

K-STATE
Research and Extension

LEASING LAND IN KANSAS: A SURVEY OF LANDOWNERS

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2021 Risk & Profit Conference

BACKGROUND

LAND PRICES



AGING PRODUCERS



YOUNG PRODUCERS



YOUNG PRODUCERS

To be successful and grow, young producers need:

- Access to land
- Access to capital



LEASING FARMLAND

- Little capital required
- Less financial risk
- Allows young producers to obtain economies of scale



PROBLEM

KANSAS LANDOWNERS WANT:

- Experience
- Financial Stability
- Strong stewards of the land



YOUNG PRODUCERS ARE:

- Less experienced
- Financially Risky
- Strong stewards of the land

QUICK POLL OF ATENDEES:

**Text CHELSEARNOLD237 TO 37607
OR JOIN VIA POLLEV.COM/CHELSEAARNOLD237**

ARE YOU A LANDOWNER (NON-OPERATING) OR PRODUCER IN KANSAS?

DO YOU BELIEVE YOUNG PRODUCERS NEED HELP IN GETTING ESTABLISHED?

**DO YOU BELIEVE YOUNG
PRODUCERS ARE RISKIER TO
LEASE TO?**

**WHO DO YOU BELIEVE HAS MORE
POWER WHEN NEGOTIATING
LEASES?**

WOULD YOU ASK A YOUNG PRODUCER TO PAY MORE PER ACRE TO LEASE FROM YOU?

RESEARCH

KANSAS STATE UNIVERSITY | Agricultural Economics

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 emotions 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 opinion matters! Please [help us learn from you](http://help.usksu.ksu.edu) by completing this survey.

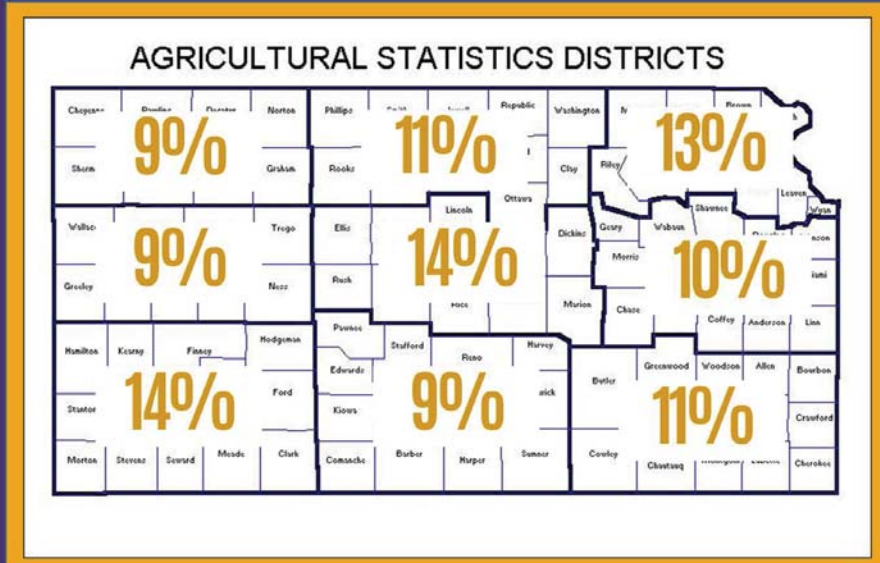
As always, all individual responses are anonymous and confidential.

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

3,600 LAND-OWNER SURVEYS

19 COUNTIES





KANSAS LANDOWNERS

74%

MALE

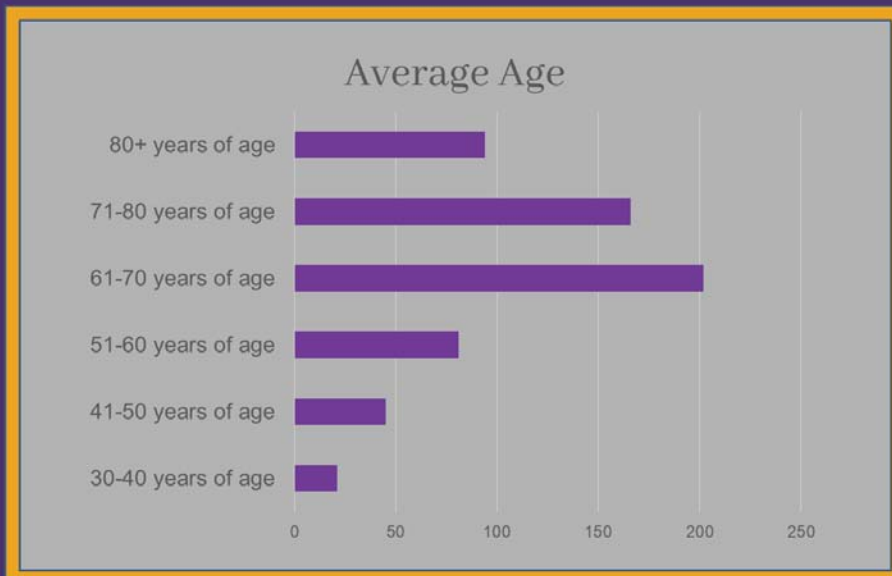
65%

ACTIVE OR RETIRED FARMER

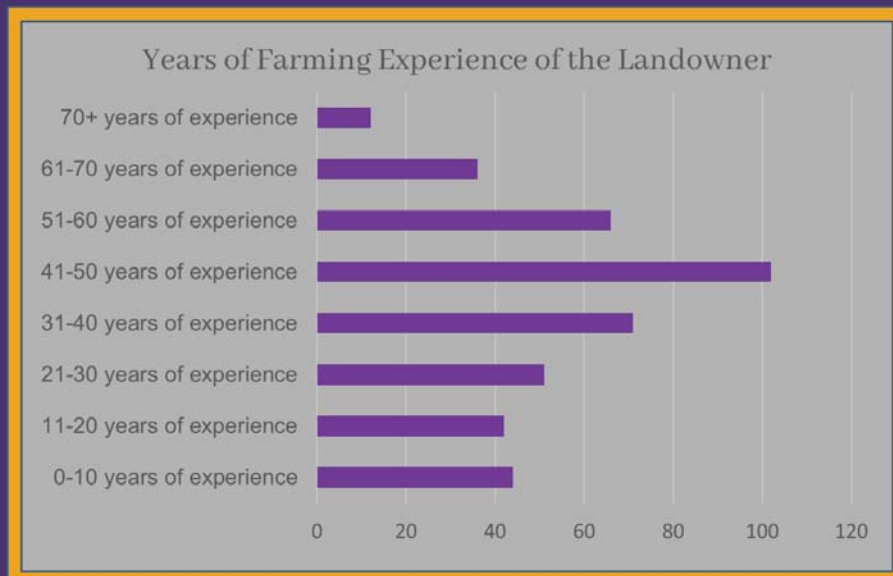
92%

GENERATIONAL FARMING

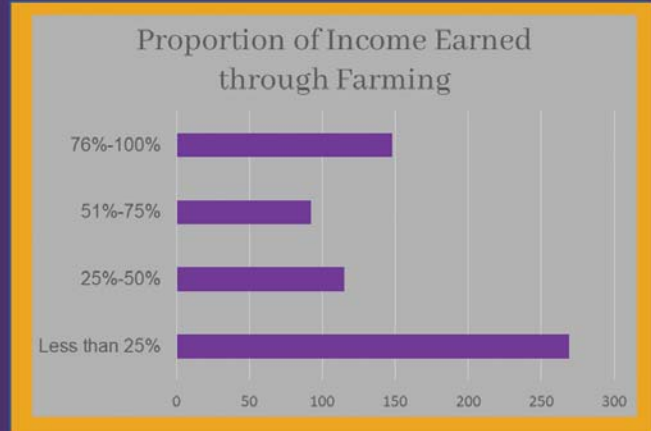
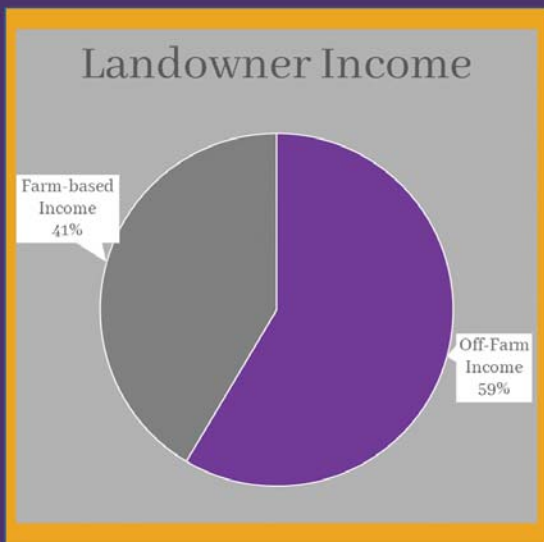
KANSAS LANDOWNERS



KANSAS LANDOWNERS



KANSAS LANDOWNERS



KANSAS LANDOWNERS

LEASING

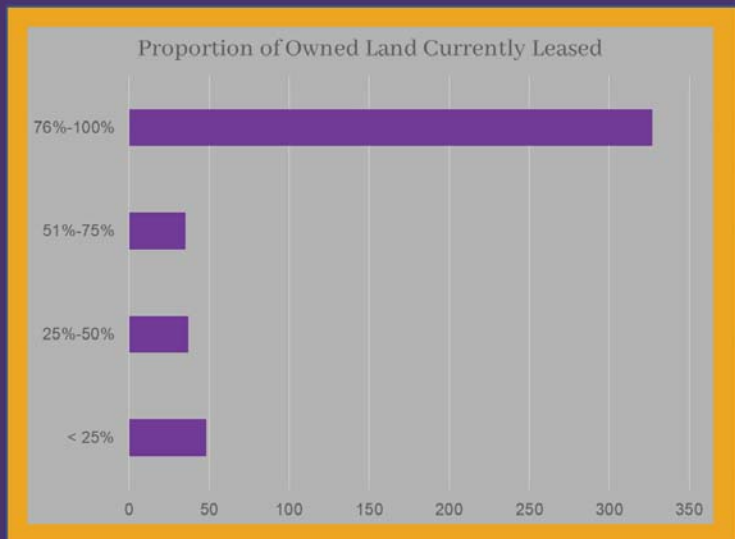
→ **71% CURRENTLY**

CROPLAND

→ **854 ACRES**

PASTURE

→ **456 ACRES**



KANSAS LANDOWNERS

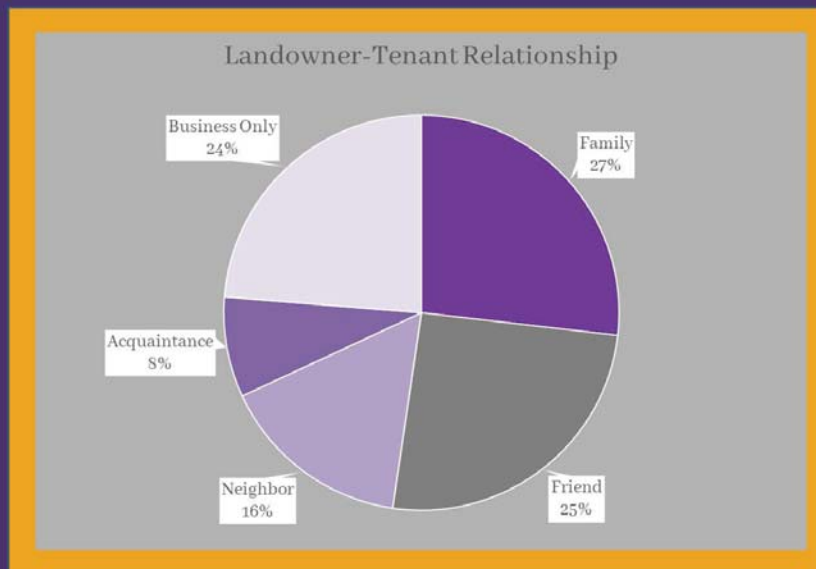
2.17

AVG. # OF
TENANTS

15.11

LANDOWNER/TENANT
RELATIONSHIP

KANSAS LANDOWNERS



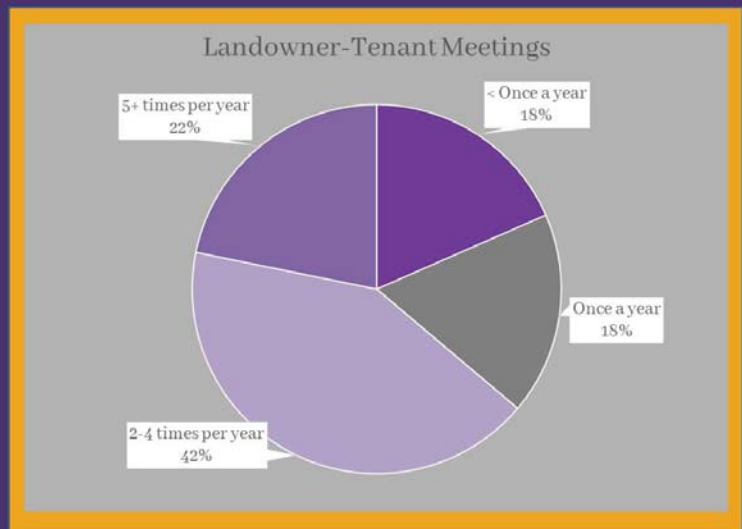
KANSAS LANDOWNERS

WRITTEN LEASE

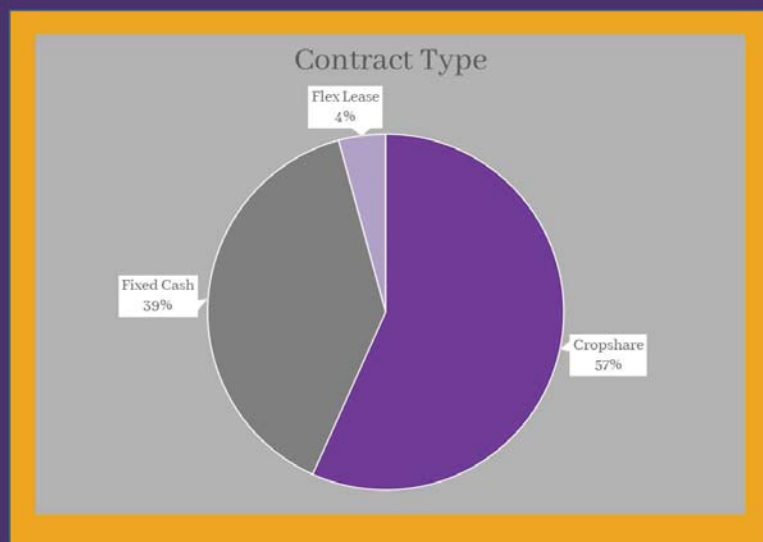
→ 45%

ORAL AGREEMENT

→ 55%

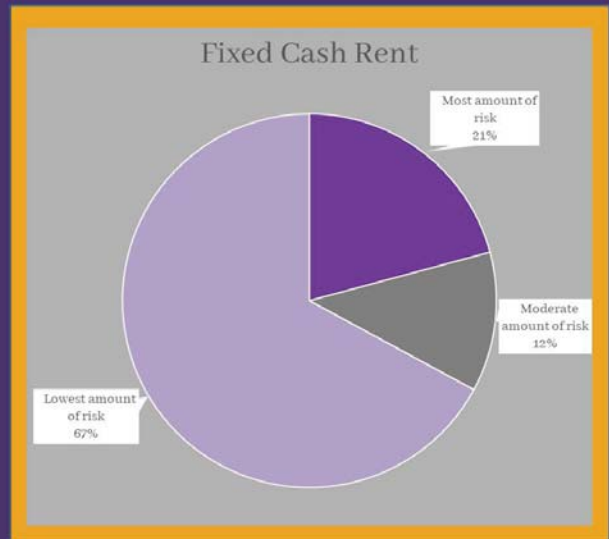
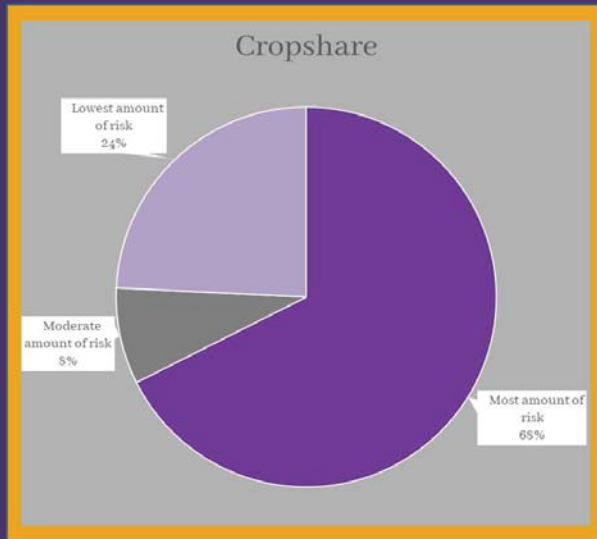


KANSAS LANDOWNERS

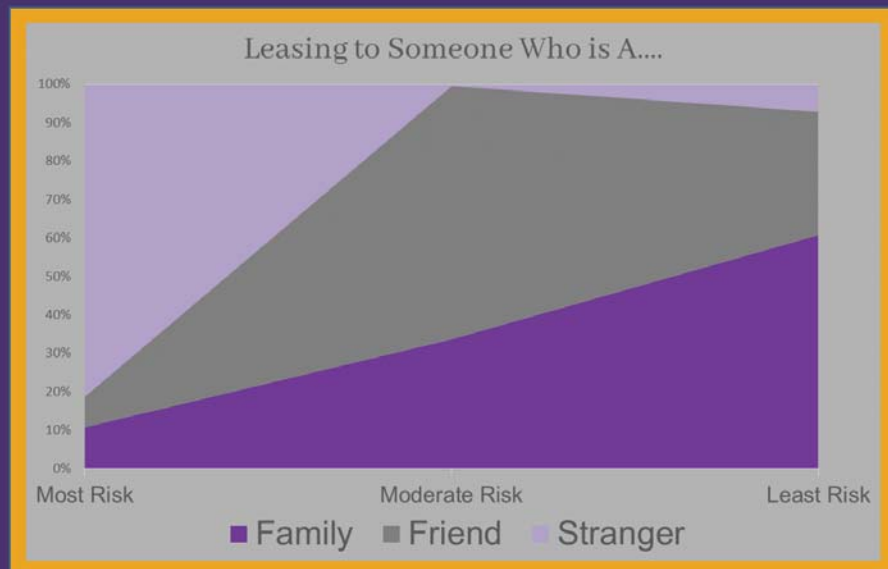


68%
SHARE INPUTS

RISK ATTITUDES



RISK ATTITUDES



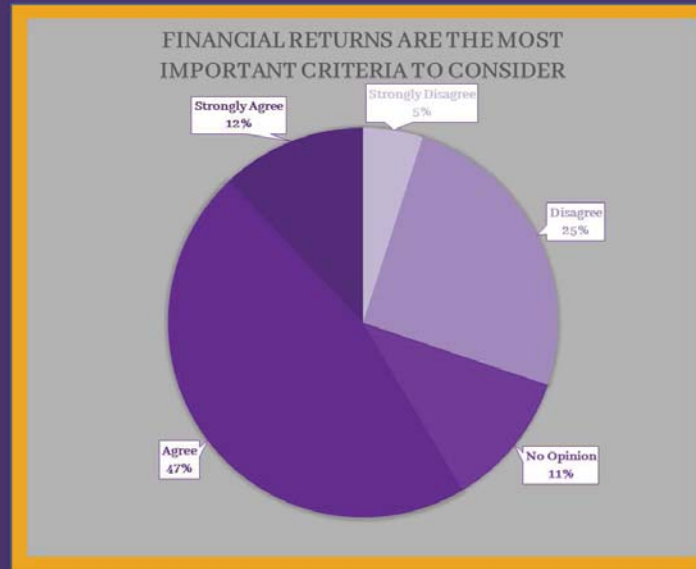
RISK ATTITUDES



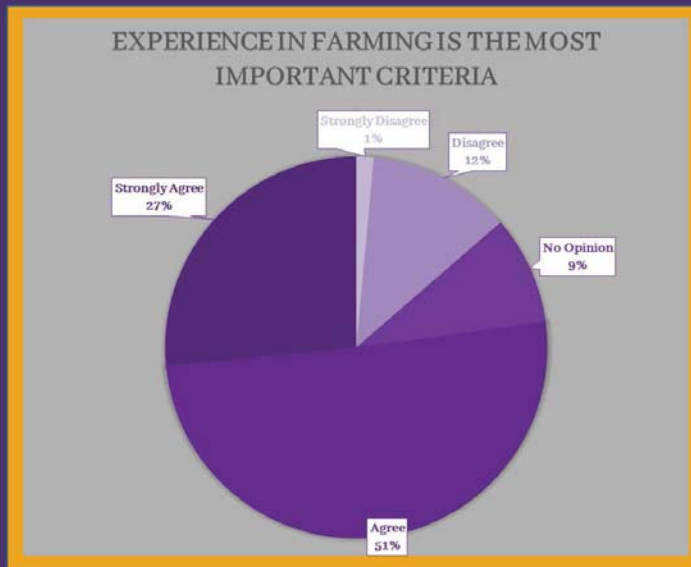
RISK ATTITUDES



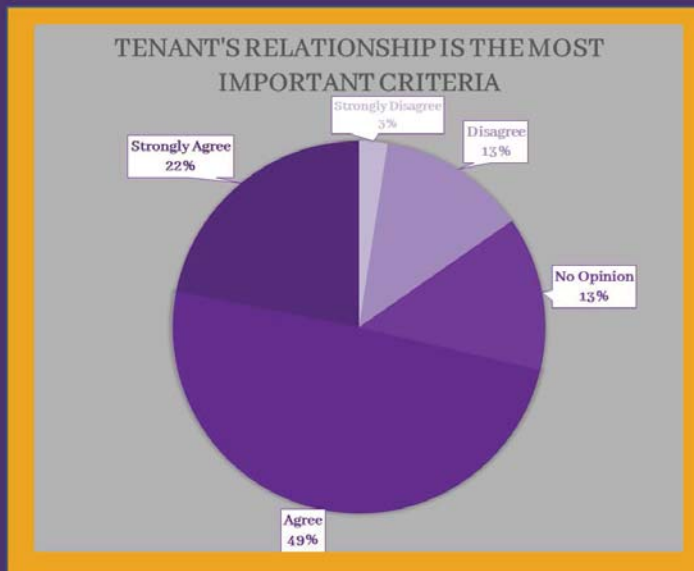
LEASING ATTITUDES



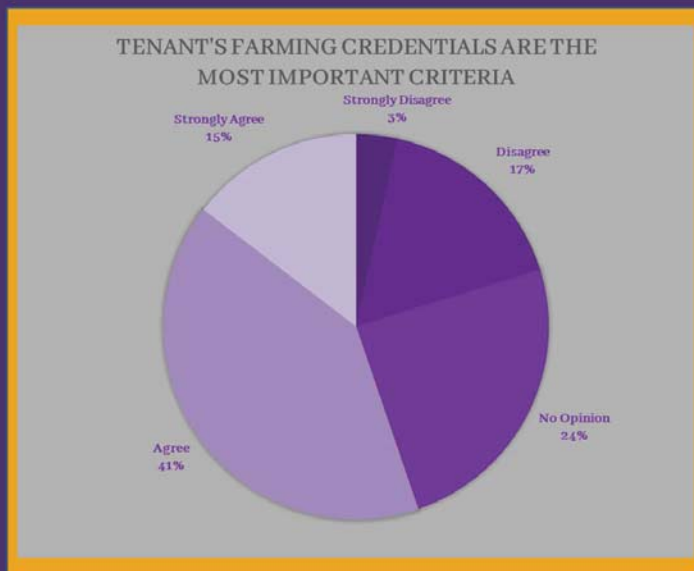
LEASING ATTITUDES



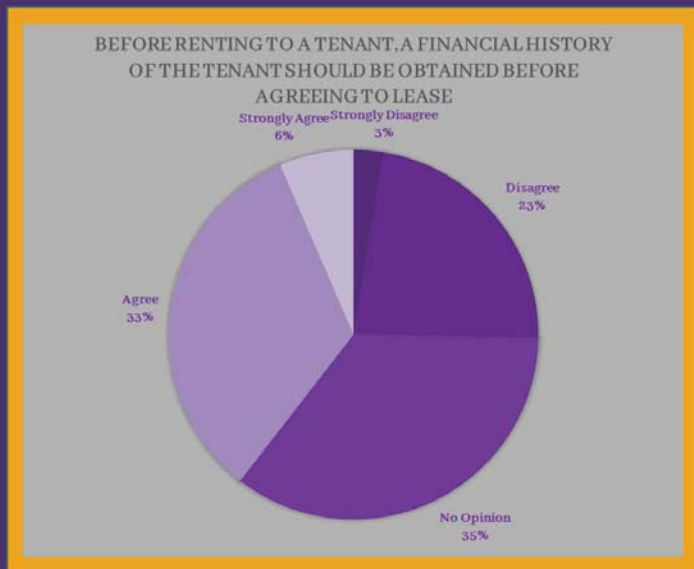
LEASING ATTITUDES



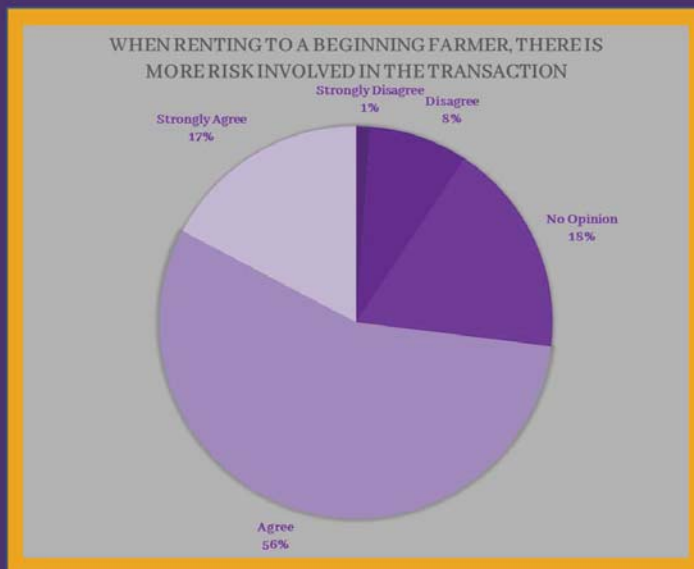
LEASING ATTITUDES



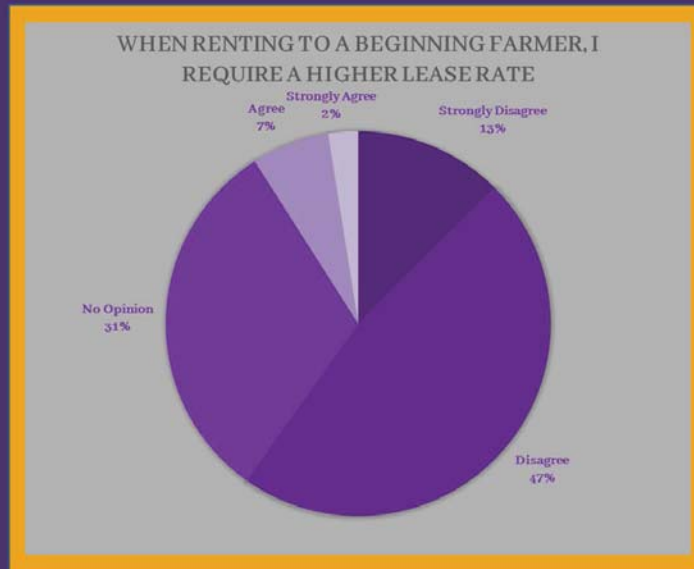
LEASING ATTITUDES



LEASING ATTITUDES



LEASING ATTITUDES



A 30-year-old is offering you \$100/acre. A 60-year-old is offering you \$110/acre. Who would you lease to?

WHAT WE'VE LEARNED

Kansas non-operating landowners:

- View young producers as riskier
- Are interested in seeing a YP's financial history before leasing...
- "Say" they are not going to charge YP's more per acre

WHERE TO NEXT?

Willingness-to-Lease Study

- Determine if Kansas landowners will truly help a young producer out by not requiring more \$\$ per acre
- Determine if Kansas landowners place monetary value on relationship (stranger vs. acquaintance vs. family/friend)

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Questions?

