

**2020 NON-IRRIGATED CROP LEASING
ARRANGEMENTS IN KANSAS**

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Understanding lease arrangements is important for Kansas agricultural landowners and operators to make better decisions and be more competitive. Each year the Land Use Survey Center (LUSC) 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 LUSC rotates surveys related to leasing of irrigated, non-irrigated, and pasture land, and input costs on a four-year basis. In 2020, the LUSC conducted a survey to collect information on Kansas non-irrigated farm lease arrangements. Similar surveys on Kansas non-irrigated farm lease arrangements have been conducted in the past; the last survey was conducted in 2016. Previous surveys had focused solely on crop-share leasing. Questions regarding cash leases were first included in the non-irrigated farm lease arrangement survey in 2016. In the 2020 survey, questions on both crop-share leases and cash leases were again included. Similar to the previous surveys on non-irrigated farm lease arrangements, the 2020 Non-Irrigated Farm Lease Arrangement Survey requested information for the 2019-2020 crop year. The following information was compiled from the 2020 survey responses and may be used to better understand non-irrigated cropland leasing arrangements in Kansas.

The 2020 Non-Irrigated Farm Lease Arrangement Survey was distributed to individuals leasing 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). About 34.4% of the respondents were landlords, lessors, and 50.4% of the respondents leased land from landowners in the 2019 crop year. Thirteen percent of the respondents leased out land and rented land from landlords. About 1.5% of the respondents were land managers. The remaining 0.8% were respondents other than landlords, tenants, and land managers, e.g., trustee of the land. The information provided in this report is based solely upon the 2020 KSU survey responses for non-irrigated crop-share leasing arrangements. Additional information pertaining to the survey is available from Leah Tsoodle (ltsoodle@ksu.edu.) at the Kansas State University Department of Agricultural Economics.

General Statewide Lease Information

The KSU 2020 Non-Irrigated Farmland Lease Arrangement Survey provides information about the distribution and characteristics of non-irrigated 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 cropland 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 Share & Cash* type is a hybrid lease containing both fixed cash and crop-share components. *Flexible Cash* leases vary the cash rent each year usually 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.

Crop-Share rental arrangements remained the most common leasing structure in the state, followed by fixed cash leases. With crop-share leases, the landlord and tenant share the risk related to crop production. In the 2019-2020 crop year, 44.5% of all non-irrigated farmland leases statewide were on a crop share basis (Table 1). This compares to 51.6% crop-share leases in the 2016 survey and 55.7% crop-share leases in the 2011 survey. The reported percentage of crop-share leases has decreased over years. The change in crop-share lease percentage from 2016 to 2020, however, is not statistically significant. *Crop-Share* rental arrangements were the leading method of leasing non-irrigated cropland in the west region of Kansas, CRDs 10, 20, and 30, and the central region of Kansas, CRDs 40, 50, and 60. The percentages of crop-share leases in these two regions increased from south to north. In the east region of Kansas, CRDs 70, 80, and 90, the reported percentage of crop-share leases was smaller than the corresponding percentage of fixed cash leases.

Fixed Cash leases were commonly used in non-irrigated farmland arrangements across the nine crop reporting districts in Kansas. This type of lease specifies a fixed cash payment to the landlord, regardless of the crop harvest, and the tenant assumes the price, yield, and production risks. 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 41.9% of all the respondents who leased non-irrigated land used *Fixed Cash* leases in the 2020 survey. In the 2016 survey, the reported percentage of fixed cash leases was 29.8%. The increase in these mean percentages, from 2016 to 2020, are statistically significant at the 1% level. Fixed cash leases were the leading non-irrigated farmland arrangement in the east region of Kansas. Half of the respondents used fixed cash leases in NE-70 and SE-90.

On average, about 1.9% of the respondents reported leases that were a *Combination* of both crop share and fixed cash payment. This type of hybrid lease arrangement allows landlords and tenants to share risks and ensures that the landlord gets at least a set rental payment. The reported percentage in the 2016 survey was 5.3%. The decrease in the average parentage from 2016 to 2020 is statistically significant at the 5% level.

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 2020 crop year, the percentage of flexible cash leases was 4.3%, up from 3.2% in the 2016 survey. The change, however, is not statistically significant.

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 2020 crop year, about 6.9% of respondents indicated they had this type of arrangement, slightly higher than the 6.4% in the 2016

survey. About 11.4% of the total reported leases in NW-10 were net share leases in the 2020 survey.

Other lease types are any lease arrangements that do not fall into the preceding categories. Only 0.5% of respondents reported using “Other” lease types in 2020, statistically lower, at the 1% level, than the average 3.7% in the 2016 survey.

Table 2 shows the number of years without a change in rental rate. The 2020 survey indicates a higher frequency in changing rental rate when compared to the 2016 survey. Table 2 shows that 26.2% of the respondents have not changed their rental rate in 20 or more years. In the 2016 survey, 54.8% of the respondents did not change rental rate for 20 or more years. Sixty-five percent of the respondents statewide changed their rental rate at least every six years in 2020. While in 2016, the corresponding percentage was 39.2%. About 15.4% of the respondents statewide indicate that they changed the rental rate annually in 2020, more than twice as much as the 7.4% in 2016. In NE-70, 27.8% of the respondents renegotiated rental rate annually.

Tables 3 and 4 present general characteristics of *Cash* and *Crop-Share* leases, respectively, ranging from the number of landlords per respondent to conservation related government payment information, from the 2020 survey. Statewide, the difference in the number of landlords per lease between cash leases and crop-share leases were statistically significant at the 5% level. The average number of years that land is rented, the average percentage of written leases, the percent of respondents receiving government payments, and the average share landlord received of those government payments were all different between corresponding cash and crop share leases; these differences were statistically significant at the 1% level. On the other hand, the differences between cash and crop-share leases in the average acres per lease and percentage of tenants related to landlords were not statistically different at the state level.

The largest percentage difference between Cash and Crop-Share lease attributes, from the survey, was whether the lease was written or oral. About 69% of *Cash* leases were written, whereas about 44% of the *Crop-Share* leases were written. For *Cash* leases, there was an average of 1.5 landlords/tenants per lease compared to 1.3 for *Crop-Share*. 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. The general trend indicates that *Cash* lease acres may turn over more frequently than those under *Crop-Share*. Over 30% of *Cash* lease participants and 25% of *Crop-Share* lease participants were related. About 85% of the *Cash* lease participants and almost 98% of *Crop-Share* lease participants received government payments in 2020. Landlords on cash leases received 17.2% of those government payments. Landlords with crop-share leases received 32.5% of the government payments.

The changes in the characteristics from the 2016 survey to the 2020 survey were in the same direction for both types of leases. The average number of landlords per lease, the average years renting the land, and the average percentage of tenants related to landlords decreased from the 2016 survey. On the other hand, the average acres per lease and the percentage of written leases increased from the 2016 survey. The changes for crop-share leases between the 2020 and 2016 surveys were all statistically significant. Regarding cash leases, the changes in the average years renting land and

percentage of landlords related to tenant were statistically significant. The changes in other categories were not statistically significantly different.

Tables 5, 6, and 7 provide additional details about respondents' cash leases. About 11.8% of respondents indicated they had flexible cash leases, and 88.2% had fixed cash leases (Table 5). This split was similar in the 2016 survey. Among the flexible cash rent arrangements, 73% of the respondents indicated that the rent was based on revenue, 10.8% had cash rent based on yield, and 13.5% had cash rent based on elements other than price, yield, and revenue. Table 6 presents the average cash rent payment by crop. In about 59% of the cash leases, tenants planted wheat and corn. The cash rent payment was highest for leases involving soybeans, with an average of \$78.64 per acre. Corn cash leases averaged \$65.00 per acre. The average per acre cash rent for wheat and grain sorghum were \$46.62 and \$43.64, respectively. Pasture and peas leases had the lowest cash rent, with an average of \$20 and \$25, respectively. The state average cash rent payment for non-irrigated land was \$57.70 per acre for the 2019-2020 crop year (Table 7), up \$2.75 per acre from the 2016 survey. The cash rent was the highest in NE-70 with an average of \$109.04 per acre, while SW-30 had the lowest cash rent of \$31.98. The patterns of the average cash rent payment by crop and by CRD were very similar between the 2016 and 2020 surveys.

Wheat was the crop planted in over 40% of the crop-share leases (Table 8). Corn was planted in about 25.7% of the crop-share leases. Grain sorghum and soybeans were planted in 16.1% 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 2020 on non-irrigated cropland in Kansas was one-third to the landlord and two-thirds to the tenant. At the state level, 79.8% of the respondents reported a 33-67 split between the landlord and tenant. About 13.2% 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

Kansas Non-Irrigated Farm Lease Arrangement Survey respondents were asked to provide information on both *Crop-Share* leases and *Cash* leases starting in the 2016 survey. In the 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.

Northwest-10

In the Northwest region, the average cash rent payment was \$44.18 per acre, with a range of \$25 to \$65 per acre (Table 7). The average cash rent payment in the 2016 survey was \$49.15 per acre, with fewer responses and a wider range of \$12 to \$100. In this region, a one-third/two-thirds (33/67) landlord/tenant crop-share was the predominant split, with 94.3% of respondents using this arrangement in 2020 (Table 9). In the 2016 and 2011 surveys, the 33/67 split was used by 91.9% 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. Grain sorghum was planted in 20.8% of the reported crop-share leases. Wheat, corn, and grain sorghum were the only three crops reported in 2016. More crops with crop-share leases were reported in 2020 than in 2016. About 3.8% of the total reported crop-share leases planted soybeans which was not reported in 2016. Leases with forage sorghum, sunflower, and fallow were also reported in 2020. The 33/67 crop-share was predominant in all crops. In 2016, 48.7% and 35.1% of respondents reported growing wheat and corn, respectively. The 2020 survey indicates that 39.6% of respondents grew wheat, and 30.2% of respondents grew corn. The increased variety in crop mix resulted in the decrease of wheat and corn lease percentage. The changes in crop mix in this region may be linked to rotational issues or practice changes held over from recent past commodity prices.

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. However, sharing same share of herbicide expenses does not appear as common. Landlord participation for herbicide expense varied widely. If the landlord received 33% of the crop, the percentage of landlords that paid the same share of herbicide for wheat, corn, soybeans, and grain sorghum was 40%, 27%, 0%, and 70%, respectively. All landlords paid their same share of herbicide for wheat, but only about 36% of landlords paid their same share of herbicide for corn. If the landlord received 33% of the crop, the percentage of landlords that paid the same share of insecticide for wheat, corn, soybeans, and grain sorghum was 20%, 27%, 0%, 30%, respectively.

In NW-10, Table 11 shows that corn and wheat were the crops planted in the majority of cash leases. In this region, average cash rent for corn and wheat was \$46.17 and \$45.63 per acre, respectively. Average acres per cash rent lease unit for corn and wheat were 619 and 452 acres. Compared to the 2016 survey, the 2020 average cash rent payments were lower, and the average acres per lease were larger.

West Central-20

In the West Central region, the average cash rent payment was \$42.67 per acre, with a range of \$25 to \$60 per acre (Table 7). The average cash rent was \$39.67 per acre in 2016. The number of reported cash leases increased to 50 from 12 in 2016. In this region, a one-third/two-thirds (33/67) landlord/tenant crop-share was the predominant split, with 98.2% of respondents using this arrangement in 2020 (Table 9). The rest 1.8% of *Crop-Share* respondents indicated that the landlord-tenant split was 35-65. Among all the nine crop reporting districts, west central-20 had the

highest percentage of 33/67 split. In the 2016 and 2011 crop years, the 33/67 split was used by 94.1% 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 2016, 80% and 13.3% of respondents reported growing wheat and corn, respectively. The 2020 survey indicates that 41.1% of respondents grew wheat, and 33.9% of respondents grew corn. About 23.2% of the crop-share leases were planted to grain sorghum.

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. For all crops in this region, sharing herbicide and insecticide expenses does not appear as common. About 43.8% of landlords paid their same share of herbicide for wheat, 57.9% of landlords paid the same share of herbicide for corn, and 41.7% of landlords paid the same share of herbicide for sorghum. Equal participation in insecticide expenses was the least common among the three input expenses. About 30.4% of landlords participated in their same share of insecticide for wheat. The percentage of landlords participating in the same share of insecticide was 42.1% and 25% for corn and grain sorghum, respectively.

In the West Central region, Table 13 shows that corn 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 sorghum acres. The highest average acres leased were acres planted to corn. The average cash rents for corn, wheat, and grain sorghum were higher than the corresponding 2016 rents.

Southwest-30

In the Southwest region, the average cash rent payment was \$31.98 per acre, up 28 cents from the 2016 rent (Table 7). The average rent ranged from \$19 to \$50 per acre. In this region, a one-third/two-thirds (33/67) landlord/tenant crop-share was the predominant split, with 97.1% of respondents using this arrangement in 2020 (Table 9). For the remaining 2.9% of respondents, landlords received 25% of the crop. In the 2016 and 2011 crop years, the 33/67 split was used by 67.6% 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. The 2020 survey indicates that 48.6% of respondents grew wheat, and 34.3% of respondents grew sorghum. In 2016, 51.4% and 40.5% of respondents reported growing wheat and sorghum, respectively.

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. Sharing herbicide and insecticide expenses didn't appear as common. About 50%, 66.7%, and 41.7% of landlords who received one-third of the crop paid their same share of herbicide for wheat, corn, and grain sorghum, respectively. Equal participation in insecticide expenses was not common for wheat, corn, or sorghum either.

In the Southwest region, Table 15 shows that wheat was the crop planted in the majority of cash leases, followed by grain sorghum. In this region, average cash rent was the highest on grain sorghum acres. The highest average acres leased were on fallowed acres, followed by grain sorghum. The average rent on wheat acres decreased to \$29.80 from \$33.60 in 2016. The average rent on corn and sorghum acres increased from the 2016 survey. The average acres for cash leases decreased for corn and increased for wheat and grain sorghum when compared with the 2016 survey.

North Central-40

In the North Central region, the average cash rent payment was \$91.91 per acre, with a range of \$50 to \$130 per acre (Table 7). In the 2016 survey, the cash rent averaged \$67.21 per acre, ranging from \$28 to \$95. Among the nine crop reporting districts, the least number of cash leases was reported in this region in 2020. A one-third/two-third (33/67) landlord/tenant crop-share was the predominant split in this region, with 58.3% of respondents using this arrangement in 2020 (Table 9). The 40/60 landlord/tenant crop-share split was also popular in this region, receiving 41.7% of the responses. In the 2016 survey, the 40/60 split was the predominant split, with 59.5% of respondents using this arrangement. The remaining 40.5% of respondents used a 33/67 split arrangement.

Table 16 shows the majority of respondents indicated they produced wheat; soybean was the second highest response. Corn was also an important component of the crop mix in this region. The 33/67 crop-share was predominant in wheat. For corn and soybeans, the 40/60 share arrangement was used more often by respondents. The 33/67 and 40/60 share arrangements were used equally by respondents who planted grain sorghum. In 2020, 41.7% and 25.0% 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 and corn leases, sharing herbicide and insecticide expenses does not appear as common for landlords receiving one-third of the crop. About 92.3% of landlords in the 33/67 split paid their same share of herbicide and 76.9% paid the same share of insecticide expenses for wheat. Half of the landlords in the 33/67 split paid the same share of herbicide for corn and soybeans. All landlords participated in their same share of herbicide in the 40/60 split. Equal participation in insecticide expenses was less common in the 40/60 split, however. All landlords paid their same share of all expenses for grain sorghum, regardless of crop-share arrangement.

In the North Central region, Table 17 shows that half of the cash rent leases was planted to soybeans. The average cash rent was highest for corn at \$105.50 per acre. The highest average acres leased were on acres planted to soybeans. The average cash rent and average acres per lease increased from 2016 for corn and soybeans. The average cash rent and average acres for wheat, however, decreased from the 2016 survey.

Central-50

In the Central region, the average cash rent payment was \$48.48 per acre, with a range of \$10 to \$70 per acre (Table 7). The cash rent averaged \$37.38 per acre in 2016. In this region, a one-third/two-thirds (33/67) landlord/tenant crop-share was the predominant split, with 72.0% of respondents using this arrangement in 2020 (Table 9). The 40/60 crop-share split was used by 24% of the respondents. In the 2016 and 2011 crop years, the 33/67 split was used by 87.9% and 83.4%, respectively, of respondents in this region.

Table 18 shows the majority of respondents indicated they produced wheat; grain sorghum was the second highest response. The 33/67 crop-share was predominant in all crops, except for soybeans. In 2020, 48% and 22% of respondents reported growing wheat and grain sorghum, respectively. The 2016 survey indicated that 43.8% of respondents grew wheat, and 25% of respondents grew grain sorghum.

Regarding leases with a 40/60 arrangement, all landlords paid the same share of fertilizer and herbicide expenses as they received of the crop. In other words, if the landlord received 40% of the crop, then the landlord paid 40% of the fertilizer and herbicide expenses. All landlords paid their same share of almost all expenses for soybeans, regardless of lease arrangements. The only exception was for herbicide expense in the 40/60 split. When landlords received one-third of the crop, 90% and 87.5% of landlords paid their same share of fertilizer for wheat and grain sorghum, respectively. Equal participation in herbicide and insecticide expenses was not common for wheat, corn, and grain sorghum.

In the Central region, Table 19 shows that wheat was the crop planted in the majority of cash leases, followed by grain sorghum. The average cash rent was similar among wheat, corn, soybeans, and sorghum, with a slightly higher rent on wheat acres at \$51.96. The highest average acres leased were on acres planted to corn. In the 2016 survey, 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 \$45.47 per acre, with a range of \$10 to \$70 per acre (Table 7). The number of reported cash leases jumped to 31 from 3 in the 2016 survey. In this region, a one-third/two-thirds (33/67) landlord/tenant crop-share was the predominant split, with 94.4% of respondents using this arrangement in 2020 (Table 9). In the 2016 and 2011 surveys, the 33/67 split was used by 100% and 90.8%, respectively, of respondents in this region.

Table 20 shows the majority of respondents indicated they produced wheat; soybeans were the second highest response, followed by corn. The 33/67 crop-share was predominant in all crops. In 2020, 61.1% and 14.8% of respondents reported growing wheat and soybeans, respectively. The 2016 survey indicated that 70.4% of respondents grew wheat, and 11.1% of respondents grew soybeans.

All 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. Equal participation in herbicide expenses was not common for wheat, corn and soybeans. Landlord participation in herbicide ranged from 0% in forage sorghum to 100% in cotton and grain sorghum. In the 33/67 split, 100% of landlords participated in their same share of insecticide for all crops, except for wheat and forage sorghum.

In the South Central region, Table 21 shows that cash rent leases were used for a wide range of crops. Wheat was the crop planted in the majority of cash leases. The average cash rent was highest on soybean acres at \$62.67. The lowest average cash rent was \$14 on pasture acres. The highest average acres leased were on pasture acres. The average cash rent for wheat, corn, and soybeans were much higher in 2016, which may be reflective of the small number of responses in the 2016 survey.

Northeast-70

In the Northeast region, the average cash rent payment was the highest across all the nice crop reporting districts, at \$109.04 per acre, with a range of \$10 to \$200 per acre (Table 7). In the 2016 survey, the cash rent averaged \$91.36 per acre. In this region, a fifty/fifty (50/50) landlord/tenant crop-share was the predominant split, with 58.8% of respondents using this arrangement in 2020 (Table 9). The remaining 41.2% of the responses reported crop-share leases using the 40/60 arrangement in this region. The 33/67 split was not used in this region in 2020. In this and past surveys, this region shows the most variability across crop-share splits. In the 2016 survey, the 40/60 arrangement was the predominant split. In the 2011 survey, the 50/50 split was the predominant share.

Table 22 shows the majority of respondents indicated they produced soybeans; corn was the second highest response. The 50/50 split was predominant in corn and wheat; while the 40/60 crop-share was used more in soybeans. In 2020, 41.2% and 47.1% of respondents reported growing corn and soybeans, respectively. The 2016 survey indicated that 42.1% of respondents grew corn, and 36.8% of respondents grew soybeans.

All landlords in the 50/50 and 40/60 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 50% of the crop, then the landlord paid 50% of the fertilizer, herbicide, and insecticide expenses. The same statement also held in the 2016 survey.

In the Northeast region, Table 23 shows that soybean was the crop planted in the majority of cash leases, followed by corn. The average cash rent was highest on corn acres at \$117.68. The highest average acres leased were on acres planted to soybeans.

East Central-80

In the East Central region, the average cash rent payment was \$64.67 per acre, with a range of \$25 to \$95 per acre (Table 7). The average cash rent was \$69.64 per acre in 2016. In this region, a two-fifths/three-fifths (40/60) landlord/tenant crop-share was the predominant split, with 50% of

respondents using this arrangement in 2020 (Table 9). About 31.3% of the total respondents in this region used the 50/50 split, and 18.8% of the respondents used the 33/67 arrangement. In the 2016 survey, the 33/67 split was the predominant split, used by 76% of respondents in this region.

Table 24 shows all respondents indicated they produced corn or soybeans. The 40/60 crop-share was predominant in corn and soybeans. In 2020, 56.3% and 43.8% of respondents reported growing corn and soybeans, respectively. The 2016 survey indicated 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 and herbicide expenses as they received of the crop, regardless of the crop-share arrangements. In other words, if the landlord received 40% of the crop, then the landlord paid 40% of the fertilizer and herbicide expenses. Landlords' participation in insecticide costs was less common. In the 40/60 share leases, landlord participation in insecticide costs ranged from 25% to 75% in corn and soybeans, respectively. None of the landlords in the 33/67 leases participated in insecticide expenses.

In the East Central region, Table 25 shows that corn and soybeans were the crops planted in the majority of cash leases. The average cash rent was highest on corn acres at \$72.08. The highest average acres leased were on acres planted to corn.

Southeast-90

In the Southeast region, the average cash rent payment was \$50.42 per acre, up from 47.90 in 2016. The average cash rent ranged from \$30 to \$90 per acre (Table 7). All the reported cash leases in this region were fixed cash leases; no flexible cash leases were reported. In this region, a one-third/two-third (33/67) landlord/tenant crop-share was the predominant split, with 92% of respondents using this arrangement in 2020 (Table 9). In the 2016 and 2011 surveys, the 33/67 split was used by 100% and 94.4%, respectively, of respondents in this region.

Table 26 shows the majority of respondents indicated they produced soybeans; corn was the second highest response. The 33/67 crop-share was predominant in all crops. In 2020, 52% and 36% of respondents reported growing soybeans and corn, respectively. The 2016 survey indicated that 28.6% of respondents grew soybeans, and 33.3% of respondents grew corn.

All landlords in wheat 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. Equal participation in expenses was not common for corn and soybeans leases with the 33/67 arrangements. About 75% and 83.3% of landlords paid their same share of fertilizer for corn and soybeans, respectively. About 37.5% and 66.7% of landlords participated in the same percent share of herbicide for corn and soybeans, respectively. Only 12.5% and 25% of landlords shared insecticide in the same percent as the crop for corn and soybeans, respectively.

In the Southeast region, Table 27 shows that corn was the crop planted in the majority of cash leases, followed by soybeans. The average cash rent was highest on corn acres at \$55.38. The highest average acres leased were on acres planted to corn.

District Summary

The crop-share lease rental arrangement is predominant across Kansas; however, fixed cash rent was reported by more than 40% of respondents in seven of the nine districts. Since 2007, there has been a 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 East Central-80, and the 50/50 arrangement was the most popular in 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 that certain inputs, like insecticide, may not be needed every year. Thus, landlords may report non-participation (0%) for the particular year of the survey, even though they would have shared in the costs had they actually been expended. In addition, the smaller participation may be due to crop-share leases changing due to market pressure from cash leases.

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. Among the factors listed in the survey, *land quality* was regarded as the most important factor. About 11.6% of the respondents considered it the least important factor, and 31.3% of the respondents regarded it as the most important factor for deciding rental rates. About 59.1% of the respondents rated it as a 1 or 2 on the scale of importance. *Crop price* was considered almost as important as the land quality. About 34.6% of the respondents indicated that crop price was the most important factor, and 14.1% of respondents thought crop price was the least important factor. The *relationship between landlords and tenants* was another important factor for non-irrigated farm lease arrangements. It was rated the most important factor by 41.7% of the respondents. *Input price* and *land location* were also important in determining rental rate, with around 20% of the respondents making them the most important factor. *Land size* and *length of the lease* could play roles in determining non-irrigated farming lease arrangements, but those were not considered as important as other factors by respondents. Respondents also listed *other* factors affecting rental rates. Crop yield was a factor regarded as most important by several respondents. The importance of crop yield reinforced the importance of land quality as these two factors are closely related. Tenant quality including character, experience, and productivity was another very important factor for deciding rental rate. Taxes and county mill levy were also suggested by respondents as factors affecting rental rate, but respondents' did not consider those very important.

The crop-share rental arrangement remained a very popular type of arrangement for Kansas non-irrigated farmland leases based on the 2020 survey for the 2019-2020 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. In the 2020 survey, fixed cash rent was reported by more than 41.9% of respondents statewide. The flexible cash rent arrangements increased from 0.1% in 2011 to 3.2% in 2016 to 4.3% in 2020. The flexible cash rent combined with fixed cash rent arrangements accounted for 46% of the total non-irrigated leases in 2020. Results showed that

the average cash rent payment was about \$57.70 per acre for the state. The increasing use of the cash rent reflects landlords' tendency of risk reduction and may be reflective of landowners 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 East Central-80, and the 50/50 split predominant in the Northeast-70 region. 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. Lower landlord participation in expenses may reflect market pressures from cash leases; landlords may be requiring compromises in expense participation to remain in crop-share leases.

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Figure 1. Kansas Crop reporting Districts

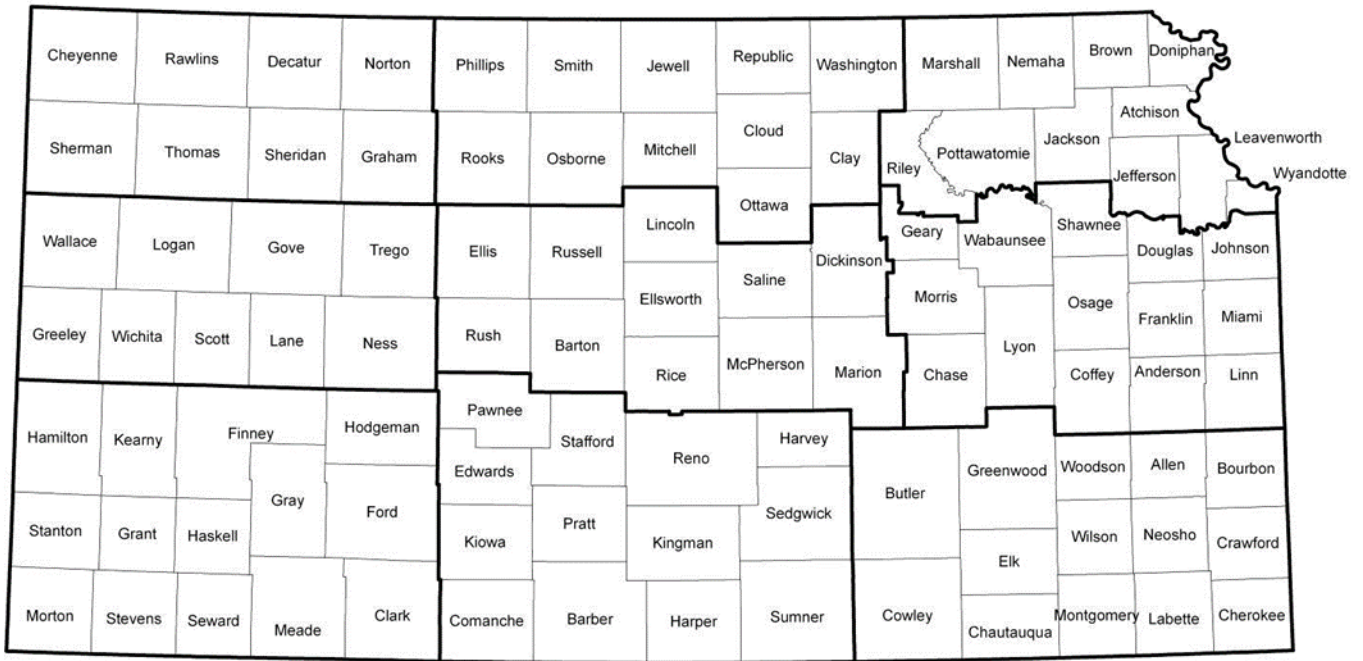


Table 1. Non-Irrigated Lease Types

District	Crop Share	Fixed Cash	Crop Share & Cash Rent	Flexible Cash	Net Share	Other Type
Northwest-10	50.0%	29.5%	2.3%	4.5%	11.4%	2.3%
West Central-20	49.2%	40.0%	1.5%	1.5%	6.2%	1.5%
Southwest-30	43.3%	40.0%	3.3%	6.7%	6.7%	0.0%
North Central-40	57.1%	38.1%	0.0%	4.8%	0.0%	0.0%
Central-50	49.1%	42.1%	1.8%	3.5%	3.5%	0.0%
South Central-60	44.8%	43.1%	3.4%	3.4%	5.2%	0.0%
Northeast-70	29.4%	50.0%	2.9%	5.9%	11.8%	0.0%
East Central-80	31.6%	47.4%	0.0%	7.9%	13.2%	0.0%
Southeast-90	42.9%	50.0%	0.0%	3.6%	3.6%	0.0%
State	44.5%	41.9%	1.9%	4.3%	6.9%	0.5%

Table 2. Number of Years Without Rental Rate Changes

District	Number of Years									
	1	2	3	4	5	6	7&8	10	15	20 or More
Northwest-10	7.4%	0.0%	29.6%	7.4%	22.2%	3.7%	0.0%	11.1%	0.0%	18.5%
West Central-20	22.2%	0.0%	13.9%	5.6%	22.2%	0.0%	0.0%	5.6%	0.0%	30.6%
Southwest-30	17.6%	0.0%	17.6%	5.9%	17.6%	5.9%	0.0%	5.9%	0.0%	29.4%
North Central-40	16.7%	0.0%	22.2%	5.6%	16.7%	0.0%	0.0%	5.6%	0.0%	33.3%
Central-50	5.9%	0.0%	11.8%	2.9%	29.4%	0.0%	2.9%	5.9%	0.0%	41.2%
South Central-60	17.2%	0.0%	20.7%	3.4%	24.1%	0.0%	0.0%	3.4%	3.4%	27.6%
Northeast-70	27.8%	11.1%	11.1%	16.7%	22.2%	0.0%	0.0%	0.0%	0.0%	11.1%
East Central-80	13.0%	0.0%	13.0%	13.0%	30.4%	4.3%	4.3%	4.3%	0.0%	17.4%
Southeast-90	16.7%	0.0%	25.0%	8.3%	25.0%	0.0%	0.0%	16.7%	0.0%	8.3%
State	15.4%	0.9%	17.8%	7.0%	23.8%	1.4%	0.9%	6.1%	0.5%	26.2%

Table 3. General Leasing Characteristics: Cash Rent Leases

Districts	Cash Rent Leases						
	Landlords per Lease	Avg. Acres per Lease	Avg. Years Rented Land	% Related to Landlords	% Written Lease	% Received Government Payment	Payment Share for Landlord
Northwest-10	1.6	502.5	11.2	50.0%	82.4%	92.3%	28.1%
West Central-20	1.9	461.4	9.9	35.4%	70.8%	91.3%	15.6%
Southwest-30	1.7	523.7	13.0	15.8%	94.7%	91.7%	13.8%
North Central-40	1.3	183.3	15.7	25.0%	75.0%	75.0%	11.0%
Central-50	1.4	258.1	11.6	39.0%	65.9%	92.9%	7.6%
South Central-60	1.1	301.8	10.7	39.3%	42.9%	86.7%	17.8%
Northeast-70	1.2	158.8	11.3	23.7%	65.8%	70.6%	17.3%
East Central-80	1.5	123.0	12.7	8.8%	61.8%	62.5%	31.8%
Southeast-90	1.0	140.9	12.4	31.6%	55.6%	100.0%	10.0%
State	1.5	316.0	11.7	30.1%	69.4%	84.7%	17.2%

Table 4. General Leasing Characteristics: Crop-Share Leases

Districts	Crop Share Leases						
	Landlords per Lease	Avg. Acres per Lease	Avg. Years Rented Land	% Related to Landlords	% Written Lease	% Received Government Payment	Payment Share for Landlord
Northwest-10	1.3	468.5	14.3	30.2%	52.8%	100.0%	24.6%
West Central-20	1.8	501.4	12.1	41.1%	42.9%	100.0%	28.4%
Southwest-30	1.2	358.9	12.6	21.6%	48.6%	90.9%	25.2%
North Central-40	1.1	149.1	18.8	24.3%	10.8%	100.0%	34.7%
Central-50	1.0	133.5	14.8	18.0%	28.0%	100.0%	35.8%
South Central-60	1.4	284.3	14.5	20.8%	59.6%	100.0%	44.9%
Northeast-70	1.0	461.5	20.1	5.9%	76.5%	85.7%	46.7%
East Central-80	1.6	144.0	19.9	31.3%	50.0%	100.0%	38.0%
Southeast-90	1.1	112.8	15.5	20.0%	40.0%	88.9%	16.6%
State	1.3	309.4	15.0	25.3%	43.7%	97.5%	32.5%

Table 5. Cash Rent Breakdown by Type

	Number of Reports	Lease Percentage (%)	Average Rent (\$/Acre per Year)
Fixed Cash Rent	277	88.2%	57.16
Flexible Cash Rent	37	11.8%	61.70
Flexible Cash Rent Based on Revenue	27	73.0%	63.78
Flexible Cash Rent Based on Yield	4	10.8%	58.75
Flexible Cash Rent Based on Price	1	2.7%	52.00
Flexible Cash Rent Based on Other	5	13.5%	54.76

Table 6. Average Cash Rent Payment by Crop

Crop	Cash Rent Payment (\$/Acre per Year)					
	Number of Reports	Average Rent	Fixed Cash Rent	Flexible Cash Rent	Min	Max
Corn	102	65.00	65.20	63.84	19	200
Wheat	83	46.62	46.91	44.26	19	130
Soybeans	64	78.64	78.05	82.22	10	185
Grain Sorghum	43	43.64	43.49	45.69	20	70
Cotton	5	40.70	40.70	No Responses	26	50
Fallow	6	34.71	31.65	50.00	19	50
Pasture	4	20.00	20.00		10	28
Brome	3	30.00	30.00		25	40
Hay & Alfalfa	2	35.00	35.00	No Responses	25	45
cane Feed	1	30.00	30.00		30	30
Peas	1	25.00	25.00		25	25
State	314	57.70	57.16	61.70	10	200

Table 7. Average Cash Rent Payment by CRD

Districts	Cash rent Payment (\$/Acre per Year)					
	Number of Reports	Average Rent	Fixed Cash Rent	Flexible Cash Rent	Min	Max
Northwest-10	34	44.18	44.15	44.29	25	65
West Central-20	50	42.67	43.09	38.89	25	60
Southwest-30	41	31.98	31.15	42.50	19	50
North Central-40	16	91.91	87.54	105.00	50	130
Central-50	41	48.48	46.69	65.00	10	70
South Central-60	31	45.47	46.43	39.00	14	75
Northeast-70	46	109.04	111.53	92.50	10	200
East Central-80	36	64.67	64.63	65.00	25	95
Southeast-90	19	50.42	50.42	No Responses	30	90
State	314	57.70	57.16	61.70	10	200

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

Crop	# 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	% Leases at Mode Share	Most Common Share	% Lease at Mode Share	Most Common Share	% Lease at Mode Share	Most Common Share	% Lease at Mode Share
Wheat	138	40.4%	33%	90.6%	33%	89.1%	33%	64.8%	33%	58.7%
Corn	88	25.7%	33%	72.7%	33%	70.5%	33%	41.7%	33%	39.1%
Soybeans	55	16.1%	33%	54.5%	33%	50.9%	33%	34.5%	33%	37.5%
Grain Sorghum	55	16.1%	33%	87.3%	33%	85.5%	33%	48.0%	33%	47.6%
Forage Sorghum	2	0.6%	33%	100.0%	33%	100.0%	10%	100.0%	0%	100.0%
Sunflower	1	0.3%	33%	100.0%	33%	100.0%	33%	100.0%	33%	100.0%
Cotton	1	0.3%	33%	100.0%	33%	100.0%	33%	100.0%	33%	100.0%
Fallow	2	0.6%	33%	100.0%	33%	100.0%	0%	100.0%	0%	100.0%

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

District	Landlord Share (%)						
	20%	25%	33%	35%	40%	50%	70%
Northwest-10	5.7%	0.0%	94.3%	0.0%	0.0%	0.0%	0.0%
West Central-20	0.0%	0.0%	98.2%	1.8%	0.0%	0.0%	0.0%
Southwest-30	0.0%	2.9%	97.1%	0.0%	0.0%	0.0%	0.0%
North Central-40	0.0%	0.0%	58.3%	0.0%	41.7%	0.0%	0.0%
Central-50	0.0%	0.0%	72.0%	0.0%	24.0%	2.0%	2.0%
South Central-60	0.0%	0.0%	94.4%	1.9%	3.7%	0.0%	0.0%
Northeast-70	0.0%	0.0%	0.0%	0.0%	41.2%	58.8%	0.0%
East Central-80	0.0%	0.0%	18.8%	0.0%	50.0%	31.3%	0.0%
Southeast-90	0.0%	0.0%	92.0%	0.0%	4.0%	4.0%	0.0%
State	0.9%	0.3%	79.8%	0.6%	13.2%	5.0%	0.3%

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
Wheat (21 Leases)				
Total Leases in Lease Arrangement	20			1
% of Total Leases in Lease Arrangement	95.24%			4.76%
% of Leases Sharing Fertilizer Costs	100.00%	No Responses	No Responses	100.00%
% of Leases Sharing Herbicide Costs	40.00%			0.00%
% of Leases Sharing Insecticide Costs	20.00%			0.00%
Corn (16 Leases)				
Total Leases in Lease Arrangement	15			1
% of Total Leases in Lease Arrangement	93.75%			6.25%
% of Leases Sharing Fertilizer Costs	100.00%	No Responses	No Responses	100.00%
% of Leases Sharing Herbicide Costs	26.67%			0.00%
% of Leases Sharing Insecticide Costs	26.67%			0.00%
Soybeans (2 Leases)				
Total Leases in Lease Arrangement	2			
% of Total Leases in Lease Arrangement	100.00%			
% of Leases Sharing Fertilizer Costs	100.00%	No Responses	No Responses	No Responses
% of Leases Sharing Herbicide Costs	0.00%			
% of Leases Sharing Insecticide Costs	0.00%			
Grain Sorghum (11 Leases)				
Total Leases in Lease Arrangement	10			1
% of Total Leases in Lease Arrangement	90.91%			9.09%
% of Leases Sharing Fertilizer Costs	100.00%	No Responses	No Responses	100.00%
% of Leases Sharing Herbicide Costs	70.00%			0.00%
% of Leases Sharing Insecticide Costs	30.00%			0.00%
Forage Sorghum (15 Leases)				
Total Leases in Lease Arrangement	1			
% of Total Leases in Lease Arrangement	100.00%			
% of Leases Sharing Fertilizer Costs	100.00%	No Responses	No Responses	No Responses
% of Leases Sharing Herbicide Costs	0.00%			
% of Leases Sharing Insecticide Costs	0.00%			

* 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, 100.0% of landlords receiving 33% of the Wheat crop paid 33% of fertilizer expenses.

Table 10. Northwest-10 Non-Irrigated Crop-Share Arrangements (Continued)

Crop	Landlord's Percent of Crop Received (and of Costs Paid)*			
	33% Share	40% Share	50% Share	Other % Share
Sunflower (1 Lease)				
Total Leases in Lease Arrangement	1			
% of Total Leases in Lease Arrangement	100.00%			
% of Leases Sharing Fertilizer Costs	100.00%	No Responses	No Responses	No Responses
% of Leases Sharing Herbicide Costs	100.00%			
% of Leases Sharing Insecticide Costs	100.00%			
Fallow (1 Lease)				
Total Leases in Lease Arrangement	1			
% of Total Leases in Lease Arrangement	100.00%			
% of Leases Sharing Fertilizer Costs	100.00%	No Responses	No Responses	No Responses
% of Leases Sharing Herbicide Costs	0.00%			
% of Leases Sharing Insecticide Costs	0.00%			

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

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

Crop	Number of Leases	% of Total Leases	Average Rent (\$/Acre per Year)	Average Acres
Corn	15	44.1%	46.17	618.60
Wheat	12	35.3%	45.63	452.08
Soybeans	2	5.9%	31.50	145.00
Grain Sorghum	3	8.8%	41.33	280.00
Fallow	1	2.9%	50.00	1000.00
Peas	1	2.9%	25.00	250.00

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
Wheat (23 Leases)				
Total Leases in Lease Arrangement	23			
% of Total Leases in Lease Arrangement	100.00%			
% of Leases Sharing Fertilizer Costs	100.00%	No Responses	No Responses	No Responses
% of Leases Sharing Herbicide Costs	43.48%			
% of Leases Sharing Insecticide Costs	30.43%			
Corn (19 Leases)				
Total Leases in Lease Arrangement	19			
% of Total Leases in Lease Arrangement	100.00%			
% of Leases Sharing Fertilizer Costs	100.00%	No Responses	No Responses	No Responses
% of Leases Sharing Herbicide Costs	57.89%			
% of Leases Sharing Insecticide Costs	42.11%			
Grain Sorghum (13 Leases)				
Total Leases in Lease Arrangement	12			1
% of Total Leases in Lease Arrangement	92.31%			7.69%
% of Leases Sharing Fertilizer Costs	100.00%	No Responses	No Responses	100.00%
% of Leases Sharing Herbicide Costs	41.67%			100.00%
% of Leases Sharing Insecticide Costs	25.00%			100.00%
Fallow (1 Lease)				
Total Leases in Lease Arrangement	1			
% of Total Leases in Lease Arrangement	100.00%			
% of Leases Sharing Fertilizer Costs	100.00%	No Responses	No Responses	No Responses
% of Leases Sharing Herbicide Costs	0.00%			
% of Leases Sharing Insecticide Costs	0.00%			

* 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	# of Leases	% of Total Leases	Average Rent (\$/Acre per Year)	Average Acres
Corn	22	44.0%	43.19	589.82
Wheat	13	26.0%	41.68	330.14
Grain Sorghum	11	22.0%	44.69	488.75
Fallow	2	4.0%	37.50	230.00
Hay & Alfalfa	1	2.0%	45.00	55.00
Cane Feed	1	2.0%	30.00	37.00

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
Wheat (17 Leases)				
Total Leases in Lease Arrangement	16			1
% of Total Leases in Lease Arrangement	94.12%			5.88%
% of Leases Sharing Fertilizer Costs	100.00%	No Responses	No Responses	100.00%
% of Leases Sharing Herbicide Costs	50.00%			100.00%
% of Leases Sharing Insecticide Costs	31.25%			100.00%
Corn (6 Leases)				
Total Leases in Lease Arrangement	6			
% of Total Leases in Lease Arrangement	100.00%			
% of Leases Sharing Fertilizer Costs	100.00%	No Responses	No Responses	No Responses
% of Leases Sharing Herbicide Costs	66.67%			
% of Leases Sharing Insecticide Costs	16.67%			
Grain Sorghum (12 Leases)				
Total Leases in Lease Arrangement	12			
% of Total Leases in Lease Arrangement	100.00%			
% of Leases Sharing Fertilizer Costs	100.00%	No Responses	No Responses	No Responses
% of Leases Sharing Herbicide Costs	41.67%			
% of Leases Sharing Insecticide Costs	50.00%			

* 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	# of Leases	% of Total Leases	Average Rent (\$/Acre per Year)	Average Acres
Corn	9	22.0%	32.25	462.14
Wheat	16	39.0%	29.80	415.36
Grain Sorghum	13	31.7%	35.77	631.36
Cotton	1	2.4%	26.00	160.00
Fallow	2	4.9%	26.63	1087.50

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
Wheat (15 Leases)				
Total Leases in Lease Arrangement	13	2		
% of Total Leases in Lease Arrangement	86.67%	13.33%		
% of Leases Sharing Fertilizer Costs	100.00%	100.00%	No Responses	No Responses
% of Leases Sharing Herbicide Costs	92.31%	100.00%		
% of Leases Sharing Insecticide Costs	76.92%	100.00%		
Corn (8 Leases)				
Total Leases in Lease Arrangement	2	6		
% of Total Leases in Lease Arrangement	25.00%	75.00%		
% of Leases Sharing Fertilizer Costs	100.00%	100.00%	No Responses	No Responses
% of Leases Sharing Herbicide Costs	50.00%	100.00%		
% of Leases Sharing Insecticide Costs	50.00%	66.67%		
Soybeans (9 Leases)				
Total Leases in Lease Arrangement	4	5		
% of Total Leases in Lease Arrangement	44.44%	55.56%		
% of Leases Sharing Fertilizer Costs	100.00%	100.00%	No Responses	No Responses
% of Leases Sharing Herbicide Costs	50.00%	100.00%		
% of Leases Sharing Insecticide Costs	100.00%	80.00%		
Grain Sorghum (4 Leases)				
Total Leases in Lease Arrangement	2	2		
% of Total Leases in Lease Arrangement	50.00%	50.00%		
% of Leases Sharing Fertilizer Costs	100.00%	100.00%	No Responses	No Responses
% of Leases Sharing Herbicide Costs	100.00%	100.00%		
% of Leases Sharing Insecticide Costs	100.00%	100.00%		

* 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
Corn	5	31.3%	105.50	153.33
Wheat	3	18.8%	62.67	156.67
Soybeans	8	50.0%	94.38	211.67

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
Wheat (24 Leases)				
Total Leases in Lease Arrangement	20	4		
% of Total Leases in Lease Arrangement	83.33%	16.67%		
% of Leases Sharing Fertilizer Costs	90.00%	100.00%	No Responses	No Responses
% of Leases Sharing Herbicide Costs	70.00%	100.00%		
% of Leases Sharing Insecticide Costs	50.00%	75.00%		
Corn (7 Leases)				
Total Leases in Lease Arrangement	5	2		
% of Total Leases in Lease Arrangement	71.43%	28.57%		
% of Leases Sharing Fertilizer Costs	100.00%	100.00%	No Responses	No Responses
% of Leases Sharing Herbicide Costs	80.00%	100.00%		
% of Leases Sharing Insecticide Costs	80.00%	50.00%		
Soybeans (8 Leases)				
Total Leases in Lease Arrangement	3	3	1	1
% of Total Leases in Lease Arrangement	37.50%	37.50%	12.50%	12.50%
% of Leases Sharing Fertilizer Costs	100.00%	100.00%	100.00%	100.00%
% of Leases Sharing Herbicide Costs	100.00%	100.00%	100.00%	100.00%
% of Leases Sharing Insecticide Costs	100.00%	33.33%	100.00%	100.00%
Grain Sorghum (11 Lease)				
Total Leases in Lease Arrangement	8	3		
% of Total Leases in Lease Arrangement	72.73%	27.27%		
% of Leases Sharing Fertilizer Costs	87.50%	100.00%	No Responses	No Responses
% of Leases Sharing Herbicide Costs	12.50%	100.00%		
% of Leases Sharing Insecticide Costs	25.00%	66.67%		

* 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
Corn	5	12.2%	50.00	658.60
Wheat	13	31.7%	51.96	338.15
Soybeans	9	22.0%	49.56	186.89
Grain Sorghum	12	29.3%	48.00	96.67
Fallow	1	2.4%	30.00	20.00
Pasture	1	2.4%	10.00	30.00

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
Wheat (33 Leases)				
Total Leases in Lease Arrangement	30	2		1
% of Total Leases in Lease Arrangement	90.91%	6.06%		3.03%
% of Leases Sharing Fertilizer Costs	100.00%	100.00%	No Response	100.00%
% of Leases Sharing Herbicide Costs	93.33%	100.00%		100.00%
% of Leases Sharing Insecticide Costs	93.33%	100.00%		100.00%
Corn (7 Leases)				
Total Leases in Lease Arrangement	7			
% of Total Leases in Lease Arrangement	100.00%			
% of Leases Sharing Fertilizer Costs	100.00%	No Response	No Response	No Response
% of Leases Sharing Herbicide Costs	85.71%			
% of Leases Sharing Insecticide Costs	100.00%			
Soybeans (8 Leases)				
Total Leases in Lease Arrangement	8			
% of Total Leases in Lease Arrangement	100.00%			
% of Leases Sharing Fertilizer Costs	100.00%	No Response	No Response	No Response
% of Leases Sharing Herbicide Costs	62.50%			
% of Leases Sharing Insecticide Costs	100.00%			
Grain Sorghum (4 Leases)				
Total Leases in Lease Arrangement	4			
% of Total Leases in Lease Arrangement	100.00%			
% of Leases Sharing Fertilizer Costs	100.00%	No Response	No Response	No Response
% of Leases Sharing Herbicide Costs	100.00%			
% of Leases Sharing Insecticide Costs	100.00%			

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

Table 20. South Central-60 Non-Irrigated Crop-Share Arrangements (Continued)

Crop	Landlord's Percent of Crop Received (and of Costs Paid)*			
	33% Share	40% Share	50% Share	Other % Share
Forage Sorghum (1 Lease)				
Total Leases in Lease Arrangement	1			
% of Total Leases in Lease Arrangement	100.00%			
% of Leases Sharing Fertilizer Costs	100.00%	No Response	No Response	No Response
% of Leases Sharing Herbicide Costs	0.00%			
% of Leases Sharing Insecticide Costs	0.00%			
Cotton (1 Lease)				
Total Leases in Lease Arrangement	1			
% of Total Leases in Lease Arrangement	100.00%			
% of Leases Sharing Fertilizer Costs	100.00%	No Response	No Response	No Response
% of Leases Sharing Herbicide Costs	100.00%			
% of Leases Sharing Insecticide Costs	100.00%			

* 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
Corn	6	19.4%	50.67	102.25
Wheat	13	41.9%	44.31	173.40
Soybeans	3	9.7%	62.67	167.50
Grain Sorghum	1	3.2%	60.00	110.00
Cotton	4	12.9%	44.38	663.00
Pasture	1	3.2%	14.00	2400.00
Brome	3	9.7%	30.00	12.67

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
Wheat (2 Leases)				
Total Leases in Lease Arrangement			2	
% of Total Leases in Lease Arrangement			100.00%	
% of Leases Sharing Fertilizer Costs	No Responses	No Responses	100.00%	No Responses
% of Leases Sharing Herbicide Costs			100.00%	
% of Leases Sharing Insecticide Costs			100.00%	
Corn (7 Leases)				
Total Leases in Lease Arrangement		2	5	
% of Total Leases in Lease Arrangement		28.57%	71.43%	
% of Leases Sharing Fertilizer Costs	No Responses	100.00%	100.00%	No Responses
% of Leases Sharing Herbicide Costs		100.00%	100.00%	
% of Leases Sharing Insecticide Costs		100.00%	100.00%	
Soybeans (8 Leases)				
Total Leases in Lease Arrangement		5	3	
% of Total Leases in Lease Arrangement		62.50%	37.50%	
% of Leases Sharing Fertilizer Costs	No Responses	100.00%	100.00%	No Responses
% of Leases Sharing Herbicide Costs		100.00%	100.00%	
% of Leases Sharing Insecticide Costs		100.00%	100.00%	

* 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	19	41.3%	117.68	167.00
Wheat	3	6.5%	111.67	73.33
Soybeans	23	50.0%	103.91	171.67
Grain Sorghum	1	2.2%	55.00	44.00

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
Corn (9 Leases)				
Total Leases in Lease Arrangement	2	4	3	
% of Total Leases in Lease Arrangement	22.22%	44.44%	33.33%	
% of Leases Sharing Fertilizer Costs	100.00%	100.00%	100.00%	No Responses
% of Leases Sharing Herbicide Costs	100.00%	100.00%	100.00%	
% of Leases Sharing Insecticide Costs	50.00%	25.00%	100.00%	
Soybeans (7 Leases)				
Total Leases in Lease Arrangement	1	4	2	
% of Total Leases in Lease Arrangement	14.29%	57.14%	28.57%	
% of Leases Sharing Fertilizer Costs	100.00%	100.00%	100.00%	No Responses
% of Leases Sharing Herbicide Costs	100.00%	100.00%	100.00%	
% of Leases Sharing Insecticide Costs	0.00%	75.00%	100.00%	

* 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
Corn	13	36.1%	72.08	134.08
Wheat	6	16.7%	57.33	117.90
Soybeans	13	36.1%	69.31	126.86
Grain Sorghum	1	2.8%	65.00	130.00
Pasture	2	5.6%	28.00	80.00
Hay & Alfalfa	1	2.8%	25.00	40.00

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
Wheat (3 Leases)				
Total Leases in Lease Arrangement	3			
% of Total Leases in Lease Arrangement	100.00%			
% of Leases Sharing Fertilizer Costs	100.00%	No Responses	No Responses	No Responses
% of Leases Sharing Herbicide Costs	100.00%			
% of Leases Sharing Insecticide Costs	0.00%			
Corn (9 Leases)				
Total Leases in Lease Arrangement	8	1		
% of Total Leases in Lease Arrangement	88.89%	11.11%		
% of Leases Sharing Fertilizer Costs	75.00%	100.00%	No Responses	No Responses
% of Leases Sharing Herbicide Costs	37.50%	100.00%		
% of Leases Sharing Insecticide Costs	12.50%	100.00%		
Soybeans (13 Leases)				
Total Leases in Lease Arrangement	12		1	
% of Total Leases in Lease Arrangement	92.31%		7.69%	
% of Leases Sharing Fertilizer Costs	83.33%	No Responses	100.00%	No Responses
% of Leases Sharing Herbicide Costs	66.67%		100.00%	
% of Leases Sharing Insecticide Costs	25.00%		100.00%	

* 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
Corn	8	42.1%	55.38	207.25
Wheat	4	21.1%	46.25	69.00
Soybeans	6	31.6%	48.33	117.50
Grain Sorghum	1	5.3%	40.00	39.00

Table 28. Importance of Factors Affecting Rental Rate

Factors Affecting Rental Rate	# of Responses	Average	Percentage of Responses (%)				
			Most Important			Least Important	
			1	2	3	4	5
Crop Price	191	2.41	34.6%	26.2%	16.8%	8.4%	14.1%
Input Price	184	2.83	20.1%	23.9%	25.5%	14.1%	16.3%
Land Size	181	3.50	7.7%	13.3%	28.2%	22.7%	28.2%
Land Quality	198	2.40	31.3%	27.8%	21.7%	7.6%	11.6%
Land Location	190	2.84	19.5%	27.4%	20.0%	15.8%	17.4%
Length of the Lease	160	3.44	10.6%	19.4%	18.1%	19.4%	32.5%
Relationship between Landowner and Tenant	168	2.51	41.7%	14.3%	14.3%	10.7%	19.0%
Other	14	1.79	50.0%	35.7%	0.0%	14.3%	0.0%