



**Extension**

UNIVERSITY OF WISCONSIN-MADISON  
DUNN COUNTY

## 2019 - 2020 Dunn County

# Farmland Cash Rental Rate Survey Results

**Katie Wantoch, Agriculture Agent, Extension Dunn County**

Each year the Extension Dunn County office receives several questions about farmland rental rates from farm operators as well as non-farm landowners. To better answer these questions, our office has conducted a farmland cash rent survey for the past four years. The survey is intended to provide township level rental rate information for landlords and tenants who negotiate farmland rental contracts in the many townships of Dunn County. USDA's National Agricultural Statistics Service (NASS) of Wisconsin conducts a cropland cash rental rate survey and provides county averages every other year.

Farmers and non-operating landowners were mailed the postcard questionnaire in December, 2019. Efforts were made to include both farm operators and landowners. Respondents were asked to report what they paid for cash rent on the farmland they operate or the rent received for land they lease to others. The respondents had the option to report on up to three different parcels, and were asked to report on non-irrigated land only.

The 2019-2020 Dunn County Survey respondents reported cash rents for parcels of farmland ranging from \$1 to \$250 per acre with the average farmland rental rate for Dunn County of \$91 per acre and a median (midpoint) rate of \$92 per acre. Response cards were received from 54 respondents. A total of 92 parcels represent 21 Dunn County Townships. Among the respondents, 32% were renters, 27% were landlords and 41% not reporting. The questionnaire's individual responses remain confidential and are reported in aggregate. Rental rates are reported for individual townships with a minimum of six parcels reported. Data for townships with fewer than six parcels reported were combined with neighboring townships. See back page for details.

The rental rate survey should be used as a guide when determining rental rates, rather than an absolute. Rental rates in various areas may be impacted by several factors, including but not limited to: competition for the land, commodity prices, input costs, land ownership costs, distance to operator, size of field, productivity of soil types and slopes of the land. These averages and ranges are presented only as a starting point for negotiations between landowner and operator.

Extension has resources available that may assist you in negotiating written lease arrangements for farmland, pasture and other farm asset lease arrangements. These lease forms and other resources can be found at the Extension Dunn County website at <https://dunn.extension.wisc.edu/agriculture/farm-management/farm-lease-information/>

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| Year        | Avg. Cash Rent \$/Acre | Median Cash Rent \$/Acre | Range for Cash Rent \$/Acre | Avg. 3 Year Corn Yield bu/Acre | USDA NASS WI Report \$/Acre |
|-------------|------------------------|--------------------------|-----------------------------|--------------------------------|-----------------------------|
| 2019 - 2020 | \$91                   | \$92                     | \$1-250                     | 151                            | \$102 (2017)                |
| 2018 - 2019 | \$98                   | \$99                     | \$0-300                     | 152                            | \$102 (2017)                |
| 2017 - 2018 | \$95                   | \$90                     | \$1-250                     | 160                            | \$102 (2017)                |
| 2015 - 2016 | \$96                   | \$90                     | \$1-300                     | 141                            | \$99.5 (2016)               |
| 2014 - 2015 | \$93                   | \$85                     | \$19-300                    | 137                            | \$104 (2014)                |
| 2013 - 2014 | \$91                   | \$85                     | \$18-256                    | 130                            | \$104 (2014)                |
| 2012 - 2013 | \$84                   | \$75                     | \$20-215                    | 146                            | \$97 (2013)                 |
| 2011 - 2012 | \$74                   | \$75                     | \$25-250                    | 141                            | \$91 (2012)                 |

**2019-2020 Dunn County Farmland Cash Rent Survey by Township(s)**

| Township(s)   | # of Parcels | 2019 - 2020 Avg. Cash Rent - \$/Acre | Range for Cash Rent - \$/Acre | Avg. Acres *reported | Avg. 3 yr Corn Yield - bu/Acre *reported | 2018-2019 Avg. \$ & Range Cash Rent - \$/Acre |
|---|--------------|--------------------------------------|-------------------------------|----------------------|--|---|
| <b>Northwest</b> – New Haven, Sheridan                  | 13           | 65                                   | 1-115                         | 32                   | 136                                      | 61, 1-115                                     |
| <b>Northwest</b> – Tiffany, Hay River, Stanton, Sherman | 9            | 70                                   | 35-90                         | 61                   | 141                                      | 89, 10-160                                    |
| <b>Northeast</b> – Sand Creek, Wilson                   | 9            | 62                                   | 50-150                        | 73                   | 137                                      | 109, 45-150                                   |
| <b>Northeast</b> – Grant, Otter Creek                   | 6            | 92                                   | 50-125                        | 32                   | 138                                      | 103, 65-175                                   |
| <b>West Central</b> – Menomonie                         | 7            | 108                                  | 93-150                        | 70                   | 198                                      | 126, 65-150                                   |
| <b>East Central</b> – Colfax, Tainter                   | 7            | 70                                   | 35-100                        | 27                   | 210                                      | 107, 50-165                                   |
| <b>East Central</b> – Elk Mound, Red Cedar              | 12           | 106                                  | 70-145                        | 81                   | 144                                      | 107, 75-155                                   |
| <b>Southwest</b> – Lucas, Weston, Eau Galle             | 8            | 117                                  | 28-250                        | 73                   | 138                                      | 104, 3-180                                    |
| <b>Southwest</b> - Dunn                                 | 11           | 96                                   | 7-170                         | 93                   | 144                                      | 79, 50-110                                    |
| <b>Southeast</b> - Spring Brook, Peru, Rock Creek       | 7            | 130                                  | 100-200                       | 88                   | 173                                      | 103, 0-300                                    |
| <b>No Township Reported</b>                             | 3            | 26                                   | 25-28                         | 100                  | 125                                      | 78, 50-180                                    |
| <b>County Totals/Average</b>                            | <b>92</b>    | <b>91</b>                            | <b>1-250</b>                  | <b>67</b>            | <b>151</b>                               | <b>98, 0-300</b>                              |

\*reported – information is based on data collected and may not be representative of the township, area or county.

Thank you to the farm operators and non-operating landowners who responded to the survey.

Also, thank you to Michelle Bachand, Extension Dunn County Support, for compiling the data.

Every attempt was made to obtain qualitative and reliable data for use in this survey.

Data may have been excluded due to incomplete information.

For more information, please contact Katie Wantoch, Agriculture Agent, via email [katie.wantoch@wisc.edu](mailto:katie.wantoch@wisc.edu), phone (715) 232-1636, WI relay: 711, or stop in at the Extension Dunn County office, 3001 U.S. Highway 12 East, Menomonie, WI 54751.