KNOWING YOUR WORTH:
NEGOTIATING FARMLAND RENT FOR YOUNG PRODUCERS

CHELSEA J. ARNOLD
LAND PRICES

AGING PRODUCERS

YOUNG PRODUCERS

$$$$

AGE
YOUNG PRODUCERS

To be successful and grow, young producers need:

- Access to land
- Access to capital
YOUNG PRODUCERS

Young Producer's largest difficulties:

- Limited access to land
- Limited access to capital
LEASING FARMLAND

- Little capital required
- Less financial risk
- Allows young producers to obtain economies of scale
KANSAS LANDOWNERS WANT:
• Experience
• Financial Stability
• Strong stewards of the land

YOUNG PRODUCERS ARE:
• Less experienced
• Financially Risky
• Strong stewards of the land
HOW CAN YOUNG PRODUCERS BETTER NEGOTIATE FARMLAND LEASES?
LANDOWNER SURVEY

The goal of this study is to learn more about the interactions of landowners and young beginning producers involved in agricultural land leasing arrangements in Kansas. In particular, we are hoping to understand what characteristics and attributes of producers that landowners take into consideration when deciding who to rent their land to. We want to learn about your land leasing arrangement(s) to better inform both landowners and producers in the future.

Your opinions matter! Please help us learn from you by completing this survey.

As always, all individual responses are anonymous and confidential.

Thank you for taking our survey! Your contributions will continue helping to inform current and future landowners and producers in Kansas.
KANSAS LANDOWNERS

68 YEARS OLD

15 YEAR TENANT RELATIONSHIP

TRUST

STEWARDSHIP

EXPERIENCE
Knowledge

Negotiation Preparation

Better Access to Farmland

NEGOTIATIONS

RESEARCH

EDUCATION

NEGOTIATIONS
PRODUCERS IN KANSAS

<35 YEARS OLD

Actively producing and wanting to lease
Wanting to produce and wanting to lease
PROGRAM GOALS

INFORM YOUNG PRODUCERS ON:

• Current leasing practices and rates throughout Kansas
• Characteristics of tenants that landowners seek
• Landowner price expectations when working with young producers
Kansas Farm Bureau's Beginning Farmers and Ranchers Conference

Kansas State University Risk & Profit Conference
Kansas Farm Bureau's Beginning Farmers and Ranchers Email Blast & Social Media Push

AgManager.info upload & K-State Media Blast
1. FACTSHEETS
2. VIDEOS
3. TOOLS
Pre & Post Presentation Surveys

Monitor attendance and online views

6-Month Post Presentation Survey
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Mykel R. Taylor, Ph.D.
Auburn University
Questions?