

**2016 NON-IRRIGATED CROP LEASING  
ARRANGEMENTS IN KANSAS**

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January, 2017

# 2016 Non-Irrigated Crop Leasing Arrangements in Kansas

Understanding lease arrangements is important for Kansas agricultural land owners and operators to make better decisions and be more competitive. Each year the Agricultural Land Use Survey Center (ALUSC) in the Department of Agricultural Economics at Kansas State University (KSU) conducts one of four surveys in conjunction with the Land Use Value Project. The ALUSC rotates irrigated, non-irrigated, pasture, and input cost related surveys on a four-year basis. In 2016, the ALUSC conducted a survey to collect information on Kansas non-irrigated farm lease arrangements. Similar surveys on Kansas non-irrigated farm lease arrangement have been conducted in the past; the last survey was conducted in 2011. Previous surveys had focused on crop-share leasing. In the 2016 Survey, additional questions regarding cash leases were implemented. Similar to the previous surveys on non-irrigated farm lease arrangements, the 2016 *Non-Irrigated Farm Lease Arrangement Survey* requested information for the 2015 crop year. The following information was developed from the 2016 survey to better understand non-irrigated cropland leasing arrangements in Kansas

The 2016 Non-Irrigated Farm Lease Arrangement survey was distributed to a representative sample of owners of non-irrigated cropland across the nine Crop Reporting Districts (CRD) in Kansas. The National Agricultural Statistics Service divides Kansas into these nine CRD (Figure 1). The information provided in this report was based solely upon the 2016 KSU survey information for non-irrigated crop-share leasing arrangements. Additional information pertaining to the survey is available from Leah Tsoodle (ltsoodle@ksu.edu.) at Kansas State University Department of Agricultural Economics.

## General Statewide Lease Information

The KSU 2016 non-irrigated farmland lease survey provides information about the distribution and characteristics of cropland leases in Kansas. Table 1 illustrates the distribution of different non-irrigated farmland lease types. In the *Crop-Share* type of lease, the landlord receives a percentage of the crop as the rental payment. Historically, the most common crop-share split on non-irrigated crop land in Kansas has been one-third to the landlord and two-thirds to the tenant. The *Fixed Cash* lease entails a fixed cash rental payment to the landlord each year. The *Crop & Cash* type is a combination of the fixed cash and crop-share types. *Flexible Cash* leases vary the cash rent each year according to the tenant's crop income. With *Net Share* type lease arrangements, the landlord receives a set percentage of each year's crop, but pays no crop expenses. The percentage is typically smaller than a crop-share lease percentage, because the landlord does not pay any production expenses. Although the landlord crop share percentage is stable across years with this type of arrangement, the actual rental income will change as crop yield and prices vary. *Other* lease types are any lease arrangements that do not fall into the preceding categories. On a statewide average, 75.3% of the respondents indicated they lease farmland. This suggests that lease arrangement information is important to many stakeholders in Kansas agriculture.

In seven of the nine CRDs in Kansas, *Crop-Share* rental arrangements are still the dominant method of leasing non-irrigated cropland. *Crop Share* and *Fixed Cash* are used equally in NC-40 and EC-80. Since 2011, there has been an increase in the percentage of respondents leasing; however, there was a decrease in the use of *Fixed Cash* and *Crop-Share* leases. The changes in these mean percentages, from 2011 to 2016, are statistically significant at the 1% level. While small changes occurred in other categories, they were not statistically significant. Despite changes in the leasing environment, crop-share leases remain the predominant leasing structure in the state, followed by fixed cash leases.

Crop-share rental arrangements are the dominant method of leasing cropland in Kansas; 51.6% of all of the 2016 non-irrigated farmland leases statewide are on a crop share basis, and 29.8% are fixed cash leases (Table 1). This compares to 55.7% crop-share leases and 35.7% cash leases in the 2011 survey. With *Crop-Share* leases, the landlord and tenant share the risk related to crop production. In the 2015 crop year, 51.6% of the respondents reported the use of crop-share leases.

*Fixed Cash* leases specify a fixed cash payment to the landlord, regardless of the crop harvest, and the tenant assumes the price, yield, and production risks and rewards. In cash lease arrangements, landowners are capable of shifting production risk to producers, and tenants must be able to pay cash rents to compete for land. Generally, large operators have lower per acre production costs, thus an ability to pay higher per acre cash rents. About 29.8% of all the respondents who leased non-irrigated land used *Fixed Cash* leases.

On average, about 5.3% of the respondents reported leases that are a *Combination* of both crop share and fixed cash payment. This type of lease arrangement allows landlords and tenants to share risks and ensures that the landlord gets at least a set rental payment. In a *Flexible Cash* lease, payments to the landlords depend on price, revenue, and/or yields; therefore, these payments vary from year to year. In the 2015 crop year, the percentage of flexible cash leases was 3.2%, up from 0.1% in the 2010 crop year. With *Net Share* lease arrangements, the landlord receives a set percentage of each year's crop and pays no crop expenses. As expected, the percentage of crop received is typically smaller than a crop-share lease percentage, because the landlord does not pay any production expenses. Although the landlord crop share percentage is stable across years with this type of arrangement, the actual rental income will change as crop yield and prices vary. In the 2015 crop year, about 6.4% of respondents indicated they had this type of arrangement, and this type of lease was the second most widely used in SC-60. About 3.7% of respondents reported "Other" lease types. Other lease types are any lease arrangements that do not fall into the preceding categories. In that CRD, net share leases were the second most widely used lease type.

The rental rates of non-irrigated cropland do not change often in Kansas. Table 2 shows that 54.8% of the respondents have not changed their rental rate in 20 or more years. On the other hand, about 39.9% of the respondents statewide changed their rental rate at least every six years. Respondents in NW-10 and EC-80 renegotiate the most often, while those in C-50 and SE-90 have the stickiest rental rates. Over 27% of the respondents in WC-20 indicated that they changed the rental rate annually.

Tables 3 and 4, respectively, present general characteristics of *Cash* and *Crop-Share* leases, including the number of landlords per respondent, and conservation related government payment information from the 2016 survey. The largest percentage difference between Cash and Crop-Share lease attributes, from the survey, was whether the lease was written or oral. Almost 73% of *Cash* leases were written, whereas only about 34% of the *Crop-Share* leases were written. For *Cash* leases, there was an average of 1.9 landlords/tenants per respondent compared to 2.1 for *Crop-Share*. *Cash* leases in WC-20 had the most landlords/tenants per respondents at 4.6. For both *Cash* and *Crop-Share* leases, the average acres rented tended to be higher in the western third of the state. As expected, the average years that land had been rented was fewer for *Cash* leases than for *Crop-Share* leases, except in CRD SE-90. The general trend indicates that *Cash* lease acres may turn over more frequently than those under *Crop-Share*. Over 56% of *Cash* lease participants and almost 50% of *Crop-Share* lease participants were related. About 33% of the *Cash* lease participants and almost 40% of *Crop-Share* lease participants received conservation related payments in 2015. In the WC-20 and C-50 CRDs, 75% of *Cash* lease participants received these payments, while none of the participants in SW-30 and SC-60 indicated that they received conservation related payments.

Statewide, the average number of years that land is rented differs between cash and crop share leases; this difference is statistically significant at the 5% level. The average percentage of written leases statistically differs between cash and crop share leases at the 1% level. The remaining categories in Tables 3 and 4 are not statistically different at the state level between cash and crop share leases.

Tables 5, 6, and 7 provide additional details about respondents' cash leases. About 11.0% of respondents indicated they had flexible cash leases, and 89.0% had fixed cash leases (Table 5). Among the flexible cash rent arrangements, 69.2% of the respondents indicated that the rent was based on revenue, and 30.8% had cash rent based on elements other than price, yield, and revenue. Table 6 presents the average cash rent payment by crop. In more than 58% of the cash leases, tenants planted wheat and corn. The cash rent payment was highest for leases involving corn, with an average of \$69.50 per acre. Soybean cash leases averaged \$66.58 per acre. Feed sorghum and pasture leases had the lowest cash rent, with an average of \$12 and \$16.88, respectively. The state average cash rent payment for non-irrigated land was \$54.95 per acre for the 2015 crop year (Table 7). The cash rent was the highest in NE-70 with an average of \$91.36 per acre, while SW-30 had the lowest cash rent of \$31.70.

Wheat was the crop planted in over 43% of the crop-share leases (Table 8). Corn was planted in about 20% of the crop-share leases. Sorghum and soybeans were planted in about 18% of the crop-share leases. Most landlords shared fertilizer expenses at the same rate as they shared in the crop. This sharing was less common in the expenses of herbicide and insecticide.

Table 9 shows the percentage of *Crop-Share* leases with various landlord crop shares by CRD. As in previous surveys, the most common crop-share split in 2015 on non-irrigated cropland in Kansas was one-third to the landlord and two-thirds to the tenant. About 16.5% of *Crop-Share* respondents statewide indicated that the landlord-tenant split was 40-60. Almost 5% of the crop-

share lease respondents across the state indicated a 50-50 split between the landlord and tenant. In the following sections, leases are discussed for individual crop reporting districts.

## **Regional Information**

The 2016 Kansas Non-Irrigated Farm Lease Arrangement Survey respondents were asked to provide information on *Cash* leases; previous surveys had only asked for information on Crop-Share leases. In the 2016 survey, respondents were asked to provide information on a maximum of four leases. If the respondents had more than four leases, they were asked to respond with information on their most typical leases. If the respondents had leases for more than one crop on the same acreage, they were asked to respond for each crop separately.

Tables 10 through 27 contain response information specific to each CRD. The first table for each region shows, by crop, the percent of leases for various crop-share rates and the percent of leases where certain expenses are shared at the same rate as the crop. The second table for each region gives a breakdown of cash lease information by crop. Because information on cash lease arrangements was collected for the first time with this survey, there are no historical data for comparison on *Cash* leases.

### ***Northwest-10***

In the Northwest region, the average cash rent payment was \$49.20 per acre, with a range of \$12 to \$100 per acre (Table 7). In this region, a one-third/two-thirds (33/67) landlord/tenant crop-share was the predominant split, with 91.9% of respondents using this arrangement in 2015 (Table 9). In the 2006 and 2010 crop years, the 33/67 split was used by 90.1% and 96.2%, respectively, of respondents in this region.

Table 10 shows the majority of respondents indicated they produced wheat; corn was the second highest response. The 33/67 crop-share was predominant in all crops. In 2011, 48.8% and 25.6% of respondents reported growing wheat and corn, respectively. The 2016 survey indicates that 48.7% of respondents grew wheat, and 35.1% of respondents grew corn. The increase in corn plantings may be linked to rotational issues or practice changes held over from recent past commodity prices.

Over 83% of landlords paid the same share of fertilizer expenses as they received of the crop. . . . In other words, if the landlord received 33% of the crop, then the landlord paid 33% of the fertilizer expenses. However, sharing herbicide and insecticide expenses does not appear as common. Landlord participation for herbicide expense varied widely. All landlords paid their same share of herbicide for wheat, but only about 36% of landlords paid their same share of herbicide for corn. Equal participation in insecticide expenses was not common for wheat and corn. However, 67% of landlords participated in their same share of insecticide for sorghum.

In NW-10, Table 11 shows that wheat was the crop planted in the majority of cash leases. In this region, average cash rent was highest on corn acres. The highest average acres leased were on acres planted to sorghum.

### ***West Central-20***

In the West Central region, the average cash rent payment was \$39.67 per acre, with a range of \$35 to \$41 per acre (Table 7). In this region, a one-third/two-thirds (33/67) landlord/tenant crop-share was the predominant split, with 94.1% of respondents using this arrangement in 2015 (Table 9). In the 2006 and 2010 crop years, the 33/67 split was used by 96.1% and 96.5%, respectively, of respondents in this region.

Table 12 shows the majority of respondents indicated they produced wheat; corn was the second highest response. The 33/67 crop-share was predominant in all crops. In 2011, 56.8% and 10.8% of respondents reported growing wheat and corn, respectively. The 2016 survey indicates that 80% of respondents grew wheat, and 13.3% of respondents grew corn.

Over 91% of landlords paid the same share of fertilizer expenses as they received of the crop. In other words, if the landlord received 33% of the crop, then the landlord paid 33% of the fertilizer expenses. In wheat leases, sharing herbicide and insecticide expenses does not appear as common. All landlords paid their same share of herbicide for corn and sorghum, but only about 40% of landlords paid their same share of herbicide for wheat. Equal participation in insecticide expenses was not common for wheat. However, 100% of landlords participated in their same share of insecticide for corn and sorghum. High participation percentages may be reflective of the small number of responses.

In the West Central region, Table 13 shows that wheat was the crop planted in the majority of cash leases. The average cash rent was similar among wheat, corn, and sorghum, with a slightly higher rent on corn acres. The highest average acres leased were on acres planted to sorghum.

### ***Southwest-30***

In the Southwest region, the average cash rent payment was \$31.70 per acre, with a range of \$20 to \$45 per acre (Table 7). In this region, a one-third/two-thirds (33/67) landlord/tenant crop-share was the predominant split, with 67.6% of respondents using this arrangement in 2015 (Table 9). In the 2006 and 2010 crop years, the 33/67 split was used by 89.5% and 94.5%, respectively, of respondents in this region.

Table 14 shows the majority of respondents indicated they produced wheat; sorghum was the second highest response. The 33/67 crop-share was predominant in all crops. In 2011, 66.7% and 16.4% of respondents reported growing wheat and sorghum, respectively. The 2016 survey indicates that 51.4% of respondents grew wheat, and 40.5% of respondents grew sorghum.

All landlords, 100%, paid the same share of fertilizer expenses as they received of the crop. In other words, if the landlord received 33% of the crop, then the landlord paid 33% of the fertilizer expenses. In wheat and sorghum leases, sharing herbicide and insecticide expenses does not appear as common. All landlords paid their same share of herbicide for alfalfa and fallow, but only about 75% and 50% of landlords paid their same share of herbicide for sorghum and wheat, respectively. Respondents with corn leases indicated that landlords did not participate in the herbicide and insecticide costs at all. Equal participation in insecticide expenses was not

common for wheat or sorghum either. However, 100% of landlords participated in their same share of insecticide for alfalfa and fallow acres.

In the Southwest region, Table 15 shows that wheat was the crop planted in the majority of cash leases. The average cash rent was similar among wheat, corn, and sorghum, with a slightly higher rent on wheat acres. The highest average acres leased were on acres planted to corn.

#### ***North Central-40***

In the North Central region, the average cash rent payment was \$67.21 per acre, with a range of \$28 to \$95 per acre (Table 7). In this region, a two-fifths/three-fifths (40/60) landlord/tenant crop-share was the predominant split, with 59.5% of respondents using this arrangement in 2015 (Table 9). In the 2006 and 2010 crop years, the 33/67 split was the predominant split used by 69.4% and 62.7%, respectively, of respondents in this region.

Table 16 shows the majority of respondents indicated they produced wheat; soybean was the second highest response. The 40/60 crop-share was predominant in all crops, except wheat, where the 33/67 share was dominant. In 2011, 47.2% and 20.5% of respondents reported growing wheat and soybeans, respectively. The 2016 survey indicates that 46% of respondents grew wheat, and 27% of respondents grew soybeans.

All responses indicated that 100% of landlords paid the same share of fertilizer expenses as they received of the crop. In other words, if the landlord received 33% of the crop, then the landlord paid 33% of the fertilizer expenses. In wheat leases, sharing herbicide and insecticide expenses does not appear as common. All landlords paid their same share of herbicide for corn, sorghum, and soybeans, but only about 70% of landlords in the 33/67 split paid their same share of herbicide for wheat. Equal participation in insecticide expenses was not common for wheat soybeans in the 40/60 split. However, 100% of landlords participated in their same share of insecticide for corn and sorghum in the 40/60 split.

In the North Central region, Table 17 shows that wheat, sorghum, and soybeans were planted in an equal number of leases. The average cash rent was highest for soybeans at \$74.50 per acre. The highest average acres leased were on acres planted to wheat.

#### ***Central-50***

In the Central region, the average cash rent payment was \$37.38 per acre, with a range of \$21.88 to \$50 per acre (Table 7). In this region, a one-third/two-thirds (33/67) landlord/tenant crop-share was the predominant split, with 87.9% of respondents using this arrangement in 2015 (Table 9). In the 2006 and 2010 crop years, the 33/67 split was used by 85.2% and 83.4%, respectively, of respondents in this region.

Table 18 shows the majority of respondents indicated they produced wheat; sorghum and soybeans were the second highest responses. The 33/67 crop-share was predominant in all crops. In 2011, 58.6% and 15.6% of respondents reported growing wheat and sorghum, respectively.

The 2016 survey indicates that 43.8% of respondents grew wheat, 25% of respondents grew corn and 25% of respondents grew soybeans.

Over 87% of landlords paid the same share of fertilizer expenses as they received of the crop. In other words, if the landlord received 33% of the crop, then the landlord paid 33% of the fertilizer expenses. All landlords paid their same share of herbicide for corn and sorghum, but only about 85% and 88% of landlords paid their same share of herbicide for wheat and soybeans, respectively. Equal participation in insecticide expenses was not common for any crop. Landlord participation in insecticide ranged from 50% in corn to 75% in sorghum. High participation percentages in some crops may be reflective of the small number of responses.

In the Central region, Table 19 shows that wheat was the crop planted in the majority of cash leases. The average cash rent was highest on soybean acres at \$50. The highest average acres leased were on acres planted to sorghum.

### ***South Central-60***

In the South Central region, the average cash rent payment was \$32.50 per acre, with a range of \$7.50 to \$50 per acre (Table 7). In this region, a one-third/two-thirds (33/67) landlord/tenant crop-share was the predominant split, with 100% of respondents using this arrangement in 2015 (Table 9). In the 2006 and 2010 crop years, the 33/67 split was used by 94.3% and 90.8%, respectively, of respondents in this region.

Table 20 shows the majority of respondents indicated they produced wheat; sorghum and soybeans were the second highest responses. The 33/67 crop-share was predominant in all crops. In 2011, 63.6% and 15.2% of respondents reported growing wheat and soybeans, respectively. The 2016 survey indicates that 70.4% of respondents grew wheat, 11.1% of respondents grew corn and 11.1% of respondents grew soybeans.

Over 93% of landlords paid the same share of fertilizer expenses as they received of the crop. In other words, if the landlord received 33% of the crop, then the landlord paid 33% of the fertilizer expenses. About two-thirds of landlords paid their same share of herbicide and insecticide for soybeans and sorghum. However, only about 57% and 50% of landlords paid their same share of herbicide for wheat and corn, respectively. Only half of landlords participated in insecticide expenses for wheat, and none participated for corn.

In the South Central region, Table 21 shows that wheat, hay, and pasture were the types of cash leases. The average cash rent was highest on hay/alfalfa acres at \$50. The highest average acres leased were on acres planted to wheat.

### ***Northeast-70***

In the Northeast region, the average cash rent payment was \$91.36 per acre, with a range of \$55 to \$120 per acre (Table 7). In this region, a two-fifths/three-fifths (40/60) landlord/tenant crop-share was the predominant split, with 40% of respondents using this arrangement in 2015 (Table 9). In the 2011 survey, the 50/50 split was the predominant share. In the 2006 and 2010 crop



years, the 40/60 split was used by 25.7% and 27.7%, respectively, of respondents in this region. This region shows in this and past surveys the most variability across crop-share splits.

Table 22 shows the majority of respondents indicated they produced corn; soybean was the second highest response. The 40/60 crop-share was predominant in all crops, except corn. In 2011, 41.8% and 35.8% of respondents reported growing corn and soybeans, respectively. The 2016 survey indicates that 42.1% of respondents grew corn, and 36.8% of respondents grew soybeans.

All landlords in the 40/60 and 50/50 crop-share leases paid the same share of fertilizer, herbicide, and insecticide expenses as they received of the crop. In other words, if the landlord received 33% of the crop, then the landlord paid 33% of the fertilizer expenses. None of the landlords in the “other % share” leases participated in any of the fertilizer, herbicide, or insecticide expenses. Participation percentages in some crops may be reflective of the small number of responses.

In the Northeast region, Table 23 shows that corn was the crop planted in the majority of cash leases. The average cash rent was highest on corn acres at \$99.17. The highest average acres leased were on acres planted to wheat.

### ***East Central-80***

In the East Central region, the average cash rent payment was \$69.64 per acre, with a range of \$45 to \$130 per acre (Table 7). In this region, a one-third/two-third (33/67) landlord/tenant crop-share was the predominant split, with 76% of respondents using this arrangement in 2015 (Table 9). In the 2006 and 2010 crop years, the 33/67 split was used by 79.5% and 70.7%, respectively, of respondents in this region. The 40/60 crop-share split was also popular in this region, receiving 24% of the responses.

Table 24 shows the majority of respondents indicated they produced corn or soybeans. The 33/67 crop-share was predominant in corn and soybeans; the 40/60 split was predominant in wheat. In 2011, 25.6% and 47.4% of respondents reported growing corn and soybeans, respectively. The 2016 survey indicates that 44% of respondents grew corn, and 44% of respondents grew soybeans.

All landlords in all crop-share leases paid the same share of fertilizer expenses as they received of the crop. In other words, if the landlord received 33% of the crop, then the landlord paid 33% of the fertilizer expenses. About 70% of the landlords in the 33/67 share leases participated equally in herbicide and insecticide expenses. In the 40/60 share leases, all landlords participated equally in herbicide costs. However, their participation in insecticide costs ranged from 0 to 33% in wheat and soybeans, respectively. Participation percentages in some crops may be reflective of the small number of responses.

In the East Central region, Table 25 shows that soybean was the crop planted in the majority of cash leases. The average cash rent was highest on corn acres at \$80.20. The highest average acres leased were on acres planted to corn.

## ***Southeast-90***

In the Southeast region, the average cash rent payment was \$47.90 per acre, with a range of \$15 to \$65 per acre (Table 7). In this region, a one-third/two-third (33/67) landlord/tenant crop-share was the predominant split, with 100% of respondents using this arrangement in 2015 (Table 9). In the 2006 and 2010 crop years, the 33/67 split was used by 92.6% and 94.4%, respectively, of respondents in this region.

Table 26 shows the majority of respondents indicated they produced corn; there were an equal number of leases in wheat and soybeans. The 33/67 crop-share was predominant in all crops. In 2011, 48.1% and 29.6% of respondents reported growing corn and soybeans, respectively. The 2016 survey indicates that 33.3% of respondents grew corn, 28.6% of respondents grew soybeans, and 28.6% of respondents grew wheat.

All landlords in wheat and sorghum leases paid the same share of fertilizer and herbicide expenses as they received of the crop. In other words, if the landlord received 33% of the crop, then the landlord paid 33% of the fertilizer expenses. Around 50% of the landlords in corn and soybean leases participated equally in fertilizer, herbicide, and insecticide expenses. Participation percentages in some crops may be reflective of the small number of responses.

In the Southeast region, Table 27 shows that soybean was the crop planted in the majority of cash leases. The average cash rent was highest on soybean acres at \$57.50. The highest average acres leased were on acres planted to wheat.

## **District Summary**

The crop-share lease rental arrangement is predominant across Kansas; however, fixed cash rent was reported by more than 20% of respondents in seven of the nine districts. Since 2007, there has been a slight trend away from crop-share rental arrangements to cash rent. Of the crop-share arrangements, the 33/67 landlord/tenant crop split dominated in seven of the nine CRDs of the state. The 40/60 arrangement was the most popular in North Central-40 and Northeast-70. Landlord participation in expenses varied across the state, with fertilizer expenses usually being shared in the same proportion as the crop. Sharing in herbicide expenses appeared to be less common than sharing fertilizer expenses in all districts. Even less uniformity exists in the way that insecticide expenses are divided in crop-share leasing arrangements across Kansas. These varying expense participation results could be due to the wording of survey questions, which asked for participation in 2015 crops. Certain inputs, like insecticide, may not be needed every year. Thus, landlords may report non-participation (0%) for a particular year, even though they would have shared in the costs had they actually been expended.

## **Conclusion**

The land rental market in Kansas is quite variable. Rental arrangements can be affected by many factors. Table 28 summarizes respondents' opinions towards various factors. The relationship between landlords and tenants is regarded as the most important factor. Only 2.2% of the respondents considered it the least important factor, and 38.4% of the respondents regarded it as

the most important factor for deciding rental rates. Land quality was another important factor for non-irrigated farm lease arrangements. Sixty percent of the respondents ranked it as a three or above in the scale of importance; only about 2% of the respondents thought it was not the least important factor. About 24.5% of the respondents indicated that crop price was the most important factor, and about 15.8% of respondents thought crop price was very important but not the most important factor. Land size and length of the lease could play roles in determining lease arrangements, but those were not considered as important as other factors by respondents. Factors such as taxes and input costs were not listed on the survey, but those were suggested by some respondents.

The crop-share rental arrangement remained the most popular type of arrangement for Kansas non-irrigated farmland leases based on the 2016 survey for the 2015 crop year. An average of 51.6% of the total non-irrigated land leases was on a crop-share basis, compared to 55.7% in the 2010 crop year and 63.9% in the 2006 crop year. The survey data, along with anecdotal evidence from extension specialists, suggest a trend away from crop-share rental arrangements toward other lease types. The flexible cash rent arrangements increased from 0.1% in 2010 to 3.2% in 2015. The flexible cash rent combined with fixed cash rent arrangements accounted for 33% of the total non-irrigated leases in 2015. The 2016 survey added a section to gather more information on cash leases. Results showed that the average cash rent payment was about \$55 per acre for the state. The increasing use of the cash rent reflects landlords' tendency of risk reduction and may be reflective of land owners being more removed from the operation. As landlords negotiate rental arrangements, their perceptions of income risk and expectations for crop income play a key role (Albright, O'Brien, and Sartwelle, 1996).

Changes in crop-share splits are also occurring. Of the crop-share arrangements, the 33/67 landlord/tenant crop split dominated in seven of the nine districts of the state. The 40/60 arrangement was most popular in the North Central and Northeast regions. Landlord participation in expenses varied across the state, with fertilizer expenses usually being shared in the same proportion as the crop. Sharing in herbicide expenses appeared to be less common than sharing fertilizer expenses in all districts. Even less uniformity exists in the way that insecticide expenses are divided in crop-share leasing arrangements across Kansas.

Since the 2011 survey, based on planted acreage, the crop mix has changed. In general, producers are planting more wheat in all areas of the state. While this is interesting to note, it is probably a reflection weather conditions in western Kansas, relative price changes between crops since 2011, and crop rotation patterns.

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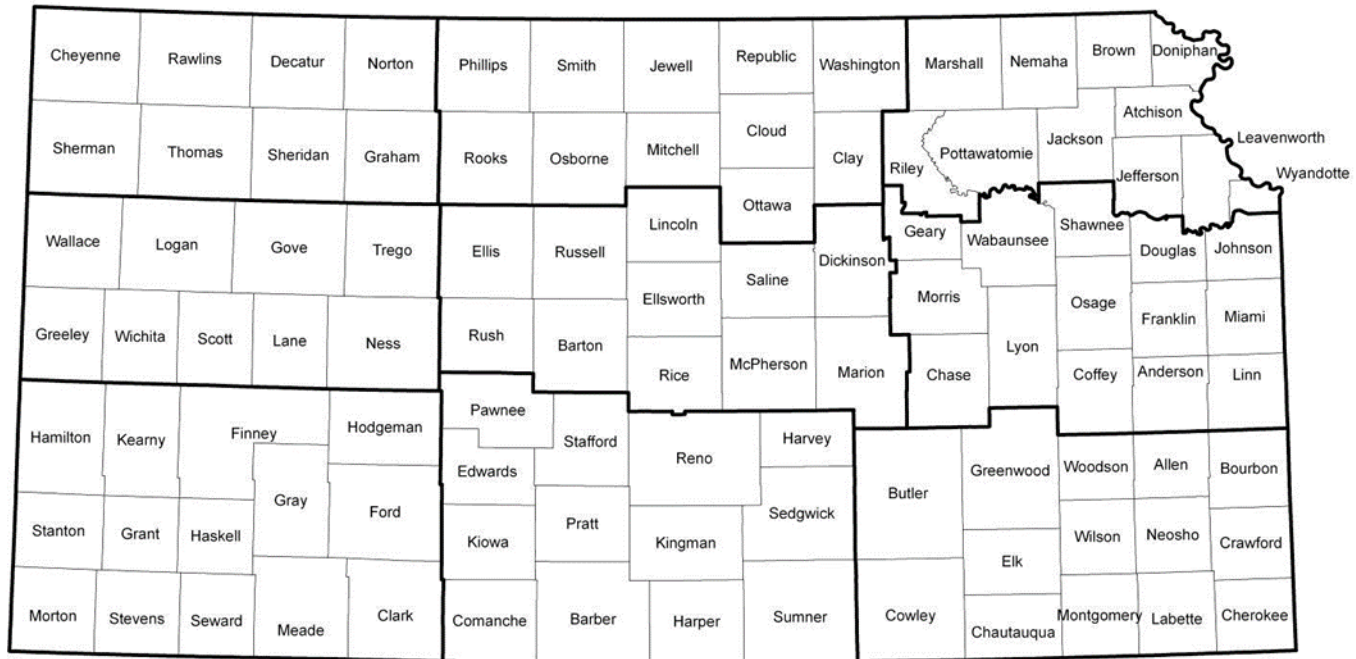
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**Figure 1. Kansas Crop reporting Districts**



**Table 1. Non-Irrigated Lease Types**

District	Crop Share	Fixed Cash	Crop Share & Cash Rent	Flexible Cash	Net Share	Other Type
Northwest-10	53.3%	36.7%	3.3%	3.3%	0.0%	3.3%
West Central-20	62.5%	25.0%	0.0%	12.5%	0.0%	0.0%
Southwest-30	56.3%	18.8%	6.3%	6.3%	6.3%	6.3%
North Central-40	43.5%	43.5%	13.0%	0.0%	0.0%	0.0%
Central-50	52.6%	21.1%	5.3%	0.0%	15.8%	5.3%
South Central-60	58.3%	8.3%	8.3%	0.0%	16.7%	8.3%
Northeast-70	45.8%	29.2%	8.3%	4.2%	12.5%	0.0%
East central-80	40.9%	40.9%	0.0%	4.5%	4.5%	9.1%
Southeast-90	57.1%	42.9%	0.0%	0.0%	0.0%	0.0%
State	51.6%	29.8%	5.3%	3.2%	6.4%	3.7%

**Table 2. Number of Years Without Rental Rate Changes**

District	Number of Years									
	1	2	3	4	5	6	7	10	11	20 or More
Northwest-10	4.8%	9.5%	19.0%	0.0%	19.0%	0.0%	0.0%	9.5%	4.8%	33.3%
West Central-20	27.3%	0.0%	9.1%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	63.6%
Southwest-30	0.0%	18.2%	0.0%	0.0%	18.2%	0.0%	0.0%	9.1%	0.0%	54.5%
North Central-40	9.5%	4.8%	19.0%	0.0%	14.3%	0.0%	0.0%	0.0%	0.0%	52.4%
Central-50	0.0%	0.0%	8.3%	0.0%	8.3%	0.0%	0.0%	0.0%	0.0%	83.3%
South Central-60	11.1%	0.0%	5.6%	5.6%	11.1%	5.6%	0.0%	5.6%	0.0%	55.6%
Northeast-70	6.7%	20.0%	0.0%	0.0%	13.3%	0.0%	6.7%	0.0%	0.0%	53.3%
East central-80	7.1%	14.3%	14.3%	0.0%	21.4%	0.0%	0.0%	7.1%	0.0%	35.7%
Southeast-90	0.0%	0.0%	8.3%	0.0%	8.3%	0.0%	0.0%	0.0%	0.0%	83.3%
State	7.4%	7.4%	10.4%	0.7%	13.3%	0.7%	0.7%	3.7%	0.7%	54.8%

**Table 3. General Leasing Characteristics: Cash Rent Leases**

Districts	Cash Rent Leases					
	Landlords per Respondent	Avg. Acres per Lease	Avg. Years Rented Land	% Related to Landlords	% Written Lease	% Received Conservation Payment
Northwest-10	2.1	350.8	10.7	57.7%	80.8%	0.0%
West Central-20	4.6	364.4	19.7	57.1%	92.9%	75.0%
Southwest-30	1.8	271.5	8.4	27.3%	90.9%	0.0%
North Central-40	1.4	144.7	12.7	69.2%	100.0%	33.3%
Central-50	3.3	160.7	24.5	50.0%	20.0%	75.0%
South Central-60	1.0	63.3	26.0	66.7%	33.3%	0.0%
Northeast-70	1.5	81.3	9.1	40.0%	30.0%	28.6%
East central-80	2.0	358.2	19.7	56.5%	60.9%	55.6%
Southeast-90	2.3	134.7	21.3	90.0%	90.0%	33.3%
State	1.9	260.2	15.6	56.8%	72.6%	32.7%

**Table 4. General Leasing Characteristics: Crop-Share Leases**

Districts	Crop Share Leases					
	Landlords per Respondent	Avg. Acres per Lease	Avg. Years Rented Land	% Related to Landlords	% Written Lease	% Received Conservation Payment
Northwest-10	2.7	292.6	18.1	45.9%	48.6%	12.5%
West Central-20	2.7	352.0	22.7	64.3%	7.1%	60.0%
Southwest-30	2.0	314.4	18.1	27.6%	40.5%	44.4%
North Central-40	2.2	211.1	15.4	63.6%	54.5%	11.1%
Central-50	1.6	172.2	17.6	51.6%	36.4%	55.6%
South Central-60	2.1	145.4	20.9	36.4%	22.2%	64.3%
Northeast-70	1.9	92.5	21.5	21.7%	28.0%	45.5%
East central-80	1.8	143.4	23.1	90.9%	24.0%	44.4%
Southeast-90	1.6	253.5	5.9	57.1%	18.2%	25.0%
State	2.1	218.8	18.6	49.8%	34.4%	39.6%

**Table 5. Cash Rent Breakdown by Type**

	Number of Reports	Percentage (%)	Average Rent (\$/Acre per Year)
Fixed Cash Rent	105	89.0%	55.18
Flexible Cash Rent	13	11.0%	54.23
Flexible Cash Rent Based on Revenue	9	69.2%	42.78
Flexible Cash Rent Based on Other	4	30.8%	80.00

**Table 6. Average Cash Rent Payment by Crop**

Crop	Cash Rent Payment (\$/Acre per Year)			
	# Reports	Average	Min	Max
Wheat	35	46.03	20.00	95.00
Corn	34	69.53	28.00	130.00
Soybeans	24	66.58	28.00	100.00
Sorghum	12	44.32	20.00	95.00
Pasture	4	16.88	7.50	25.00
Hay & Alfalfa	8	39.38	22.00	65.00
Feed Sorghum	1	12.00	12.00	12.00
State	118	54.95	7.50	130.00

**Table 7. Average Cash Rent Payment by CRD**

Districts	Cash rent Payment (\$/Acre per Year)			
	# Reports	Average	Min	Max
Northwest-10	26	49.15	12.00	100.00
West Central-20	12	39.67	35.00	41.00
Southwest-30	10	31.70	20.00	45.00
North Central-40	14	67.21	28.00	95.00
Central-50	10	37.38	21.88	50.00
South Central-60	3	32.50	7.50	50.00
Northeast-70	11	91.36	55.00	120.00
East central-80	22	69.64	45.00	130.00
Southeast-90	10	47.90	15.00	65.00
State	118	54.95	7.50	130.00



**Table 8. Landlord's Percent of Crop Share Received and Cost Paid by Crop**

Crop	Number of Reports	% of Total Leases	Landlord's Crop Share Received		Landlord's Cost Share- Fertilizer		Landlord's Cost Share- Herbicide		Landlord's Cost Share- Insecticide	
			Most Common Share	% of Leases at Mode Share	Most Common Share	% of Lease at Mode Share	Most Common Share	% of Lease at Mode Share	Most Common Share	% of Lease at Mode Share
Wheat	110	43.5%	33%	83.6%	33%	62.5%	33%	51.5%	0%	48.5%
Corn	50	19.8%	33%	74.0%	33%	68.1%	33%	42.6%	0%	47.8%
Sorghum	45	17.8%	33%	68.9%	33%	72.1%	33%	55.8%	33%	53.5%
Soybeans	46	18.2%	33%	54.3%	33%	50.0%	33%	42.5%	33%	38.5%
Alfalfa	1	0.4%	33%	100.0%	33%	100.0%	33%	100.0%	33%	100.0%
Fallow	1	0.4%	33%	100.0%	33%	100.0%	33%	100.0%	33%	100.0%

**Table 9. Percent Share of the Crop the Landlord Received by CRD**

District	Landlord Share (%)									
	17%	20%	25%	30%	<b>33%</b>	40%	50%	60%	67%	
Northwest-10	0.0%	0.0%	0.0%	2.7%	<b>91.9%</b>	5.4%	0.0%	0.0%	0.0%	
West Central-20	5.9%	0.0%	0.0%	0.0%	<b>94.1%</b>	0.0%	0.0%	0.0%	0.0%	
Southwest-30	0.0%	0.0%	0.0%	0.0%	<b>67.6%</b>	0.0%	21.6%	5.4%	5.4%	
North Central-40	0.0%	0.0%	0.0%	0.0%	40.5%	<b>59.5%</b>	0.0%	0.0%	0.0%	
Central-50	0.0%	0.0%	0.0%	0.0%	<b>87.9%</b>	12.1%	0.0%	0.0%	0.0%	
South Central-60	0.0%	0.0%	0.0%	0.0%	<b>100.0%</b>	0.0%	0.0%	0.0%	0.0%	
Northeast-70	0.0%	5.0%	5.0%	15.0%	5.0%	<b>40.0%</b>	20.0%	10.0%	0.0%	
East central-80	0.0%	0.0%	0.0%	0.0%	<b>76.0%</b>	24.0%	0.0%	0.0%	0.0%	
Southeast-90	0.0%	0.0%	0.0%	0.0%	<b>100.0%</b>	0.0%	0.0%	0.0%	0.0%	
State	0.4%	0.4%	0.4%	1.6%	<b>73.7%</b>	16.5%	4.7%	1.6%	0.8%	

**Table 10. Northwest-10 Non-Irrigated Crop-Share Arrangements**

Crop	Landlord's Percent of Crop Received (and of Costs Paid)*			
	33% Share	40% Share	50% Share	Other % Share
<b>Wheat (18 Leases)</b>				
Total Leases in Lease Arrangement	17			1
% of Total Leases in Lease Arrangement	94.4%	No Responses	No Responses	5.6%
% of Leases Sharing Fertilizer Costs	100.0%			100.0%
% of Leases Sharing Herbicide Costs	100.0%			100.0%
% of Leases Sharing Insecticide Costs	23.5%			0.0%
<b>Corn (13 Leases)</b>				
Total Leases in Lease Arrangement	11	2		
% of Total Leases in Lease Arrangement	84.6%	15.4%	No Responses	No Responses
% of Leases Sharing Fertilizer Costs	100.0%	100.0%		
% of Leases Sharing Herbicide Costs	36.4%	100.0%		
% of Leases Sharing Insecticide Costs	9.1%	100.0%		
<b>Sorghum (6 Leases)</b>				
Total Leases in Lease Arrangement	6			
% of Total Leases in Lease Arrangement	100.0%	No Responses	No Responses	No Responses
% of Leases Sharing Fertilizer Costs	83.3%			
% of Leases Sharing Herbicide Costs	50.0%			
% of Leases Sharing Insecticide Costs	66.7%			

\* The percentages calculated in this table represent the percent of landlords sharing the same percent of costs as their share of the crop. For example, 83.8% of landlords receiving 33% of the sorghum crop paid 33% of fertilizer expenses.

**Table 11. Northwest-10 Non-Irrigated Cash Rent Arrangements**

Crop	Number of Leases	% of Total Leases	Average Rent (\$/Acre per Year)	Average Acres
Wheat	11	42.3%	50.09	320.23
Corn	8	30.8%	60.00	346.75
Hay & Alfalfa	3	11.5%	40.67	505.67
Sorghum	2	7.7%	46.50	660.19
Pasture	1	3.8%	20.00	334.00
Feed Sorghum	1	3.8%	12.00	660.19

**Table 12. West Central-20 Non-Irrigated Crop-Share Arrangements**

Crop	Landlord's Percent of Crop Received (and of Costs Paid)*			
	33% Share	40% Share	50% Share	Other % Share
<b>Wheat (12 Leases)</b>				
Total Leases in Lease Arrangement	11			1
% of Total Leases in Lease Arrangement	91.7%	No Responses	No Responses	8.3%
% of Leases Sharing Fertilizer Costs	100.0%			100.0%
% of Leases Sharing Herbicide Costs	40.0%			0.0%
% of Leases Sharing Insecticide Costs	40.0%			0.0%
<b>Corn (2 Leases)</b>				
Total Leases in Lease Arrangement	2			
% of Total Leases in Lease Arrangement	100.0%	No Responses	No Responses	No Responses
% of Leases Sharing Fertilizer Costs	100.0%			
% of Leases Sharing Herbicide Costs	100.0%			
% of Leases Sharing Insecticide Costs	100.0%			
<b>Sorghum (1 Leases)</b>				
Total Leases in Lease Arrangement	1			
% of Total Leases in Lease Arrangement	100.0%	No Responses	No Responses	No Responses
% of Leases Sharing Fertilizer Costs	100.0%			
% of Leases Sharing Herbicide Costs	100.0%			
% of Leases Sharing Insecticide Costs	100.0%			

\* The percentages calculated in this table represent the percent of landlords sharing the same percent of costs as their share of the crop.

**Table 13. West Central-20 Non-Irrigated Cash Rent Arrangements**

Crop	Number of Leases	% of Total Leases	Average Rent (\$/Acre per Year)	Average Acres
Wheat	7	58.3%	39.29	355.14
Corn	4	33.3%	41.00	461.50
Sorghum	1	8.3%	40.00	510.00

**Table 14. Southwest-30 Non-Irrigated Crop-Share Arrangements**

Crop	Landlord's Percent of Crop Received (and of Costs Paid)*			
	33% Share	40% Share	50% Share	Other % Share
<b>Wheat (19 Leases)</b>				
Total Leases in Lease Arrangement	14		4	1
% of Total Leases in Lease Arrangement	73.7%	No Responses	21.1%	8.3%
% of Leases Sharing Fertilizer Costs	100.0%		100.0%	100.0%
% of Leases Sharing Herbicide Costs	50.0%		100.0%	100.0%
% of Leases Sharing Insecticide Costs	64.3%		100.0%	0.0%
<b>Corn (1 Leases)</b>				
Total Leases in Lease Arrangement	1			
% of Total Leases in Lease Arrangement	100.0%	No Responses	No Responses	No Responses
% of Leases Sharing Fertilizer Costs	100.0%			
% of Leases Sharing Herbicide Costs	0.0%			
% of Leases Sharing Insecticide Costs	0.0%			
<b>Sorghum (15 Leases)</b>				
Total Leases in Lease Arrangement	8		4	3
% of Total Leases in Lease Arrangement	53.3%	No Responses	26.7%	20.0%
% of Leases Sharing Fertilizer Costs	100.0%		100.0%	100.0%
% of Leases Sharing Herbicide Costs	75.0%		100.0%	33.3%
% of Leases Sharing Insecticide Costs	75.0%		100.0%	0.0%
<b>Alfalfa (1 Leases)</b>				
Total Leases in Lease Arrangement	1			
% of Total Leases in Lease Arrangement	100.0%	No Responses	No Responses	No Responses
% of Leases Sharing Fertilizer Costs	100.0%			
% of Leases Sharing Herbicide Costs	100.0%			
% of Leases Sharing Insecticide Costs	100.0%			
<b>Other-Fallow (1 Lease)</b>				
Total Leases in Lease Arrangement	1			
% of Total Leases in Lease Arrangement	100.0%	No Responses	No Responses	No Responses
% of Leases Sharing Fertilizer Costs	100.0%			
% of Leases Sharing Herbicide Costs	100.0%			
% of Leases Sharing Insecticide Costs	100.0%			

\* The percentages calculated in this table represent the percent of landlords sharing the same percent of costs as their share of the crop.

**Table 15. Southwest-30 Non-Irrigated Cash Rent Arrangements**

Crop	Number of Leases	% of Total Leases	Average Rent (\$/Acre per Year)	Average Acres
Wheat	5	50.0%	33.60	195.71
Sorghum	3	30.0%	31.00	493.33
Corn	1	10.0%	28.00	500.00
Hay & Alfalfa	1	10.0%	28.00	100.00

**Table 16. North Central-40 Non-Irrigated Crop-Share Arrangements**

Crop	Landlord's Percent of Crop Received (and of Costs Paid)*			
	33% Share	40% Share	50% Share	Other % Share
<b>Wheat (17 Leases)</b>				
Total Leases in Lease Arrangement	10	7		
% of Total Leases in Lease Arrangement	58.8%	41.2%	No Responses	No Responses
% of Leases Sharing Fertilizer Costs	100.0%	100.0%		
% of Leases Sharing Herbicide Costs	70.0%	100.0%		
% of Leases Sharing Insecticide Costs	20.0%	71.4%		
<b>Corn (3 Leases)</b>				
Total Leases in Lease Arrangement		3		
% of Total Leases in Lease Arrangement	No Responses	100.0%	No Responses	No Responses
% of Leases Sharing Fertilizer Costs		100.0%		
% of Leases Sharing Herbicide Costs		100.0%		
% of Leases Sharing Insecticide Costs		100.0%		
<b>Sorghum (7 Leases)</b>				
Total Leases in Lease Arrangement	3	4		
% of Total Leases in Lease Arrangement	42.9%	57.1%	No Responses	No Responses
% of Leases Sharing Fertilizer Costs	100.0%	100.0%		
% of Leases Sharing Herbicide Costs	100.0%	100.0%		
% of Leases Sharing Insecticide Costs	66.7%	100.0%		
<b>Soybeans (10 Lease)</b>				
Total Leases in Lease Arrangement	2	8		
% of Total Leases in Lease Arrangement	20.0%	80.0%	No Responses	No Responses
% of Leases Sharing Fertilizer Costs	100.0%	100.0%		
% of Leases Sharing Herbicide Costs	100.0%	100.0%		
% of Leases Sharing Insecticide Costs	100.0%	40.0%		

\* The percentages calculated in this table represent the percent of landlords sharing the same percent of costs as their share of the crop.

**Table 17. North Central-40 Non-Irrigated Cash Rent Arrangements**

Crop	Number of Leases	% of Total Leases	Average Rent (\$/Acre per Year)	Average Acres
Wheat	4	28.6%	66.25	233.00
Sorghum	4	28.6%	60.75	110.00
Soybeans	4	28.6%	74.50	68.00
Corn	2	14.3%	67.50	141.00

**Table 18. Central-50 Non-Irrigated Crop-Share Arrangements**

Crop	Landlord's Percent of Crop Received (and of Costs Paid)*			
	33% Share	40% Share	50% Share	Other % Share
<b>Wheat (14 Leases)</b>				
Total Leases in Lease Arrangement	13	1		
% of Total Leases in Lease Arrangement	92.9%	7.1%	No Responses	No Responses
% of Leases Sharing Fertilizer Costs	92.3%			
% of Leases Sharing Herbicide Costs	84.6%	No Responses		
% of Leases Sharing Insecticide Costs	69.2%			
<b>Corn (2 Leases)</b>				
Total Leases in Lease Arrangement	2			
% of Total Leases in Lease Arrangement	100.0%	No Responses	No Responses	No Responses
% of Leases Sharing Fertilizer Costs	100.0%			
% of Leases Sharing Herbicide Costs	100.0%			
% of Leases Sharing Insecticide Costs	50.0%			
<b>Sorghum (8 Leases)</b>				
Total Leases in Lease Arrangement	8			
% of Total Leases in Lease Arrangement	100.0%	No Responses	No Responses	No Responses
% of Leases Sharing Fertilizer Costs	87.5%			
% of Leases Sharing Herbicide Costs	100.0%			
% of Leases Sharing Insecticide Costs	75.0%			
<b>Soybeans (8 Lease)</b>				
Total Leases in Lease Arrangement	5	3		
% of Total Leases in Lease Arrangement	62.5%	37.5%	No Responses	No Responses
% of Leases Sharing Fertilizer Costs	100.0%			
% of Leases Sharing Herbicide Costs	87.5%	No Responses		
% of Leases Sharing Insecticide Costs	60.0%			

\* The percentages calculated in this table represent the percent of landlords sharing the same percent of costs as their share of the crop.

**Table 19. Central-50 Non-Irrigated Cash Rent Arrangements**

Crop	Number of Leases	% of Total Leases	Average Rent (\$/Acre per Year)	Average Acres
Wheat	5	50.0%	42.38	164.80
Sorghum	2	20.0%	30.94	296.50
Hay & Alfalfa	2	20.0%	25.00	62.50
Soybeans	1	10.0%	50.00	65.00

**Table 20. South Central-60 Non-Irrigated Crop-Share Arrangements**

Crop	Landlord's Percent of Crop Received (and of Costs Paid)*			
	33% Share	40% Share	50% Share	Other % Share
<b>Wheat (19 Leases)</b>				
Total Leases in Lease Arrangement	19			
% of Total Leases in Lease Arrangement	100.0%	No Responses	No Responses	No Responses
% of Leases Sharing Fertilizer Costs	93.3%			
% of Leases Sharing Herbicide Costs	57.1%			
% of Leases Sharing Insecticide Costs	50.0%			
<b>Corn (2 Leases)</b>				
Total Leases in Lease Arrangement	2			
% of Total Leases in Lease Arrangement	100.0%	No Responses	No Responses	No Responses
% of Leases Sharing Fertilizer Costs	100.0%			
% of Leases Sharing Herbicide Costs	50.0%			
% of Leases Sharing Insecticide Costs	0.0%			
<b>Sorghum (3 Leases)</b>				
Total Leases in Lease Arrangement	3			
% of Total Leases in Lease Arrangement	100.0%	No Responses	No Responses	No Responses
% of Leases Sharing Fertilizer Costs	100.0%			
% of Leases Sharing Herbicide Costs	66.7%			
% of Leases Sharing Insecticide Costs	66.7%			
<b>Soybeans (3 Lease)</b>				
Total Leases in Lease Arrangement	3			
% of Total Leases in Lease Arrangement	100.0%	No Responses	No Responses	No Responses
% of Leases Sharing Fertilizer Costs	100.0%			
% of Leases Sharing Herbicide Costs	66.7%			
% of Leases Sharing Insecticide Costs	66.7%			

\* The percentages calculated in this table represent the percent of landlords sharing the same percent of costs as their share of the crop.

**Table 21. South Central-60 Non-Irrigated Cash Rent Arrangements**

Crop	Number of Leases	% of Total Leases	Average Rent (\$/Acre per Year)	Average Acres
Wheat	1	33.3%	40.00	110.00
Hay & Alfalfa	1	33.3%	50.00	40.00
Pasture	1	33.3%	7.50	40.00

**Table 22. Northeast-70 Non-Irrigated Crop-Share Arrangements**

Crop	Landlord's Percent of Crop Received (and of Costs Paid)*			
	33% Share	40% Share	50% Share	Other % Share
<b>Wheat (1 Leases)</b>				
Total Leases in Lease Arrangement		1		
% of Total Leases in Lease Arrangement	No Responses	100.0%	No Responses	No Responses
% of Leases Sharing Fertilizer Costs		100.0%		
% of Leases Sharing Herbicide Costs		100.0%		
% of Leases Sharing Insecticide Costs		100.0%		
<b>Corn (8 Leases)</b>				
Total Leases in Lease Arrangement	1	2	1	4
% of Total Leases in Lease Arrangement	12.5%	25.0%	12.5%	50.0%
% of Leases Sharing Fertilizer Costs		100.0%	100.0%	0.0%
% of Leases Sharing Herbicide Costs	No Responses	100.0%	100.0%	0.0%
% of Leases Sharing Insecticide Costs		100.0%	100.0%	0.0%
<b>Sorghum (3 Leases)</b>				
Total Leases in Lease Arrangement		2	1	
% of Total Leases in Lease Arrangement	No Responses	66.7%	33.3%	No Responses
% of Leases Sharing Fertilizer Costs		100.0%		
% of Leases Sharing Herbicide Costs		100.0%	No Responses	
% of Leases Sharing Insecticide Costs		100.0%		
<b>Soybeans (7 Leases)</b>				
Total Leases in Lease Arrangement		3	2	2
% of Total Leases in Lease Arrangement	No Responses	42.9%	28.6%	28.6%
% of Leases Sharing Fertilizer Costs		100.0%	100.0%	0.0%
% of Leases Sharing Herbicide Costs		100.0%	100.0%	0.0%
% of Leases Sharing Insecticide Costs		100.0%	100.0%	0.0%

\* The percentages calculated in this table represent the percent of landlords sharing the same percent of costs as their share of the crop.

**Table 23. Northeast-70 Non-Irrigated Cash Rent Arrangements**

Crop	Number of Leases	% of Total Leases	Average Rent (\$/Acre per Year)	Average Acres
Corn	6	54.5%	99.17	76.00
Soybeans	4	36.4%	88.75	68.25
Wheat	1	9.1%	55.00	165.00



**Table 24. East Central-80 Non-Irrigated Crop-Share Arrangements**

Crop	Landlord's Percent of Crop Received (and of Costs Paid)*			
	33% Share	40% Share	50% Share	Other % Share
<b>Wheat (3 Leases)</b>				
Total Leases in Lease Arrangement	1	2		
% of Total Leases in Lease Arrangement	33.3%	66.7%	No Responses	No Responses
% of Leases Sharing Fertilizer Costs	100.0%	100.0%		
% of Leases Sharing Herbicide Costs	100.0%	100.0%		
% of Leases Sharing Insecticide Costs	100.0%	0.0%		
<b>Corn (11 Leases)</b>				
Total Leases in Lease Arrangement	10	1		
% of Total Leases in Lease Arrangement	90.9%	9.1%	No Responses	No Responses
% of Leases Sharing Fertilizer Costs	100.0%	100.0%		
% of Leases Sharing Herbicide Costs	70.0%	100.0%		
% of Leases Sharing Insecticide Costs	70.0%	100.0%		
<b>Soybeans(11 Leases)</b>				
Total Leases in Lease Arrangement	8	3		
% of Total Leases in Lease Arrangement	72.7%	27.3%	No Responses	No Responses
% of Leases Sharing Fertilizer Costs	100.0%	100.0%		
% of Leases Sharing Herbicide Costs	71.4%	100.0%		
% of Leases Sharing Insecticide Costs	71.4%	33.3%		

\* The percentages calculated in this table represent the percent of landlords sharing the same percent of costs as their share of the crop.

**Table 25. East Central-80 Non-Irrigated Cash Rent Arrangements**

Crop	Number of Leases	% of Total Leases	Average Rent (\$/Acre per Year)	Average Acres
Soybeans	11	50.0%	60.45	323.33
Corn	10	45.5%	80.20	432.30
Hay & Alfalfa	1	4.5%	65.00	35.00

**Table 26. Southeast-90 Non-Irrigated Crop-Share Arrangements**

Crop	Landlord's Percent of Crop Received (and of Costs Paid)*			
	33% Share	40% Share	50% Share	Other % Share
<b>Wheat (6 Leases)</b>				
Total Leases in Lease Arrangement	6			
% of Total Leases in Lease Arrangement	100.0%	No Responses	No Responses	No Responses
% of Leases Sharing Fertilizer Costs	100.0%			
% of Leases Sharing Herbicide Costs	100.0%			
% of Leases Sharing Insecticide Costs	83.3%			
<b>Corn (7 Leases)</b>				
Total Leases in Lease Arrangement	7			
% of Total Leases in Lease Arrangement	100.0%	No Responses	No Responses	No Responses
% of Leases Sharing Fertilizer Costs	57.1%			
% of Leases Sharing Herbicide Costs	57.1%			
% of Leases Sharing Insecticide Costs	42.9%			
<b>Sorghum (2 Leases)</b>				
Total Leases in Lease Arrangement	2			
% of Total Leases in Lease Arrangement	100.0%	No Responses	No Responses	No Responses
% of Leases Sharing Fertilizer Costs	100.0%			
% of Leases Sharing Herbicide Costs	100.0%			
% of Leases Sharing Insecticide Costs	100.0%			
<b>Soybeans (6 Lease)</b>				
Total Leases in Lease Arrangement	6			
% of Total Leases in Lease Arrangement	100.0%	No Responses	No Responses	No Responses
% of Leases Sharing Fertilizer Costs	50.0%			
% of Leases Sharing Herbicide Costs	50.0%			
% of Leases Sharing Insecticide Costs	50.0%			

\* The percentages calculated in this table represent the percent of landlords sharing the same percent of costs as their share of the crop.

**Table 27. Southeast-90 Non-Irrigated Cash Rent Arrangements**

Crop	Number of Leases	% of Total Leases	Average Rent (\$/Acre per Year)	Average Acres
Soybeans	4	40.0%	57.50	140.80
Corn	3	30.0%	54.67	137.33
Pasture	2	20.0%	20.00	90.00
Wheat	1	10.0%	45.00	300.00

**Table 28. Importance of Factors Affecting Rental Rate**

Factors Affecting Rental Rate	# of Responses	Avg.	Percentage of Responses (%)								
			Most Important				Least Important				Not Applicable
			1	2	3	4	5	6	7	8	
Crop Price	139	4.0	24.5	15.8	13.7	12.2	4.3	1.4	3.6	24.5	
Land Size	134	5.3	3.7	6.7	11.9	21.6	11.2	5.2	12.7	26.9	
Land Quality	136	3.7	20.6	25.7	14.0	10.3	4.4	1.5	2.2	21.3	
Land Location	136	4.1	10.3	24.3	17.7	15.4	2.2	2.9	5.9	21.3	
Length of the Lease	134	5.1	6.7	11.2	15.7	11.9	7.5	7.5	11.9	27.6	
Relationship between Landowner and Tenant	138	3.4	38.4	15.9	10.9	7.3	2.9	2.2	2.2	20.3	
Other	38	6.0	18.4	5.3	2.6	0.0	5.3	0.0	7.9	60.5	