

2019 Rolling Prairie Extension District Lease Survey Summary

Richard H Fechter
Rolling Prairie Extension Agent
Agriculture and Natural Resources



In December 2019, 55 producers and landowners from Chautauqua and Elk Counties were mailed surveys about lease rates for pastureland and cropland. This document has the summary of results for both pastureland and cropland. 15 or 27.3% of the cropland surveys were returned. 17 or 30.9% of the pastureland surveys were returned.

While no one average value will hold true for all rental arrangements, the goal of the survey and summary is to provide ag producers, ag lenders, and local or absentee landowners with local lease information that can be used as a basis to begin lease negotiations. The summaries included with this document are a compilation of the local surveys returned and do not represent a random, scientific sampling. They are not meant to be used as setting the rate; however, they are to give both landowners and tenants a “starting point” about what are some rates that are actually being used in both counties. All individual survey information is kept strictly confidential.

Within each survey, each question may not have been answered by all respondents. The survey does not reveal the quality of land, parcel size, technology being implemented, productivity, commodity prices, or other demand factors that might affect the rate negotiated between a landlord and tenant for a piece of land. In some categories a minimum and maximum are listed. They may seem like a really wide range, but keep in mind arrangements can vary significantly by the type of soil or grass in the pasture, type of cattle pastured, who maintains the fence, who manages the weeds and brush, water availability, fence quality, etc.

Kansas State University Agricultural Experiment Station and Cooperative Extension Service

K-State Research and Extension is an equal opportunity provider and employer.

2019 Rolling Prairie District Pastureland Survey Summary

Cows:

Type	Per Acre Min.	Per Acre Max.	Per Pair Min.	Per Pair Max.	Length of Grazing Season
With Fall Calves	\$20	\$20	\$130	\$240	6 months to 1 year
With Spring Calves	\$20	\$20	\$140	\$220	6 months to 1 year
All Cows	\$15	\$25	\$145	\$200	6 months to 1 year

Steer & Heifers:

Weight	Per Acre Min.	Per Acre Max.	Per Head Min.	Per Head Max.	Length of Grazing Season
500 - 600 lbs	\$20	\$25	\$60	\$100	90 days to 6 months

Grazing Period: The length of the grazing season depended if grazing cows or stockers. For cows, most responses were for 6 months or one year. Most responses for grazing stockers was 90 - 120 days. Start date ranged from April 1 - May 1 with an end date of July 20 to November 1.

Stocking Rate: For cow-calf enterprises; stocking rates ranged from six acres per pair to 20 acres per pair. Most responses fell into the 8 - 12 acres per pair. For stockers, rates ranged from 2.5 - 4 acres per head.

Mature Weight of Cows: Responses for the mature weight of cows ranged from 1150 to 1400 lbs.

How Often to you Renegotiate the Rental Rate: 77% of the respondents indicated that the lease rate or terms of the lease are renegotiated on a yearly basis. Other answers indicated every 3 to 5 years or when a land ownership change occurs.

Written or Oral Lease: 47% of respondents reported having a written lease. 35% reported an oral lease. A few respondents reported having both an oral and a written lease.

Fencing Responsibility:

	Labor	Materials
Tenant	53%	12%
Landowner	6%	59%
Both	35%	29%

Weed/Brush Control: Responses to the question about who is responsible for weed and brush control on the pasture is below.

Tenant	18%
Landowner	41%
Both	24%

2019 Rolling Prairie District Cropland Survey Summary

Renting Cropland: There were 15 responses for the survey and of those 67% reported an oral lease arrangement while 47% reported a written lease agreement. Some responses reported having both oral and written leases. All responses for a crop share lease arrangement reported a 33/66% share.

	Minimum	Maximum	Average
Cash Rent Per Acre	\$10	\$70	\$40.50

Variable Rate Technology: 27% of those surveyed stated they use variable rate technology in their farm operation.

Lease Resources Available

The following resources are available to help in almost any lease situation:

www.agmanager.info - The K-State Agricultural Economics website has information on Agribusiness, Crops, Farm Management, Livestock and Meat, Policy, as well as many decision tools that include tools related to crops, pasture, livestock and machinery leasing. Examples of publications and decision tools available on this website are: “Projected Custom Rates for Kansas”; “Kansas Agricultural Lease Law”; Farm Management Guides with the most up to date KSU budget information on crop and livestock enterprises; Spreadsheet decision tools that allow you to input your farm data for customized analysis and decision making; Information on land values and rental rates in Kansas and information on hunting leases.

www.ksre.k-state.edu - the home page of K-State Research and Extension is your on-line link to any and all services offered by KSRE and Kansas State University. The mission of K-State Research and Extension is: “We are dedicated to a safe, sustainable, competitive food and fiber system and to strong, healthy communities, families and youth through integrated research, analysis, and education.

www.rollingprairie.k-state.edu - is the website for the Rolling Prairie Extension District #8. The district has offices in both Chautauqua and Elk Counties and may be contacted at:
Sedan -- 215 North Chautauqua, Courthouse or 620-725-5890
Howard -- 130 South Pennsylvania, or 620-374-2174

Check us out on Facebook at: Rolling Prairie Extension District

<https://agriculture.ks.gov/> - The Kansas Department of Agriculture is located in Manhattan, Kansas and is the nation’s first state department of agriculture. KDA is organized in a variety of divisions and programs that perform different administrative, marketing, regulatory and other services.

<https://www.nass.usda.gov/> - The National Agricultural Statistics Service is a division of the USDA. The website contains a wealth of data and statistics, publications, news articles, surveys, and census data.