Farmland Leasing Information Remains a Priority for Iowans and Out-of-State Landowners in 2022

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PURPOSE

Over half of Iowa farmland is owned by someone who does not currently farm, of which 34% is owned by owners with no farming experience, and 24% is owned by retired farmers.

Land owners and tenants look to ISU Extension year after year to provide educational information from an unbiased source on leasing and land value trends.

METHOD

Work together as a team.
Plan for farmland leasing programs months in advance.
Develop 100-page leasing book and other materials.
Organize in-person meeting sites with county partners.
Prepare virtual sessions.
Plan for marketing, registration, and evaluation.

TOPICS

Land values and cash rent trends.
Rental rate determination.
Legal updates including income tax exclusion.
Cost of production.
Carbon credits, land improvements, and water quality.
Landowner-tenant communication and annual reports.
Cyber security and mental health.

AUDIENCE REACH

74 in-person sites were attended by 1,188 participants.
2 virtual sessions were attended by 100 participants.
14 was the number of states participants came from.
61% of participants attended a previous year.

KNOWLEDGE GAINED

90% were more confident to make changes needed to lease agreements.
95% agreed they are better able to communicate farmland leasing topics.
96% agreed their knowledge on trends and issues impacting farmland leases increased.
96% were satisfied with their reason for participating (met needs).

ACTIONS PLANNED

21% planned to increase rent.
18% planned to improve communication with other people involved with the lease.
15% planned to increase information shared with other people involved in lease (annual report).
12% planned to send termination notice to end the 2022 lease terms.
11% planned to discuss and/or implement conservation strategies.

PRIVATE AND PUBLIC VALUE

Extension has an important role in providing up-to-date and unbiased information to farmland owners and operators from Iowa and across state lines.

When farmland owners and operators work together, they can enhance Iowa’s agricultural productivity while also improving conservation practices and maintaining strong rural relationships.