



AGRICULTURAL BUSINESS MANAGEMENT TEAM

Managing and Negotiating Your Farmland Rental Contracts

Douglas County Public Works Meeting Room
Thursday, November 4
9:30 a.m. and repeat again at 1:30 p.m.

PROGRAM OVERVIEW

Land rental rates is one of the most important financial topics producers deal with. This workshop will provide the skills necessary for farmers to successfully manage and negotiate their farmland rental arrangements. Awareness of the upcoming financial outlook related to crops is an important starting point. Then the program will move onto contract management - including lease types, tools to assist with the process, and finally negotiation skills. All of these are aimed at making contract negotiations fair and reasonable for producers and land owners.

LEARNING OBJECTIVES

- Understand cost of production outlook for major crops in the region for the coming year.
- Understand current land rental rate trends.
- Evaluate different lease rental arrangement options.
- Develop skills related to using tools to assist with determining a fair rental rate.
- Develop negotiation skills to assist with land rent contract arrangements.

LOCATION

Douglas County Public Works meeting room located at 526 Willow Drive, Alexandria, MN 56308. Drive past administration parking until you see sign for meeting room parking.

CONTACT INFORMATION

Nathan Hulinsky (320)-203-6104 Email: huli0013@umn.edu.

In case of inclement weather, please contact the Farm Information Line at 1-800-232-9077.

