



AGRICULTURAL
LAND MANAGEMENT QUARTERLY
WEBINAR SERIES

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CAP

Agricultural Land Management Quarterly Presenters

Archived Programs: cap.unl.edu/landmanagement

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Outline of topics, November 17, 2025

- **Topics**
- USDA Land Management Highlights
 - 2025 county-level cash rental rate estimates
 - ARC & PLC Farm Program Payments
- Landlord & Tenant Communication
 - Harvest season reports and closing out the lease
 - Considerations for leases in 2026
- Ask an Expert
 - Review of submitted questions
 - Upcoming land management workshops and publications



2025 USDA-National Agricultural Statistics Service Cash Rent Survey

Presented By Jim Jansen



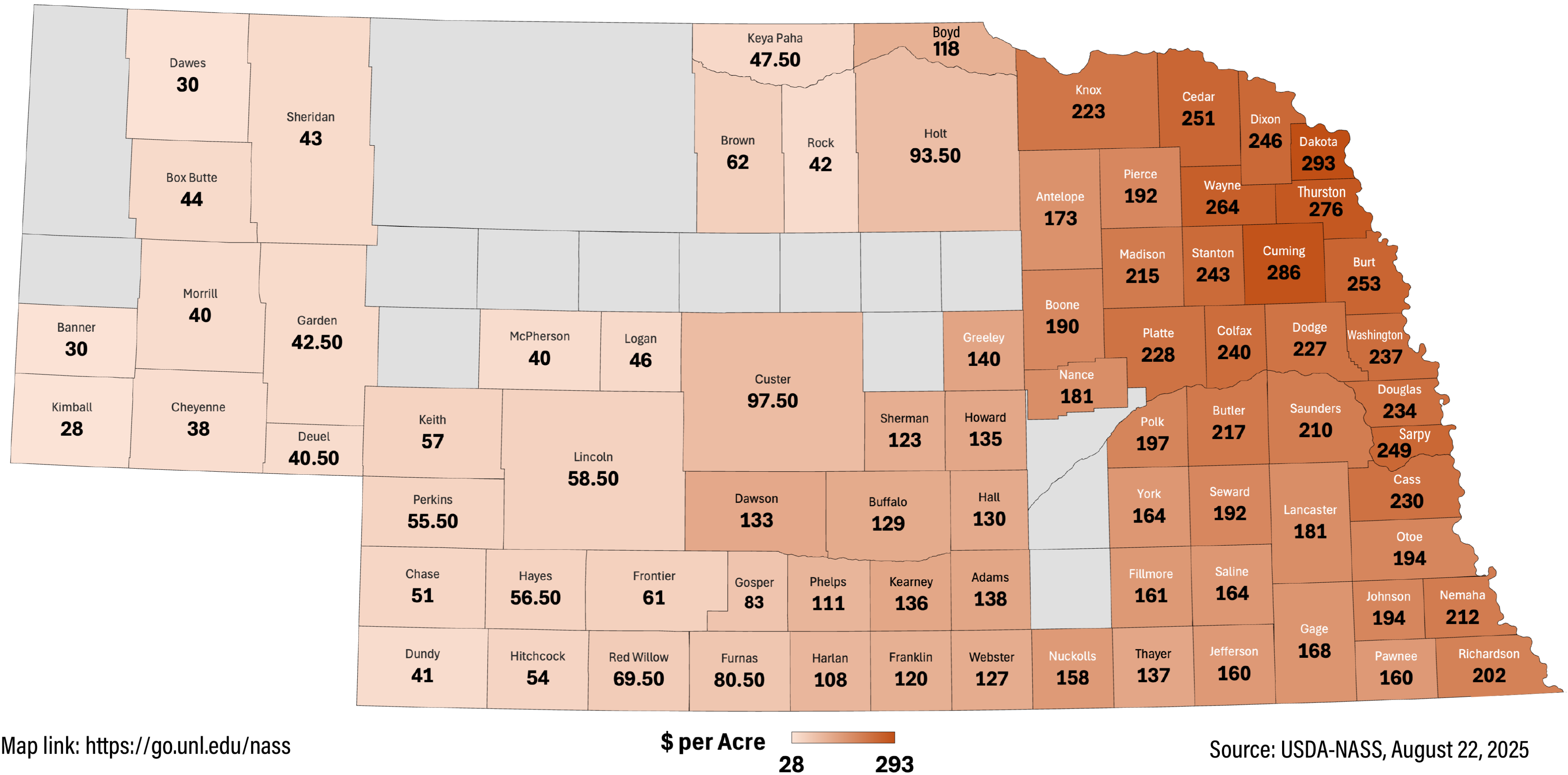
USDA-National Agricultural Statistics Service

Cash Rent Survey

- Biennial survey conducted by the USDA-National Agricultural Statistics Service (NASS) of farmers and ranchers
 - Survey starts in late-winter and conducted through mid-summer of odd-numbered years (occasionally in even-numbered years)
 - Analysis published around the second week of September
- Nebraska county estimates, in addition to other resources, may be found at:
 - [www.nass.usda.gov/Statistics by State/Nebraska/Publications/County Estimates/](http://www.nass.usda.gov/Statistics_by_State/Nebraska/Publications/County_Estimates/)
- Recent Center for Agricultural Profitability article USDA Reports on County-Level Cash Rent Estimates in Nebraska for 2025:
 - <https://cap.unl.edu/countyrents/>

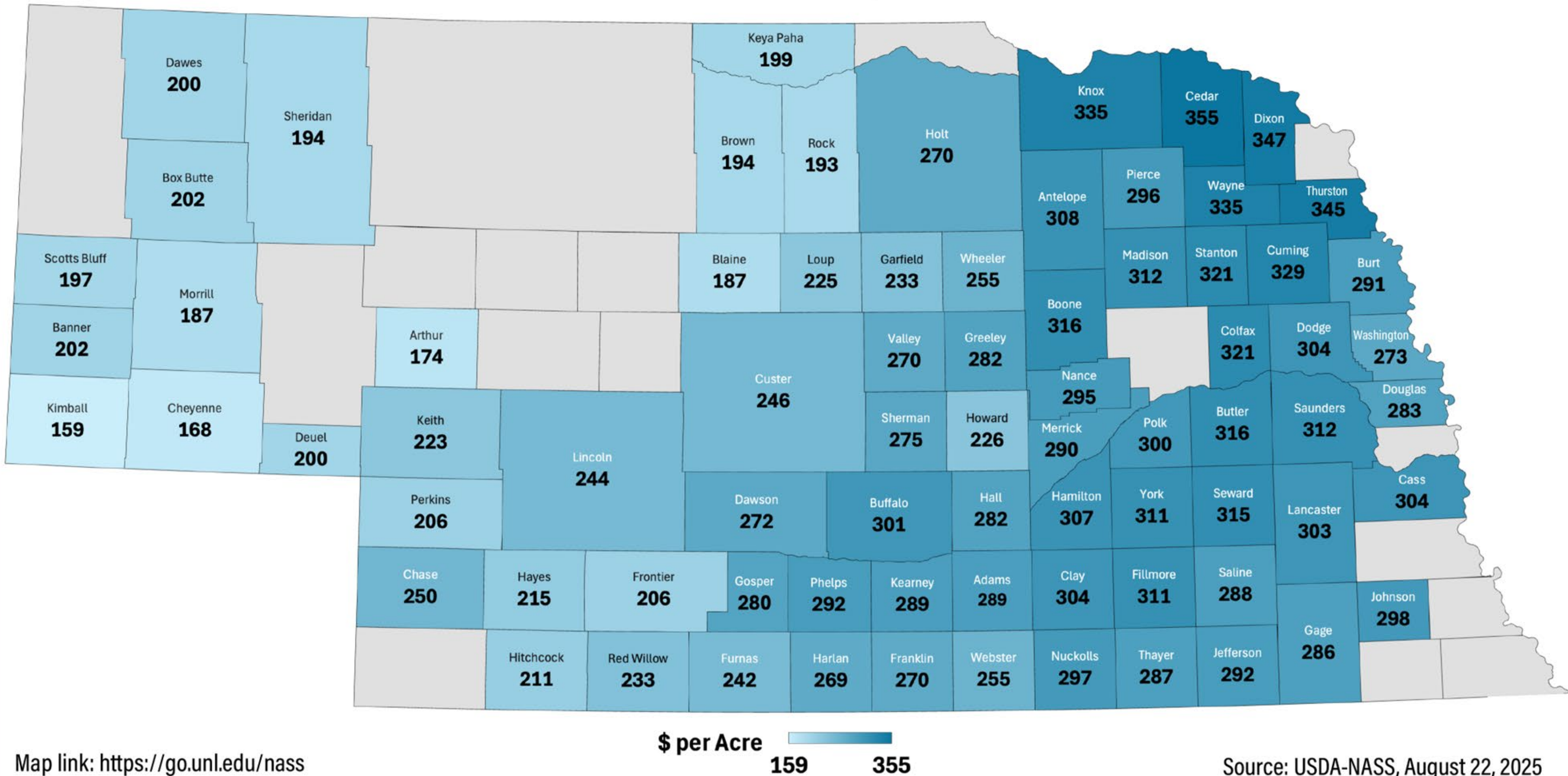


2025 Non-Irrigated Cropland Cash Rent Paid Per Acre USDA Nebraska County Estimates



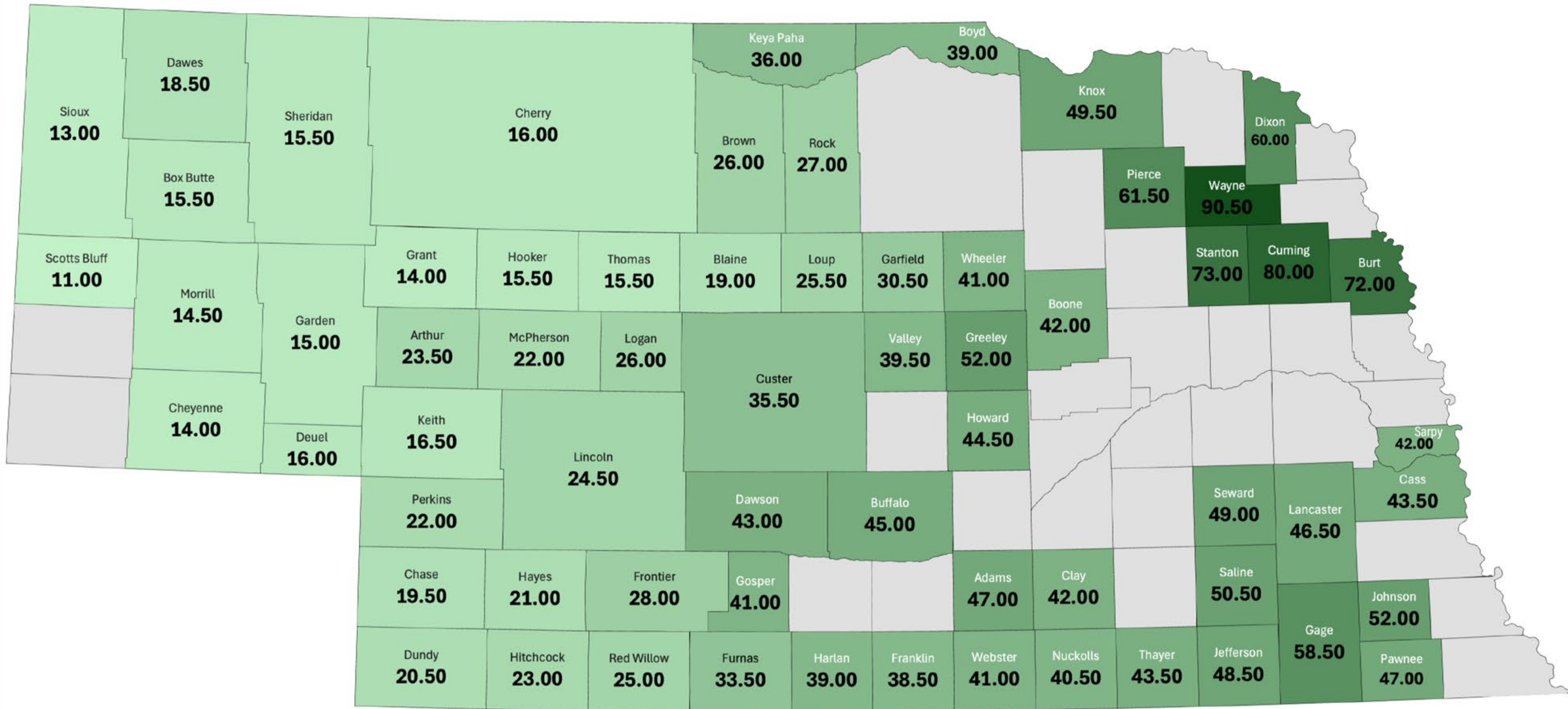
2025 Irrigated Cropland Cash Rent Paid Per Acre

USDA Nebraska County Estimates



2025 Pasture Cash Rent Paid Per Acre

USDA Nebraska County Estimates



Map link: <https://go.unl.edu/nass>

\$ per Acre
11.00 90.50

Source: USDA-NASS, August 22, 2025

USDA-Farm Service Agency ARC & PLC Farm Program Payments

Presented by Jim Jansen

Analysis conducted by Brad Lubben

Dept. Ag Econ, UNL



Farm Income Situation & Outlook

**NEBRASKA AND U.S. FARM
INCOME UPDATE
AND OUTLOOK**

**FALL
2025**

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CENTER FOR AGRICULTURAL PROFITABILITY
Institute of Agriculture and Natural Resources
cap.unl.edu/webinars

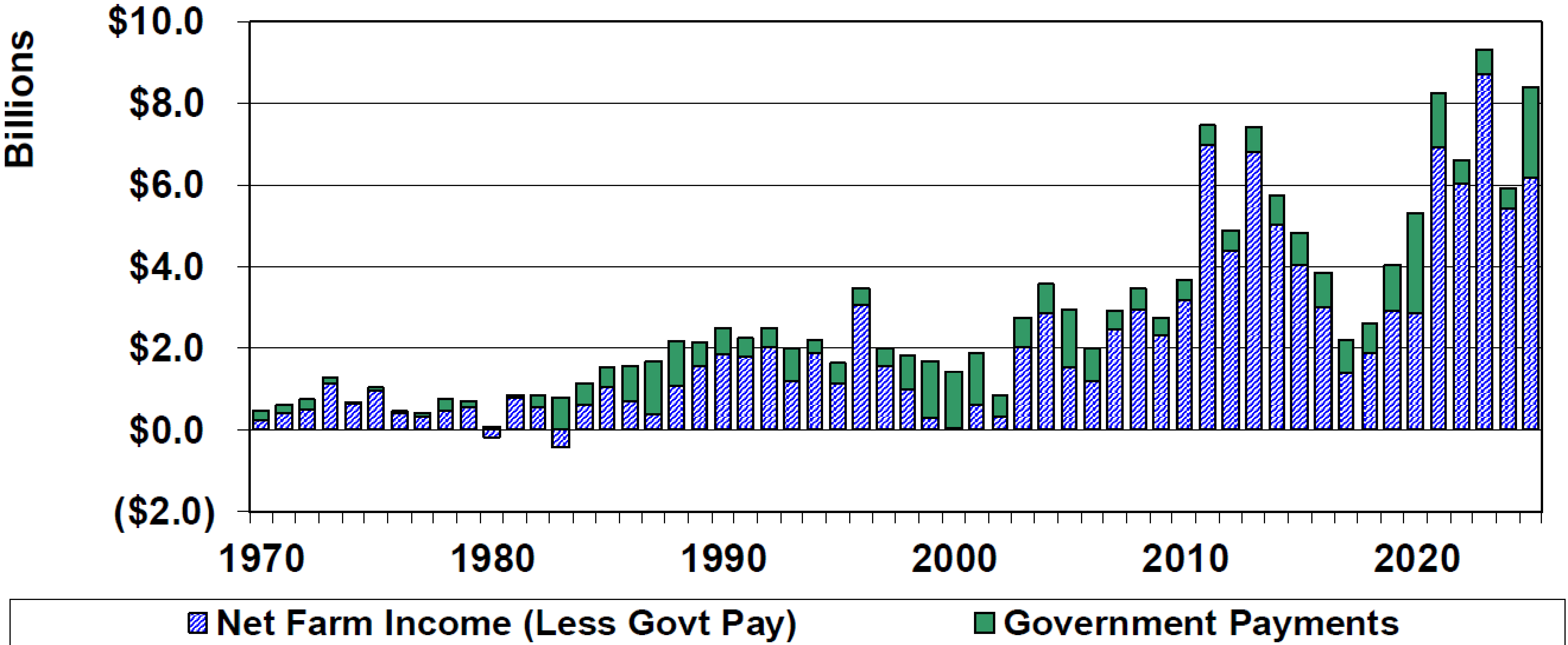
WEBINAR

11.6.25

MU Rural & Farm Finance
Policy Analysis Center
University of Missouri

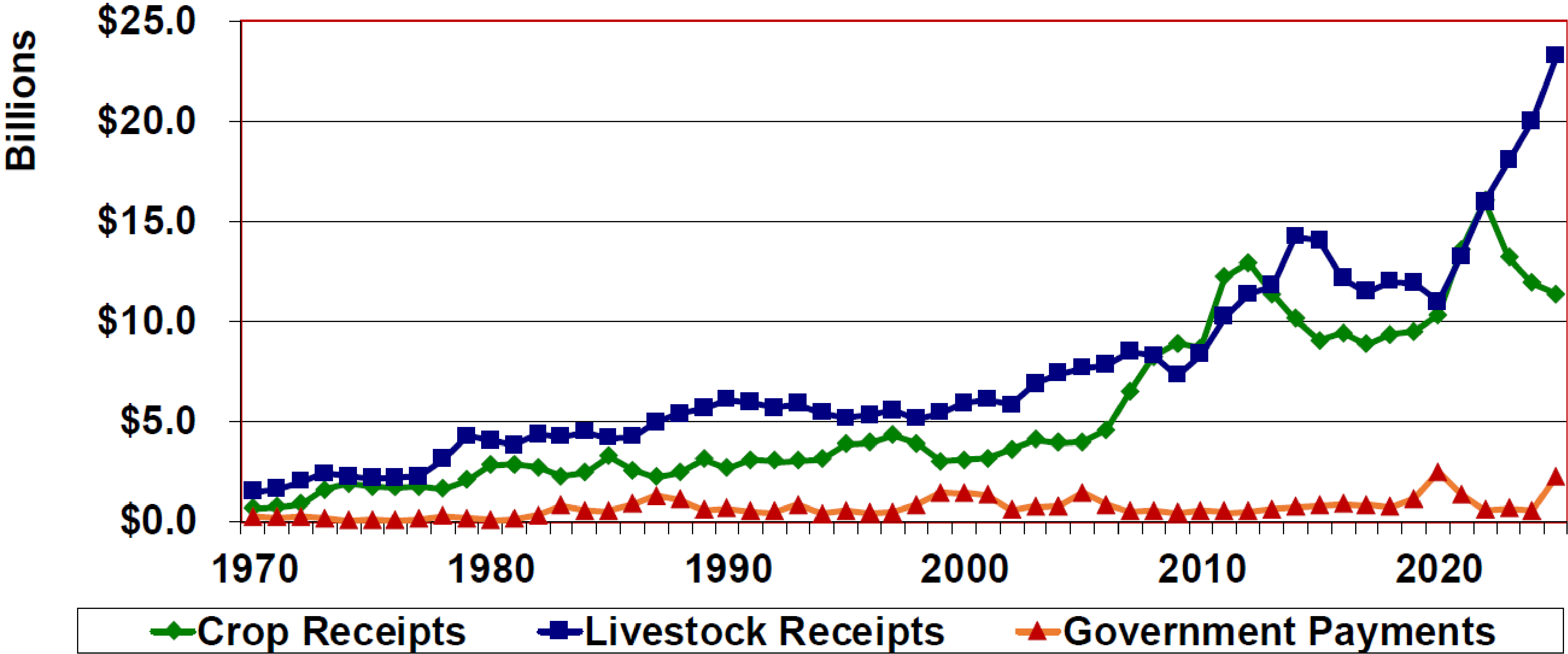
Webinar - Nov. 6, 2025: <https://cap.unl.edu/farm-income-webinar-fall-2025/>

Nebraska Farm Income



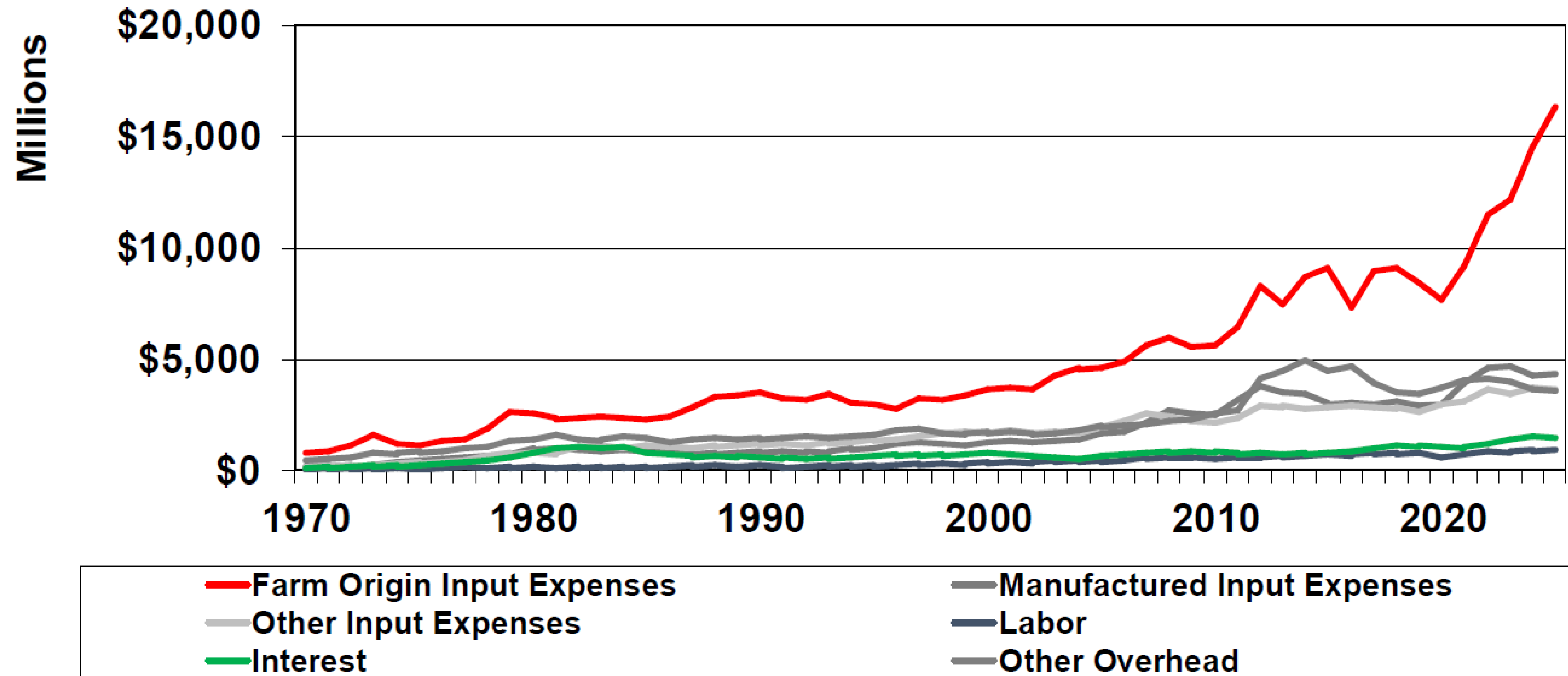
Source: USDA –ERS, FAPRI, RaFF and author calculations, October 2025.

Nebraska Farm Receipts



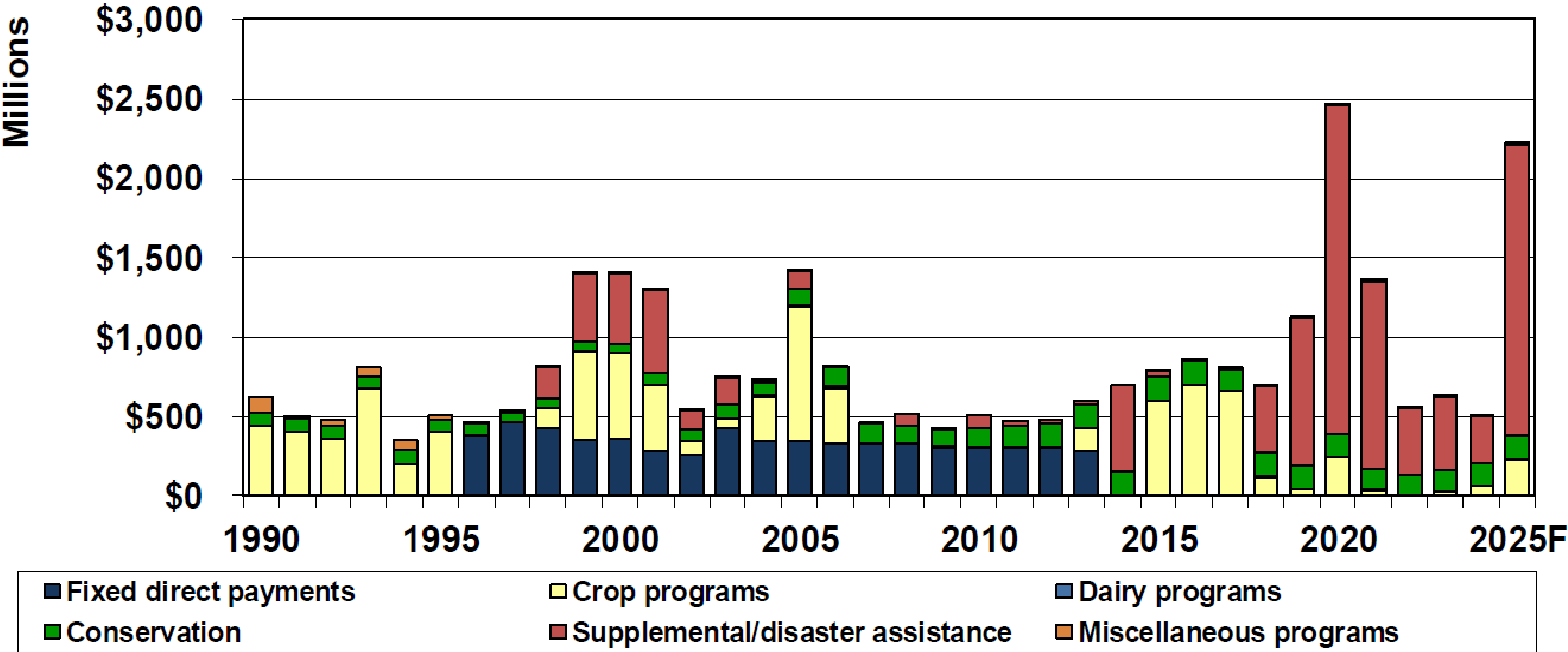
Source: USDA –ERS, FAPRI, RaFF and author calculations, October 2025.

Nebraska Farm Receipts



Source: USDA –ERS, FAPRI, RaFF and author calculations, October 2025.

Nebraska Farm Receipts



Source: USDA –ERS, FAPRI, RaFF and author calculations, October 2025.

Comparing Safety Nets

PLC for 2025 and 2026 (Paid in 2026 and 2027)

Commodity	Statutory Reference Prices		Effective Reference Prices			Marketing Year Average Prices		PLC Payment Rates		
	Pre OB3	OB3	2025 (Pre OB3)	2025 (OB3)	2026P (OB3)	2025P	2026P	2025P (Pre OB3)	2025P (OB3)	2026P (OB3)
	A	B	C = MED (A, 85%OAP, A*1.15)	D = MED (A, 88%OAP, A*1.15)	E = MED (B, 88%OAP, B*1.15)	F	G	H = C - F	I = D - F	J = E - G
Corn	\$3.70	\$4.10	\$4.26	\$4.42	4.27	\$3.90	\$4.00	\$0.36	\$0.52	\$0.27
Grain Sorghum	3.95	4.40	4.51	4.67	4.51	3.70	3.90	0.81	0.97	0.61
Soybeans	8.40	10.00	9.66	10.71	10.34	10.10	10.00	0.00	0.61	0.34
Wheat	5.50	6.35	5.56	6.35	6.35	5.30	5.90	0.26	1.05	0.45

Notes: Calculations based on 2025 farm program provisions under the continuation of the 2018 Farm Bill compared to the 2025 and 2026 farm program provisions under the One Big Beautiful Bill Act (OB3). Effective reference price projections for 2026 and price projections and PLC payment rate projections for 2025 and 2026 based on information from USDA-WAOB and USDA-FSA as of August 2025. Projections subject to change before 2025 and 2026 crop program PLC payments would be due in October 2026 and 2027 respectively.

Comparing Safety Nets

ARC for 2025 and 2026 (Paid in 2026 and 2027)

Commodity	Benchmark Prices			Effective ARC Price Guarantee			Marketing Year Average Prices		ARC Effective Price Protection at Benchmark Yields		
	2025 (Pre OB3)	2025 (OB3)	2026 (OB3)	2025 (Pre OB3)	2025 (OB3)	2026P (OB3)	2025P	2026P	2025P (Pre OB3)	2025P (OB3)	2026P (OB3)
	A = OAP	B = OAP	C = OAP	D = A * 86%	E = B * 90%	F = C * 90%	G	H	I = D – G	J = E – G	K = F - H
Corn	\$5.03	\$5.03	\$5.03	\$4.33	\$4.53	\$4.53	\$3.90	\$4.00	\$0.43	\$0.63	\$0.53
Grain Sorghum	5.30	5.30	5.30	4.56	4.77	4.77	3.70	3.90	0.86	1.07	0.87
Soybeans	12.17	12.17	12.17	10.47	10.95	10.95	10.10	10.00	0.37	0.85	0.95
Wheat	6.72	6.98	6.98	5.78	6.28	6.28	5.30	5.90	0.48	0.98	0.38

Notes: Calculations based on 2025 farm program provisions under the continuation of the 2018 Farm Bill compared to the 2025 and 2026 farm program provisions under the One Big Beautiful Bill Act (OB3). Effective reference price projections for 2026 and price projections and PLC payment rate projections for 2025 and 2026 based on information from USDA-WAOB and USDA-FSA as of August 2025. Projections subject to change before 2025 and 2026 crop program PLC payments would be due in October 2026 and 2027 respectively.

Landlord & Tenant Communication

Presented by Anastasia Meyer



Good Communication for Agricultural Leases

Erosion:

- Now is also a good time to visit the farm – observe:
 - Erosion issues (ditches), talk between landlord and tenant about solving
 - Weed pressures – do you consider a fall application for weed control?



Good Communication – Cornstalks

- How is yield information shared?
 - Crop Share
 - Cash Lease
 - Flex Lease
- Can the landowner ask for this?
- What about yield data from the monitor in the combine?



Good Communications – Cornstalks

- Can they be grazed?
- Is there a rent charged for using cornstalks?
 - Tenant
 - Sublease
- Any concerns?
- Baling cornstalks
 - Consider the amount removed



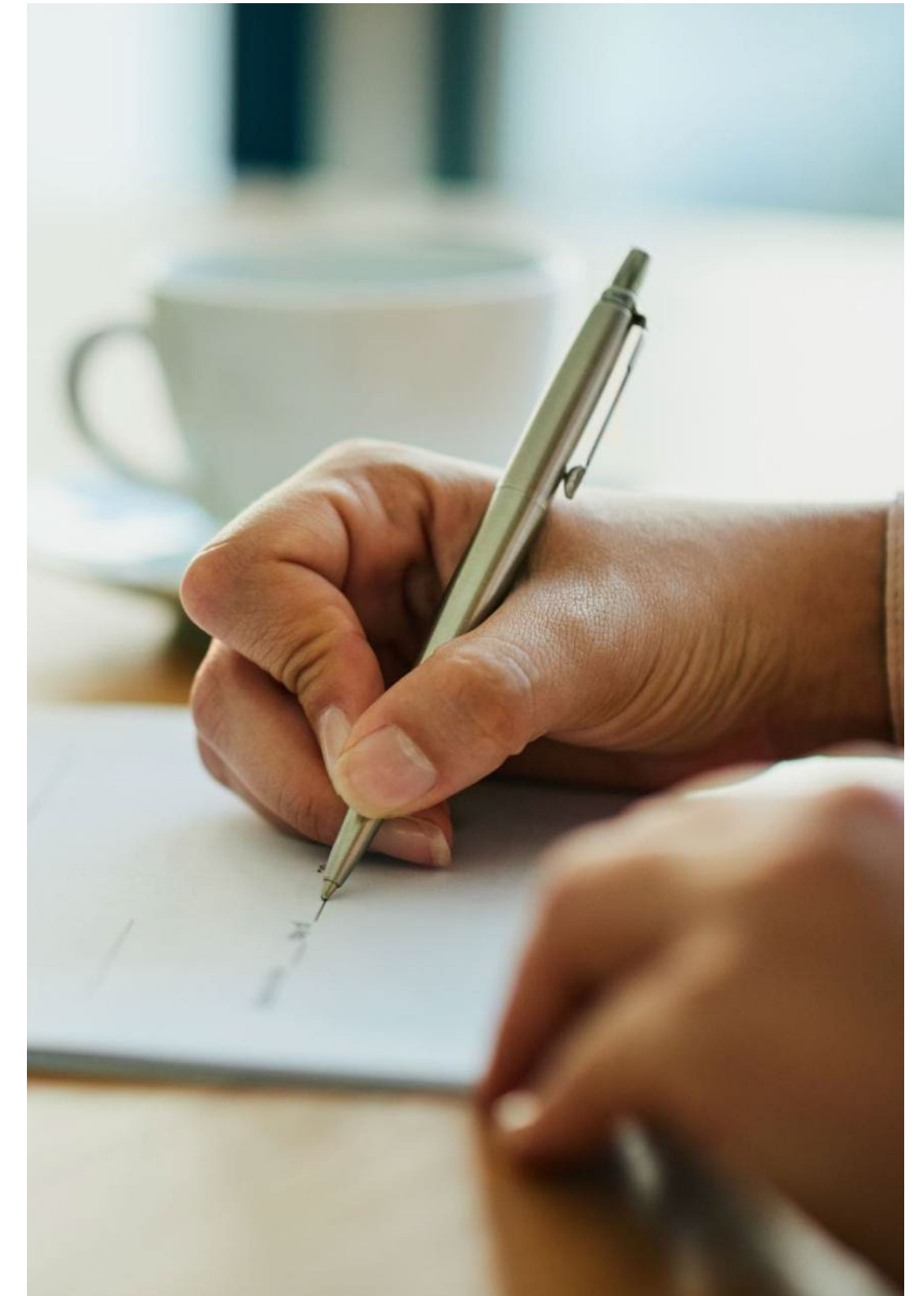
Good Communications - Hunting

- Hunting season is here – Who can hunt?
- Cropland verbal lease
 - Tenant has all rights (including hunting or fishing from beginning of March to end of February)
- Pasture verbal lease
 - Tenant has all rights during the five-month grazing season



Value of a Written Lease

- Written leases carry a higher value over a verbal lease
 - Protects the rights of both parties under the contract
 - Specific duties and rights of each party spelled out in the contract
- Documents lease terms for unforeseen events
 - An unforeseen passing of older landlords or tenants may require another party to step in and manage the estate
 - An absentee third party may not have current knowledge or experience in the agricultural industry



AgLease101.org – Free PDF Leases

Ag Lease 101

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Ag Lease 101

Ag Lease 101 helps both land owners and land operators learn about alternative lease arrangements and includes sample written lease agreements for several alternatives. Ag Lease 101 was created by and is maintained by the North Central Farm Management Extension Committee.



AgLease101.org – Free PDF Leases

Lease Publications

Lease Publications



Fixed and Flexible Cash Rental Arrangements for Your Farm

(NCFMEC-01)



Crop Share Rental Arrangements For Your Farm

(NCFMEC-02)



Pasture Rental Arrangements For Your Farm

(NCFMEC-03)



Rental Agreements For Farm Buildings and Livestock Facilities

(NCFMEC-04)



Purchasing and Leasing Farm Equipment

(NCFMEC-05)



Beef Cow Rental Arrangements For Your Farm

(NCFMEC-06)



Farm Building Rental Rate Survey

(NCFMEC-07)

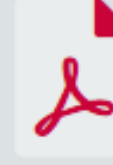
Lease Forms

Fillable PDF Forms



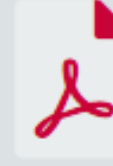
Cash Farm Lease

(NCFMEC-01A)



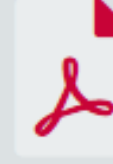
Crop Share Farm Lease Cash Farm Lease Cash Farm Lease

(NCFMEC-02A)



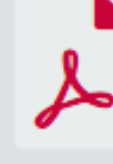
Pasture Lease

(NCFMEC-03A)



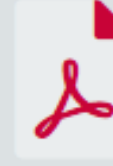
Farm Building or Livestock Facility Lease

(NCFMEC-04A)



Farm Machinery Lease for Non-commercial Transactions

(NCFMEC-05A)



Livestock Rental Lease

(NCFMEC-06A)

Ask an Expert

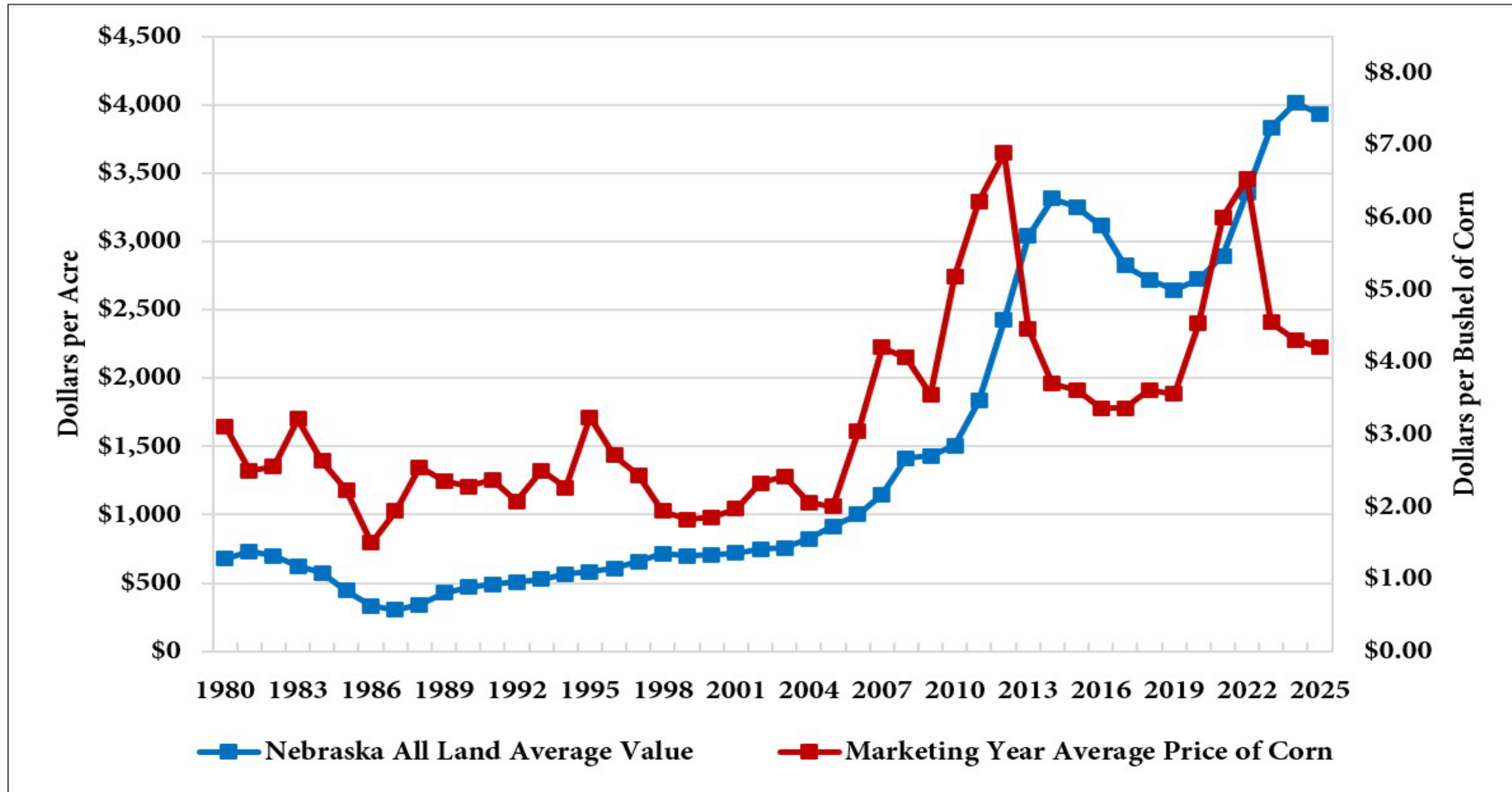
Presented by Jim Jansen & Anastasia Meyer



Land Management Questions

Question: Where are land prices & cash rental rates headed in the future? Could land prices or rents level-off or drop?

Answer:



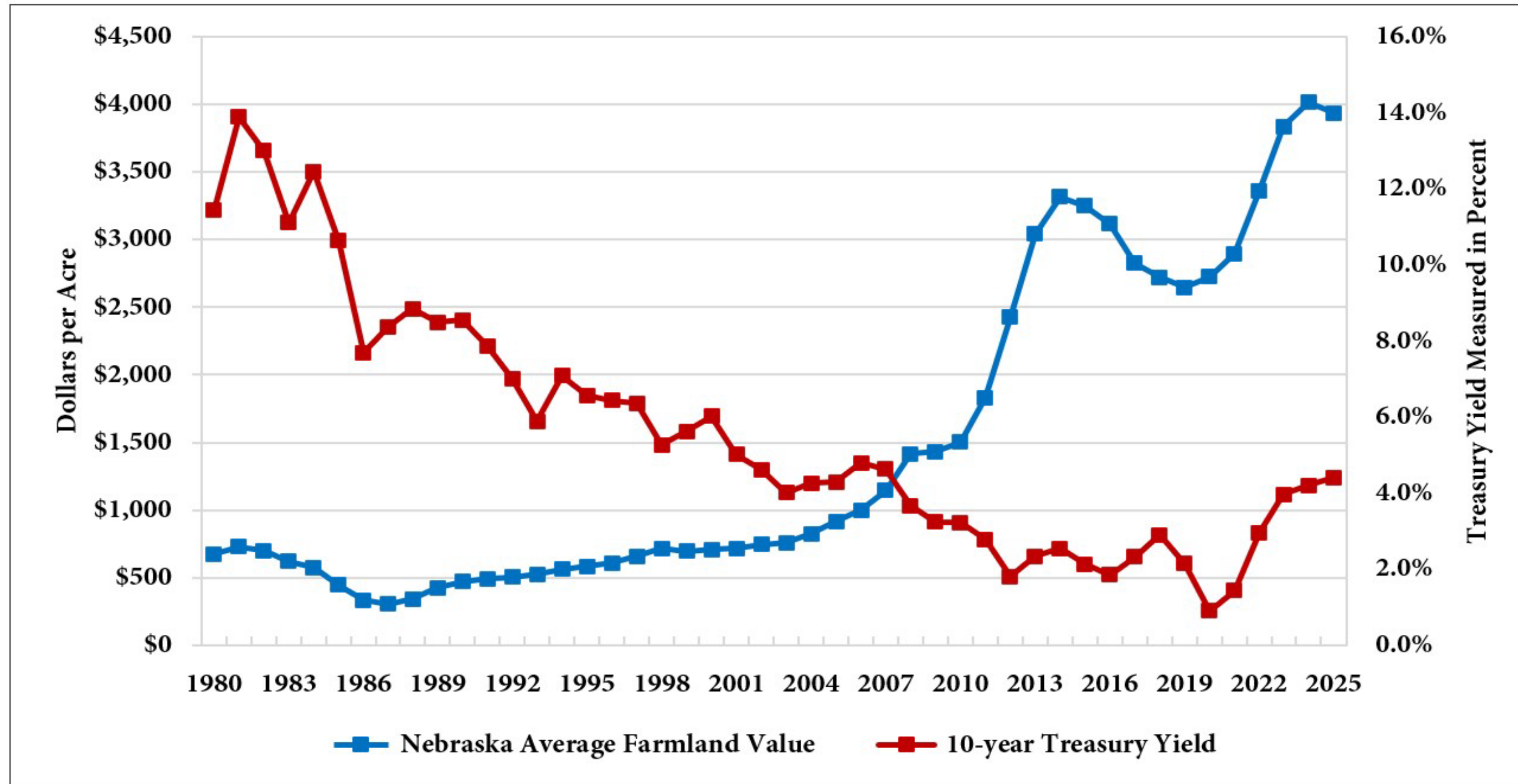
Source: UNL Nebraska Farm Real Estate Market Surveys, 1980-2025



Land Management Questions

Question: Where are land prices & cash rental rates headed in the future? Could land prices or rents level-off or drop?

Answer:



Source: UNL Nebraska Farm Real Estate Market Surveys, 1980-2025

Land Management Questions

Question: What provisions need to be in a verbal lease termination letter?

- **Answer:** Proper termination letters need to have the appropriate information for the parties and rented property. Things to include in a termination letter might include:
 - Date
 - Name and address of landlord and tenant
 - Legal description of property
 - Terms stating the termination of the lease
- Consider consulting an attorney who may send out a termination letter for a nominal fee
- Send via Certified mail with return receipt



Land Management Questions

Question: If the ground will be sold and the current lease ends on February 28, 2026 - does notification need to be given to the tenant on lease termination?

- **Answer:** Professional courtesy should be shown to the other party any time major changes are made to the ownership of land
 - Notifying sooner rather than later important so the tenant may make adjustments
 - What does the lease contain related to termination?
 - Written lease – does the lease end or contain a rollover clause?
 - Verbal lease requires termination prior to September 1, 2025
 - Any existing lease not terminated (or ended) will rollover to the new owner!



Land Management Questions

- **Question:** Online participants may now submit their questions.
- **Answer:** Review of questions and answers will be based upon remaining time available.



2025-2026 Landlord/Tenant Cash Rent Workshops

Link: <https://cap.unl.edu/land26/>

- **Dec. 4, 2025, in Seward**, 10:30 a.m.-2 p.m., at the office of Nebraska Extension in Seward County, 322 S. 14th St. Lunch included, sponsored by Farmers National Company. Register by Dec. 3 by calling Nebraska Extension in Seward County at 402-643-2981.
- **Dec. 9, 2025, in Auburn**, 1-4 p.m., at the office of Nebraska Extension in Nemaha County, 1824 N St., Suite 105. Refreshments included, sponsored by Farmers National Company. Register by Dec. 8 by calling Nebraska Extension in Nemaha County at 402-274-4755.
- **Dec. 11, 2025, in Scottsbluff**, 5:30-8:30 p.m., at the Panhandle Research, Extension and Education Center, 4502 Ave. I. Dinner included, sponsored by Platte Valley Bank. Register by Dec. 9 by calling the Panhandle Research, Ext. and Education Center at 308-632-1230.



2025-2026 Landlord/Tenant Cash Rent Workshops

Link: <https://cap.unl.edu/land26/>

- **Dec. 12, 2025, in Bridgeport**, 9 a.m.-noon at the Prairie Winds Community Center, 428 N. Main St. Refreshments included, sponsored by Platte Valley Bank. Register by Dec. 10 by calling Nebraska Extension in Morrill County at 308-262-1022.
- **Dec. 15, 2025, in O'Neill**, 1-4 p.m. at the office of Nebraska Extension in Holt County, 128 N. 6th St., Suite 100. Refreshments included, sponsored by Farmers National Company. Register by Dec. 12 by calling Nebraska Extension in Holt County at 402-336-2760.
- **Dec. 16, 2025, in Mead**, 10:30 a.m.-2 p.m., at the Eastern Nebraska Research, Extension and Education Center, 1071 County Road G. Lunch included, sponsored by Farmers National Company. Register by Dec. 15 by calling Nebraska Extension in Saunders County at 402-624-8030.



2025-2026 Landlord/Tenant Cash Rent Workshops

Link: <https://cap.unl.edu/land26/>

- **Dec. 18, 2025, in Ord**, 10:30 a.m.-2 p.m., at the office of Nebraska Extension in Valley County, 801 S St. Lunch included, sponsored by Farmers National Company. Register by Dec. 17 by calling Nebraska Extension in Valley County at 308-728-5071.



Upcoming Webinar: Mon. Feb. 16, 2026 at 12:00 PM CST

Topics:

- Recent Trends in Nebraska Cash Rental Rates
 - Trends in cash rents for 2025-2026
 - Calculating cash rental rates to reflect market prices or farm yields
- Updating Agricultural Leases for the 2026 Production Season
 - Considerations for landlords and tenants entering the new growing season
 - Aglease101.org - free lease resources
- Ask an Expert
 - Review of submitted questions and from meeting participants
 - Upcoming land management workshops and publications



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