

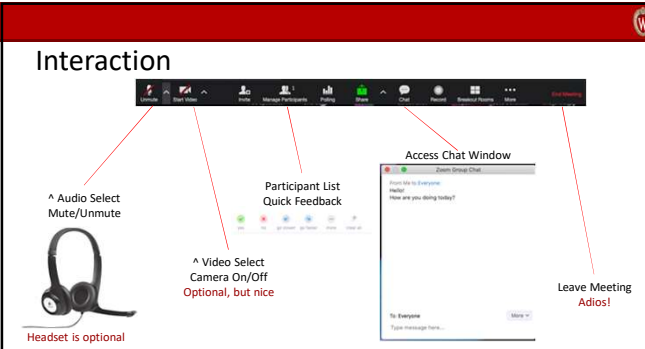


Sauk County Absentee Landowners Webinar Series

Hosted by:
Extension Sauk County & Sauk County Land Conservation Department

Check your speakers. Can you hear music in the background?

Interaction



Annotations:

- Audio Select Mute/Unmute
- Participant List Quick Feedback
- Video Select Camera On/Off Optional, but nice
- Access Chat Window
- Leave Meeting Adios!
- Headset is optional

Please log in with your first and last name so we know who is joining us!

Understand Your Farmland's Value

By

Understanding Your Soil's Value

Presented by Alana Voss, Extension Juneau and Sauk Counties
Based on materials created by Josh Kamps, Extension-Lafayette County

Farmland Value based on Soil Value




Photo credit: cals.wisc.edu

Photo credit: mhu.edu

What tools are available to help determine the value of my farmland?

- NASS survey
- Web soil survey (NRCS)
- Soil test report
- Farmland stewardship

— A long-term rental contract may encourage operator investment in the land resource through soil health practices, nutrient management strategies, and conservation tillage and planting technologies...this is a win for everyone.
—Josh Kamps





Photo credit: ddpou/photocart.com

Only the parties involved in the agreement can determine what is an equitable land rental value!

Web Soil Survey



Soil Survey of SAUK COUNTY, WISCONSIN

United States Department of Agriculture
Soil Conservation Service
Conservation Technology Center
College of Agricultural and Life Sciences
University of Wisconsin

<https://websoilsurvey.sc.egov.usda.gov>
https://www.nrcs.usda.gov/Internet/FSE_MANUSCRIPTS/wisconsin/W1111/0/sauk.pdf

Soil Testing

Goals of Soil Sampling Program

When sampling soils for testing and obtaining fertilizer and lime recommendations, the most common objectives are to:

1. Obtain samples that accurately represent the field from which they were taken.
2. Estimate the amount of nutrients that should be applied to provide the greatest economic return to the grower.
3. Estimate the variation that exists with in the field and how the nutrients are distributed spatially.
4. Monitor the changes in nutrient of the field over time.

<https://cdn.shopify.com/s/files/1/0145/9808/4272/files/A2100.pdf>



<https://youtu.be/nqQkm26Fd8>

Soil Testing – Sauk County Resources

Extension Sauk County Office

- Soil probes
- Soil bags & submission sheets for the following labs:
 - UW Soil & Forage Lab
- Help with reading your results and resources

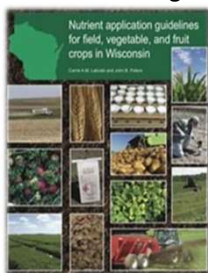


<https://uwlabs.wisc.edu/>

Sauk Land Conservation Department

- Soil probes
- Soil Sample maps
- Soil bags & submission sheets for the following labs:
 - UW Soil & Forage Lab
 - A & L Great Lakes Laboratories, Inc.
 - AgSource Laboratories (offers free soil sample pick up or prepaid shipping labels)
 - Dairyland Laboratories
 - Midwest Laboratories Inc.
 - Minnesota Valley Testing Laboratories, Inc.
 - Rock River Labs (offers free soil sample pick up or prepaid shipping labels)

Nutrient Management Planning



<https://cdn.shopify.com/s/files/1/0145/9808/4272/files/A2808.pdf>

Photo credit: Kansas State University



Farmland Stewardship

- Reduced soil erosion & water runoff
- Increased soil health
- Reduced nutrient leaching
- Builds farmland resiliency

--Implementing soil and water conservation practices adds long-term value to the farmland.



Image by CCSI, 2014

Land Lease Agreements - Management Expectations

Discuss the following:

- Crop rotation
- Soil fertility plan
- Soil health plan
- Conservation practice maintenance
- Government payments



Other Factors Affecting Land Rental Price

- **Local demand**
 - Location of farmland
 - Advertisement
- **Farm arrangement**
 - Contiguous acres
 - Access for farming activities
 - Shape and slope of fields
 - Risk of crop damage:
 - wildlife, flooding or vehicular crop lodging
- **Lease specifics**
 - Enrollment in government programs
 - Length of rental contract



Why talk about Rental Values and Ag Leases?

-According to the 2012 National Census of Agriculture, approximately **HALF** of Wisconsin's farmland is operated by someone other than the land owner.

Challenge:

- To identify an equitable rental value for both farmers and landowners, while practicing land stewardship

Opportunity:

- To improve the quality, productivity and resilience of farmland while earning an equitable return on investment (ROI) for both farmers and landowners

The USDA National Agricultural Statistics Service (NASS)



2020 County Averages
 Sauk County
 Non-irrigated Crop land- \$129.00
 Irrigated Cropland – \$236.00
 Pastureland - \$37.00

https://www.nass.usda.gov/Statistics_by_State/Wisconsin/Publications/County_Estimates/

Land Lease Agreements - Five Requirements

1. The full legal names of the parties & marital status.
2. Full and correct legal description of the property.
3. When the lease starts and when the lease ends.
4. What is the rent going to be and how it will be paid.
5. Signatures of all parties involved.



<https://www.youtube.com/watch?v=6UQdfrbPTo&feature=youtu.be>

Land Lease Agreements - Required Components

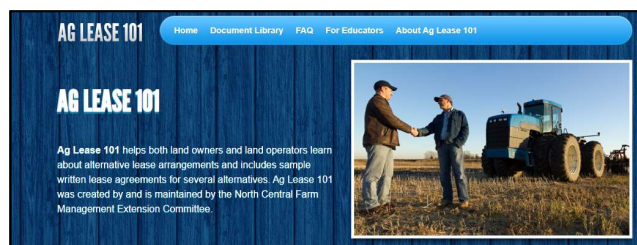
- **Basics:**
 - When does the lease begin and end?
- **Rights:**
 - What activities is the farmer allowed to engage in?
 - What are the limits?
 - Can the farmer sublease?
 - If damage is incurred or a party has lost revenue because of another party's actions, should the other party be compensated and how?
- **Facilities:**
 - Who is responsible for maintenance and costs, or utilities that may be associated?
- **Production-related:**
 - Are there limits to the type of production or methods? Conservation practices or organic?
 - Are there specific standards for weed or disease control?
 - Grass waterways etc.?
- **Renewal:**
 - Does the lease renew automatically or do specific steps need to take place by either party?
 - If the lease renews automatically, when and how does either party give notice that they do not want to renew the lease.
- **Communication:**
 - Should there be annual meetings and what topics should be discussed?

Land Lease Agreement - Extras

- State laws on land leasing are a backstop for when farm tenants/landlords do not come up with their own agreement. If parties involved in an agreement are experiencing issues, damages have been incurred, or are in disagreement, it is important for the parties to involve a **legal attorney**.
- People forget what they said over time in verbal agreements, and details can be overlooked. Therefore, it is important to thoroughly explore and document expectations in **writing**.
- Each lease agreement is **unique** to the expectations defined by the parties involved. However, agriculture lease examples can help parties explore various elements of a resilient agreement.

[Example Cropland Lease](#)

Land Lease Agreement - Examples



<https://aglease101.org/>

Planning Your Rural Property

Are you thinking about ways to utilize your rural property or start a small scale agricultural enterprise? If so, take a few minutes to answer these questions to guide the direction you may want to go.

The Property

1. Description of the Property (acres, topography, open vs. wooded, soils, etc.)
2. What were the factors that made you want to purchase the property?

Goal Setting

1. What do you see happening on your property at this time next year?
2. What would you like your property to look like in five years?
3. What is the long range plan for your property?

Planning Your Rural Property - Your Values

You will identify values. What can I accomplish that makes this the right situation for me, the land and the community? If looking back, what are my values going to be for success? If you have to make tradeoffs or compromises in regards to your land, or business what values are you going to stand by?

1. My Values
2. Monetary or Economic Values
3. Environmental Values
4. Community Values
5. Family Values

Planning Your Rural Property - Past History or Experiences

1. What experiences do you have from your past that will help you meet the goals for your rural property?
2. From your experiences, what do you feel are your greatest strengths as a rural landowner?
3. From your experiences, what do you feel are your weaknesses as a rural landowner?

Planning Your Rural Property - Management

1. How much time per day/week/ month do you have available to put into the enterprise? (Production and Sales)
2. What do you envision the work load looking like for your operation? (Who is doing what, and will there be hired help?)
3. Who is going to make the management decisions?
4. What are the resources available to you?

Planning Your Rural Property - Marketing Product

1. What are you going to market?
2. How are you going to market the product?
3. What is unique about your product?
4. What do you expect for income from the property?

After answering these questions and you still want to pursue development of a small scale agricultural operation, contact your local Extension Office for the specifics and guidelines.

References

- USDA-NASS Land Rental Survey Results
https://www.nass.usda.gov/Statistics_by_State/Wisconsin/Publications/County_Estimates/
- USDA Natural Resource Conservation Service
<https://websoilsurvey.sc.egov.usda.gov>
- Farm Commons- farmcommons.org
- Video: Shannon Ferrell, Oklahoma State University
- Material adapted from a presentation by Trisha Wagner, Extension Farm Management Program Outreach Coordinator, Wisconsin

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