

2021 Missouri Agriculture Rental Rate Survey

Whether you are a landowner or a tenant, your response to this survey provides valuable information to Missouri farmers, ranchers, hunters, and landowners.

Agriculturalists seek and use the University of Missouri agriculture rental rate survey results to make business decisions. This survey seeks information about cash rental rates for cropland, crop share, pastureland, buildings and facilities, hunting leases, and commodity price and interest rate expectations.

Survey results will be summarized and reported for free online at extension.missouri.edu. If you would like a summary of this survey sent directly to your email, please include it below. Providing an email is not required. You can see previous cash rental rate survey results at <https://extension.missouri.edu/g427>

This survey is anonymous, voluntary, and minimal risk. The survey is expected to take five minutes to complete. You **only** need to complete the sections of the survey that apply to you, and sections can be repeated for additional lease agreements. For sections that do not apply to you, please leave them blank.

Thank you! Please return by Friday, August 20th, 2021 to:
Ray Massey, Ben Brown & Sydney Schupp
223 Mumford Hall
Columbia, MO
Or email to bpbrown@missouri.edu

Thank you for participating in our survey. If you would like a copy of the results, please provide your email address.

Cropland Only

Cash Rental Rates

In this section, please answer questions related to cash rent agreements.

1. In what Missouri county is the rented land located? _____

2. How many tillable acres in this rented field? _____ acres

Crop planted in 2021: (example: corn) _____

Irrigation Practice (circle one): Irrigated Non-irrigated

10-year actual production history (APH) yield _____ bu./acre

3. What is the annual average cash rental rate?

\$_____/year for 2020 and what was the average 2020 yield_____ bu./acre

\$_____/year for 2021 and what is the expected 2021 yield_____ bu./acre

4. How many uninterrupted years have you leased this land? _____ years

5. How often do you renegotiate the lease (circle one)?

a. Annually b. Every 2 years c. 3-5 years d. Other_____

6. Is the land certified organic (circle one)? Yes No

7. In what month(s) is your cash rent due (circle all that apply)?

January	February	March	April
May	June	July	August
September	October	November	December

8. Is the tenant required to keep a minimum fertilizer level (circle one)? Yes No

If yes, circle all that apply: pH Phosphorus Potassium

9. Is the tenant required to supply precision agriculture yield data to the landowner (circle one)? Yes No

If you have another farm lease with cash rent, please fill out another copy of this page

Crop Share

In this section, please answer questions related to crop share agreements.

1. In what Missouri county is the rented land located? _____

2. How many tillable acres do you rent? _____ acres

3. What does your typical crop share look like (complete one section: a. b. or c.)?
 - a. All crops on farm: _____% Landlord and _____% Tenant
 - b. Flex Share: base price: \$_____/acre (circle those that apply):
 - i. Yield
 - ii. Price
 - iii. Both yield and price
 - c. Crop share per commodity:
 - i. Wheat: _____% Landlord _____% Tenant
 - ii. Milo: _____% Landlord _____% Tenant
 - iii. Corn: _____% Landlord _____% Tenant
 - iv. Soybeans: _____% Landlord _____% Tenant
 - v. Alfalfa: _____% Landlord _____% Tenant
 - vi. Cotton: _____% Landlord _____% Tenant
 - vii. Rice: _____% Landlord _____% Tenant
 - viii. Fruits: _____% Landlord _____% Tenant
 - ix. Vegetables: _____% Landlord _____% Tenant
 - x. Oats: _____% Landlord _____% Tenant
 - xi. Hemp: _____% Landlord _____% Tenant

4. What inputs are shared with or paid by the landowner? (include percentage share covered by owner)

a. Fertilizer_____	b. Seed Cost_____	c. Fungicide_____
d. Herbicide_____	e. Harvest Cost_____	f. Insecticide_____
g. Terrace/Structural Maintenance_____	h. Storage Cost_____	i. Application Costs_____

10. How many years have you leased this land? _____ years

11. How often do you renegotiate the lease? (circle one)

a. Annually	b. Every 2 years	c. 3-5 years	d. Other_____
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*If you have more than one crop share, please fill out another copy of this section.

Pastureland

Rent is flat rate per year for grazing or grazing+hay removal.

Descriptions of Pasture Quality

Intensively Managed Pasture: carrying capacity less than 2.5 acres per cow-calf pair per year

Good Pasture/Hay Ground: carrying capacity less than 4 acres per cow-calf pair per year

Fair/Poor Pasture: carrying capacity 4 to 7 acres per cow-calf pair per year

Timber Pasture: carrying capacity more than 7 acres per cow-calf pair per year

Cash Rent

Intensively Managed Pasture:

1. County: _____
2. Number of grazed acres: _____ acres; Number of total acres: _____ acres
3. Rent: \$_____/entire field in 2020 and \$_____/entire field in 2021

Good Pasture:

1. County: _____
2. Number of grazed acres: _____ acres; Number of total acres: _____ acres
3. Rent: \$_____/entire field in 2020 and \$_____/entire field in 2021

Fair/Poor Pasture:

1. County: _____
2. Number of grazed acres: _____ acres; Number of total acres: _____ acres
3. Rent: \$_____/entire field in 2020 and \$_____/entire field in 2021

Timber Pasture:

1. County: _____
2. Number of grazed acres: _____ acres; Number of total acres: _____ acres
3. Rent: \$_____/entire field in 2020 and \$_____/entire field in 2021

Share Rent

Pasture Share: (Circle: Good Pasture/ Hay Ground, Fair/Poor Pasture, or Timber Pasture)

Hay Production

- i. Cool season pasture: _____% Landlord _____% Tenant
- ii. Warm season pasture: _____% Landlord _____% Tenant

Livestock Sales

- i. Cow/calf pairs: _____% Landlord _____% Tenant
- ii. Stockers: _____% Landlord _____% Tenant

If you have more than one lease, please fill out another copy of this section

Rent Charged by Stocking Rate on Pasture

Cow-calf pair:

1. County: _____
2. Acres Rented: _____ acres
3. Stocking Rate: _____ acres/pair

4. 2021 charge: \$_____/pair/month
5. 2020 charge: \$_____/pair/month

6. Which months are cattle on pasture (circle all that apply)?

January	February	March	April
May	June	July	August
September	October	November	December

Yearlings:

1. County: _____
2. Acres Rented: _____ acres
3. Stocking Rate: _____ acres/head

4. 2021 charge: \$_____/head/month
5. 2020 charge: \$_____/head/month

6. Which months are cattle on pasture (circle all that apply)?

January	February	March	April
May	June	July	August
September	October	November	December

Replacement Heifers:

1. County: _____
2. Acres Rented: _____ acres
3. Stocking Rate: _____ acres/head

4. 2021 charge: \$_____/head/month
5. 2020 charge: \$_____/head/month

6. Which months are cattle on pasture (circle all that apply)?

January	February	March	April
May	June	July	August
September	October	November	December

If you have more than one lease, please fill out another copy of this section

Hunting Lease

1. County: _____

2. Type of hunting: circle one of the choices below
 - a. Deer only
 - b. Turkey only
 - c. Deer and turkey
 - d. Ducks/geese
 - e. Any wildlife

3. How many acres are in the lease? _____ acres

4. How many hunters are allowed per lease? _____ hunters

5. 2020 Charge: \$ _____
6. 2021 Charge: \$ _____

7. Rent basis: circle one of the choices below
 - a. Per year
 - b. Per acre
 - c. Per hunter
 - d. Per hunting season
 - e. Per day

If you have more than one hunting lease, please fill out another copy of this section

Farm Buildings and Facilities

1. What type of structure do you rent? Example: grain bin, machine storage, livestock facility, corral etc.

2. Location of structure? _____ County
3. Size/Capacity: _____ bushels or square feet
4. 2021 Total Charge: \$ _____
5. 2020 Total Charge: \$ _____
6. Rent basis: circle one of the choices below
 - a. Per bushel/month
 - b. Per bushel/year
 - c. Per bin/year
 - d. Per square foot/month
 - e. Per square foot/year

Future Price Expectations

1. Are you a landowner or tenant (circle one)?
 - a. Landowner
 - b. Tenant
2. In the last three years, land available to rent in my county (circle answer):
 - a. Decreased less than 5%
 - b. Decreased 5-10%
 - c. Decreased 10-20%
 - d. Stayed the same
 - e. Increased less than 5%
 - f. Increased 5-10%
 - g. Increased 10-20%
3. In the next three years, land available to rent in my county will (circle answer):
 - a. Decrease less than 5%
 - b. Decrease 5-10%
 - c. Decrease 10-20%
 - d. Stay the same
 - e. Increase less than 5%
 - f. Increase 5-10%
 - g. Increase 10-20%
4. For the next three years, what is your estimate of the average on-farm corn price per year? \$ _____/bushel
5. For the next three years, what is your estimate of the average on-farm soybean price? \$ _____/bushel
6. For the next five years, what is your estimate of the average farm mortgage interest rate? _____%