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## MEET THE SPEAKERS

### Dale Ladd

Dale Ladd is the Agriculture and Natural Resources Extension Agent for McPherson County and just received an award for 35 years of service. He is a graduate of the K-State Animal Science Department and a member of the Farm Management Program Focus Team.

### Jonie James

Jonie James is an Agriculture Extension Agent for Harvey County. She has a BS in Animal Science, and a MBA from Kansas Wesleyan. She has been employed by Extension for 13+ years, and has been involved in agriculture her entire life.

### Kevin Dhuyvetter

Kevin Dhuyvetter is a professor and the State Extension director for Agricultural Economics. He assists farmers, landowners, and others throughout Kansas with risk and return assessment of alternative crop and livestock production and marketing systems. He works extensively with land-related issues such as buying and leasing land. Current research projects are looking at factors impacting land values, economics of no-tillage and other crop-related production technologies, the economics of grazing systems, and factors affecting feeder cattle prices and basis. One of Kevin's trademarks is his development of decision tools that can be used to help clientele with the myriad of decisions they face in their operations.



2011-2012



# K-State Leasing & Excel Workshops

**December 1, 2011**

**Fairgrounds Meeting  
Room  
1/8 mile north on 27th Ave.  
Canton, KS**



**Kansas State University  
Department of Agricultural Economics**

# Schedule & Program Description

## Program Description

Price volatility in recent years, particularly in the grain markets, has led to difficulties for landlords and tenants to successfully determine and negotiate appropriate rental arrangements.

This series of day-long workshops is being offered throughout Kansas to help landlords and tenants manage the risk associated with rental arrangements. Each workshop will be comprised of four parts. The first part will help participants better understand different rental arrangements, including cash rent, share rent, and the recently popular flex-rent arrangement, where rental rates can “flex” depending on changes in prices, yields, or both.

The second part will include a discussion of ethics of leasing. The third section will provide computer training in using Excel spreadsheets. Finally, participants will be introduced to examples of alternative leasing scenarios and a decision-making tool, *KSU-Lease*, will be demonstrated. Participants will then have the opportunity to sharpen their skills via hands-on computer application sessions.

It is critical that producers understand the concepts, mechanics, and implications of alternative forms of leasing land. In addition to cash rent leases and share rent leases, flex-rent arrangements are of particular importance for risk management. These leases allow landlords and tenants to make the terms of the lease flexible, based on variations in crop prices, crop yields, or changes in both. Though relatively simple in concept, these leases can be complex in practice because of the various terms of the lease needing to be defined and agreed upon. Landowners expect less risk to be associated with cash leases (relative to crop share leases), however, depending on the terms of a flex lease, that may not be true. Thus, understanding how these leases work is critical to risk management.

## Schedule

- 9:00 a.m. Registration
- 9:30 a.m. **Lease Laws and Traditions**  
Jonie James  
*Discuss relevant law, common traditions and practices, for leasing land in Kansas.*
- 10:15 a.m. **How Lease Rates & Shares Are Determined**  
Dale Ladd  
*Discuss the how lease rates for cash rents, or shares for share-rent are determined.*
- 11:00 a.m. Break
- 11:15 a.m. **Ethics of Leasing  
Logic of Sharing Certain Inputs  
Double-Cropping**  
Kevin Dhuyvetter  
*Discuss the ethics of leasing from both sides of the situation; discuss when, why, and how to share certain inputs; and how to handle double-cropping situations.*
- 12:00 p.m. Lunch
- 1:00 p.m. **How Crop Insurance Impacts Lease Agreements**  
Kevin Dhuyvetter  
*Discuss influence of crop insurance on lease arrangements*
- 1:30 p.m. **Using KSU-Lease.xls**  
Kevin Dhuyvetter  
*Description of several leasing scenarios, using cash rent, share rent, and flex rent. Participants then have an opportunity to learn how to use KSU-Lease.xls, to evaluate their own situation and create a lease appropriate for their operation.*
- 2:30 p.m. **Summary and Questions**
- 2:45 p.m. **Adjourn**

### If you are unable to attend:

A similar workshop is taking place in Hutchinson on November 30.  
Or see [www.AgManager.info](http://www.AgManager.info) for other locations around the state.

## 2011-2012 K-STATE LEASING WORKSHOP

Registration  
December 1, 2011  
Canton, Kansas

Name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State/Zip: \_\_\_\_\_

Phone: \_\_\_\_\_

Email: \_\_\_\_\_

**Cost: \$15.00**

**(Includes lunch & materials)**

**Registration deadline:**

**November 23, 2011**

**To register:**

**Call or email the agents below,  
or for more information:**

Dale Ladd: 620.241.1523 or [dladd@ksu.edu](mailto:dladd@ksu.edu)

Jonie James: 316.284.6930 or  
[jjames@ksu.edu](mailto:jjames@ksu.edu)

Rickey Roberts: 620.382.2325 or  
[rroberts@ksu.edu](mailto:rroberts@ksu.edu)