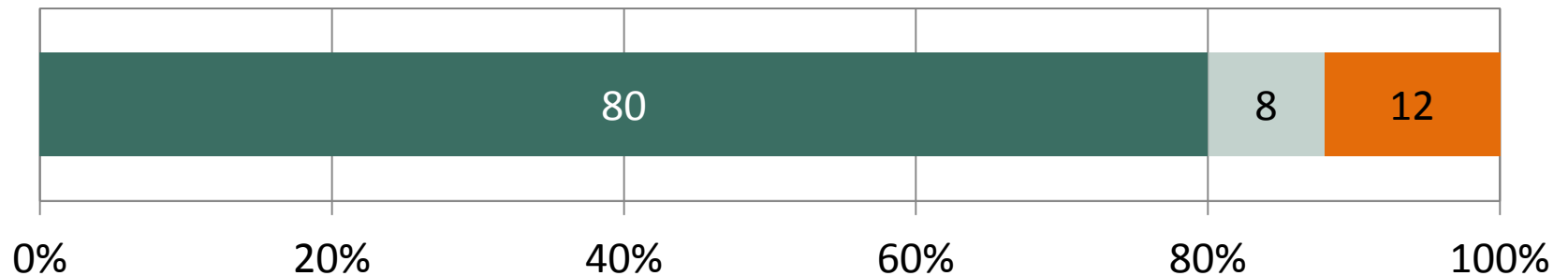
Results - Transferors

Major requirements of transferors are:

- Farm continues to be run as a farm (legal)
 - Right to housing
 - Cooperation on the farm
 - Continuation of the method of farming
- A pleasant relationship to the transferee should exist (social)
- Transferees should have a reference to agriculture (knowledge)

Results - Transferees

Agricultural background of third party successors

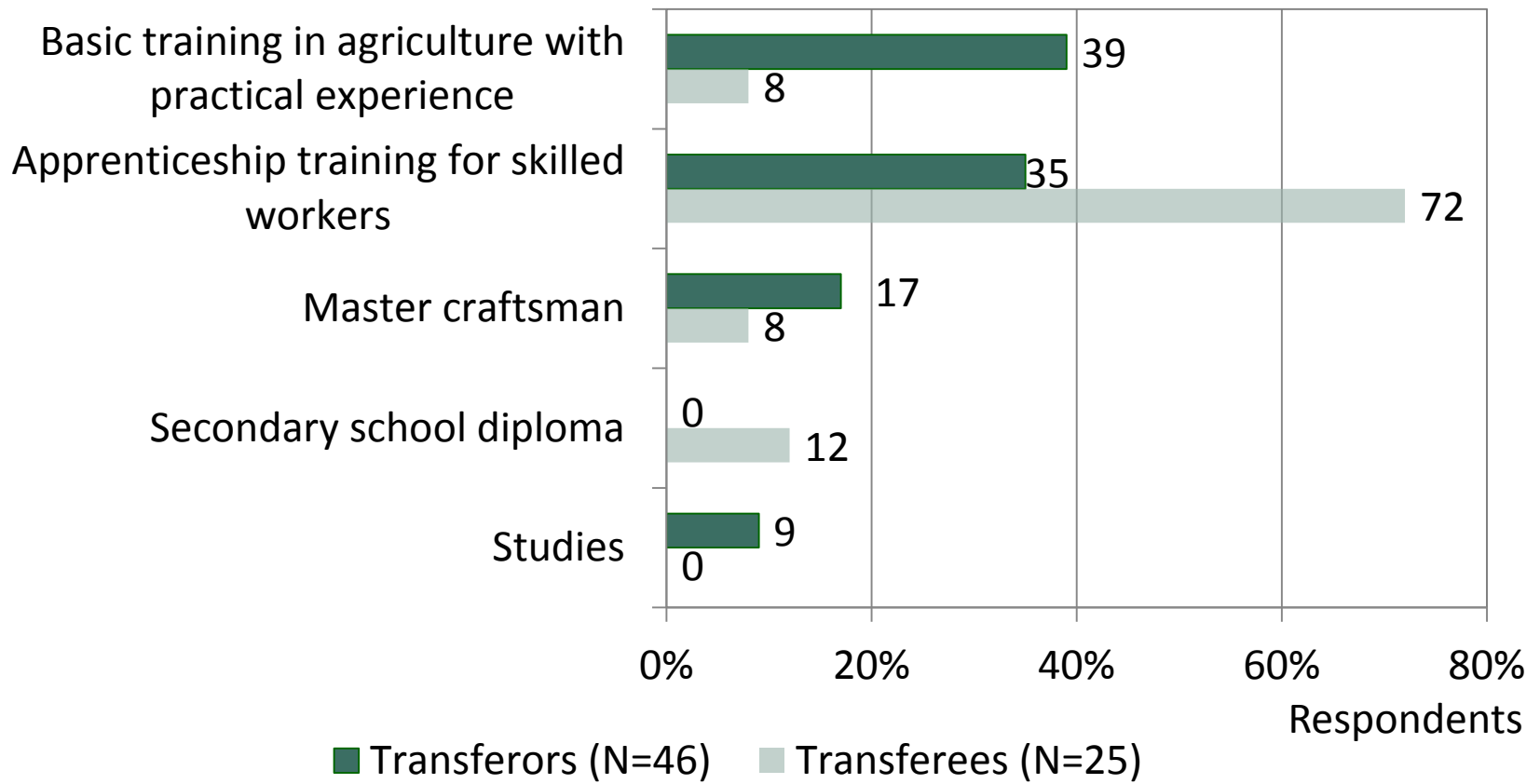


interviewed third party successors (N=25)

- Grew up on a farm but did not take over the parental farm
- Took over the parental farm and additionally took over a farm outside the family
- Newcomer

Results – Transferors/Transferees

All respondents do have a sound agricultural education



Conclusions

- The vast majority of farms in Austria are still passed within the family
- Only a small part of third party transferees are newcomers
- In general, third party transferees do have an agricultural background

Thank you for your attention!

Martin BRÜCKLER

Federal Institute of Agricultural Economics, Vienna, Austria

Marxergasse 2

1030 Vienna

martin.brueckler@awi.bmfluw.gv.at

www.awi.bmlfuw.gv.at

Sources/Acknowledgement

- Austrian Chambers of Agriculture (2015). Collection of data on transferees conducted by employees of the Austrian Chambers of Agriculture. Vienna
- Böltken, F. (1976). Auswahlverfahren – Eine Einführung für Sozialwissenschaftler (Selection procedures – An introduction for social scientists). Studienskripten zur Soziologie, Vieweg + Teubner Verlag. Stuttgart
- BMLFUW - Austrian Federal Ministry of Agriculture, Forestry, Environment and Water Management (2015). IACS (Integrated Administration and Control System) data on farms. Vienna
- BMLFUW - Austrian Federal Ministry of Agriculture, Forestry, Environment and Water Management (2015). Payments data of the measure setting-up of young farmers (M112). Vienna
- Daldrup, B. (2005). Warum brauchen wir gerade auch in den jungen Bundesländern Hofbörsen? (Why we also need farm marketplaces in the young federal provinces) Bundesverband der gemeinnützigen Landgesellschaften (BLG). Vol. (2005), pages 23-24.
- Dax, T., Loibl, E. and Oedl-Wieser T. (1995). Erwerbsskombination und Agrarstruktur (Pluriactivity and rural development). Forschungsbericht. Vol. (33). Bundesanstalt für Bergbauernfragen. Vienna
- Groier, M. (2004). Wachsen und Weichen. Rahmenbedingungen, Motivationen und Implikationen von Betriebsaufgaben in der österreichischen Landwirtschaft (Framework conditions, motivation and implication of duties in Austrian agriculture). Ländlicher Raum. Vol. (6/2004), pages 1-23.
http://www.forschungsnetzwerk.at/downloadpub/artikel_groier_laendlich_er_raum_6-2004_Wachsen_und_Weichen.pdf
Accessed on 8. 4. 2015
- Heisting, A., Klein, E. (2011). "Ich habe mir meine Erben selbst ausgesucht" Höfe neu beleben („I chose my heirs myself“ - Revitalization of farms). Möglichkeiten eines Einstiegs in die Landwirtschaft. Studie im Auftrag der ÖBV – La Via Campesina Austria. Alpen-Adria Univ. Klagenfurt
- Hobe, D., Goetz, K.-H. (2005). Hofbörsen bei den gemeinnützigen Landgesellschaften: Erfahrungen und Erwartungen (farm market places within the gemeinnützigen Landesgesellschaften) Landentwicklung aktuell. Bundesverband der gemeinnützigen Landgesellschaften (BLG). Ausgabe 2005, page. 25-32.
- Hofgründer (2013). Außerfamiliäre Hofnachfolge (Transfer of family farm ownership to a third party).
http://www.hofgruender.de/ausserfamiliaere_hofnachfolge.html
Accessed on 29.5.2014
- Johannes, M., Vieth, Ch., Hoffner, R., Garmissen, B., Roeckl, C., Schelle, I. (2013) Hofübergabe und Existenzgründung (farm transfers and potential entrepreneurs). 3. Auflage. Auswertungs- und Informationsdienst für Ernährung, Landwirtschaft und Forsten (AID). 1186/2013. Bonn
- Thomas, F. (2006). Hofübergabe außerhalb der Erbfolge – Welche Rolle spielt die Beratung (Farm transfers outside the legal succession – The role of consulting). B&B Agrar, Vol. (6), pages 219-222.
- Vieth, Ch. and Thomas, F. (2013). Hofnachfolger gesucht – und vorhanden: Vorschläge für eine gezielte Unterstützung von jungen Landwirten (Suggestions for a targeted support of young farmers). Kritischer Agrarbericht 2013- Schwerpunkt Agrarreform, pages 58-63.

