

# Making a Difference

2010-11 PFT Success Report

Title: Developing Mutually Beneficial Relationships between Landlords and

**Tenants** 

**PFT: Farm Management** 

# The Situation

Higher crop prices in recent years have increased farm profitability but have resulted in increased volatility as well. Data from the Kansas Farm Management Association (KFMA) indicates that over 80% of farms enrolled with the KFMA rent land. With the increased profitability and risk associated with increased commodity prices and input costs, developing mutually beneficial relationships between landowners and tenants is increasingly complicated and important.

### What We Did

Lease education occurred through the series of Ag Profitability Conferences, county meetings, industry sponsored programs, individual consultations, and through the use of the tools and information on the AgManager.info website. More in-depth training for landowners and tenants was also conducted through a series of day-long agricultural lease workshops which were held in multiple locations across the state.

#### **Outcomes**

Participants in the lease education programs were provided an understanding of types of leases, principles of developing equitable leases, ethics of leasing, current market conditions, and use of KSU lease decision-making tools. Application of these principles will ensure mutually beneficial relationship and help sustain long-term profitability.

# **Success Story**

From post-workshop evaluations, knowledge and skill levels were affected for each of the leasing issues covered. Most found the workshop valuable and 94% would recommend the workshop to others. Results from the evaluations would suggest that the lease workshops alone influenced persons controlling or managing more than 800,000 acres.

## **Contacts**

Name: Kevin Dhuyvetter and Rich Llewelyn Title: Extension Agricultural Economists

Address: 342 Waters Hall Phone: 785-532-6702

E-mail: kcd@ksu.edu and rvl@ksu.edu

## Kansas State University Agricultural Experiment Station and Cooperative Extension Service

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