

By way of illustration we also attach to this statement the copy of a news-story which appeared in the Lincoln, Nebr. Star, issue of February 5, 1968 in which we note an account of a Gates Rubber Co. Ranch operating in the North Platte, Nebr. area yet the survey made by the A.S.C.S. does not indicate such a corporate ownership.

3. It is not possible to indicate without further investigation how many of the 500 corporations listed in the A.S.C.S. report are family farm organizations. A recent South Dakota research project estimated that only about 20 percent of the so-called farm corporations were family farm operations. Whether this be true for the Nebraska survey is of course open to question.

In summary the Farmers Union of Nebraska believes that there is enough evidence to suggest that investment in agriculture by off-the-farm corporate interests is a growing threat to the family farm. We believe also that tax advantages and integrated or conglomerate ownership creates an unfair competitive advantage for such corporate investments as opposed to a like investment by the family farm operator who will live on the land.

Finally we believe that such encroachment by corporate interests into the field of agriculture is damaging to the entire rural community.

We sincerely appreciate the opportunity to present the views of the Farmers Union of Nebraska. We wish the committee Godspeed in its investigation and we would press for enactment of remedial legislation without delay.

[From Fame & Fortune Selling, vol. 1, No. 8, Apr. 19, 1968]

SPECIAL REPORT—SHOESTRING FORTUNES IN REAL ESTATE

Real estate offers a prime opportunity for building fortunes on a minimum investment. This Special Report highlights the techniques of the really astute investors who are already taking advantage of tax-sheltered, wealth-building real estate opportunities. It also shows you how to arrange the necessary financing.

HOW THE TAX LAW HELPS GENTLEMEN FARMERS BUILD WEALTH

How would you like to (1) Have a crack at some unusual profits—right now, (2) Take advantage of some big tax breaks, and (3) Provide relaxing weekends and summer vacations—all free—for you and your family? You may be able to do all this while building your fortune in real estate.

You buy a farm (or farmland) and hire a competent manager to run it for you. If you're lucky you may be able to buy a *going* dairy or product farm. (Of course, you'll also look at the farm's potential as a fine real estate investment). In some cases, you can purchase the farm outright and then *hire* the farmer to continue running it for you until you either develop the land or get a *competent* manager. Why the emphasis on a competent manager? Well, first off, you want the farm to produce income. But there's even a bigger reason—

Uncle Sam watches you.—The government is aware of the favorable tax aspects of "the farm as a second business." Because of that it will examine your farm operations with a gimlet eye. And if it determines that you are not trying to operate the farm for profit, it will disallow any losses. Having a competent manager goes a long way to show you mean business.

Here are some key factors that will help you support your contention that you really operated the farm as a business. (1) No extensive social or recreational facilities. (2) Improvements installed and techniques adopted to reduce expenses. (3) Substantial receipts from farm sales with a record of decreasing losses. (4) Size of farm—the bigger the better.

You may feel that buying farmland and developing it into a going business is too much trouble. But before you do, look at all the angles. For example, suppose you buy some well located acreage at \$145 an acre. You know that the exploding population and demand for new housing will reach the area in say, 5 years. Your acreage could then double or even triple in value. How do you keep operating the farm in the meantime? Let's take a look at a—

Dollar-making case history.—You buy a 160-acre farm at \$145 an acre. Here are some figures provided by a top farm management company. Remember, these