

By Symone C. Skrzycki

“My grandfather started the business,” remarks Howard Halderman. “We have four generations of the Halderman family, a couple of generations with many of our area representatives and three and four generations with some of our clients.”

(Halderman Companies photo)



Cultivating a Legacy

HALDERMAN REAL ESTATE AND FARM MANAGEMENT

“We’ve been around 94 years and have some clients that have been with us over half that timeframe – multiple generations of those farms we’ve managed for. It’s a real family atmosphere both within the company and with our clientele.”

– Howard Halderman
President/CEO
www.halderman.com

Halderman area reps inspect corn crops for signs of pests or disease. *(Halderman Companies photo)*

Planting the seeds:

- Established: 1930
- Headquarters: Wabash
- Customers span the United States and abroad

Primary services:

- Farm management (property management for farm properties; approximately 250,000 acres across several states)
- Farm real estate brokerage (Sells and buys properties for clients via private treaty and at auction (mostly online))
- Appraisals (approximately 1,200 to 1,300 different farms in a given year)

“Most of our clients would be someone who grows up on a farm and inherits the farm. Or maybe they inherit their grandparents’ farm and aren’t in the business of agriculture. Even if they don’t farm it themselves, they hire Halderman. They want to keep it in the family. In a lot of instances, people like the fact that we handle the business aspect of the farm, and they can have a personal relationship with the farmer that might go back decades.”

Landowner field days:

- Educational sessions encompass estate planning, agricultural-related tax issues, renewable energy and more
- Clients, main office staff and field representatives participate in tours at farms across the state (e.g., seed corn harvesting and processing, solar farms, walnut planting and sprayer drones)

Workplace culture:

- Promotes autonomy (flexible schedules, duties, training opportunities)
- Average tenure of professional staff exceeds 20 years
- Mentor/mentee program: Seasoned employees meet with new hires quarterly

“We have six or seven relatively new people all hired within the last four to five years. They’re paired up with people that have been doing farm management and real estate for 20-plus years. They have the opportunity to ride with them and ask any kind of questions.”

