

## Ag Radio Programs for December 31, 2018 - January 6, 2019

### Farmer's New Year's Resolutions

This is Ag Outlook, I'm Chuck Otte, Geary County Extension Agent. As we roll out of 2018 and into 2019 perhaps it's a good time for producers to set some goals or New Year's Resolutions.

I'm only going to give you one and that's to do a better job of keeping records. I'm sure there's a few folks who spent more time than they want to admit during December working on their farm account books. I'm willing to bet that a lot of those days were also filled with frustration trying to remember what was done clear back in March or April. As soon as your 2018 books are done, start working on the 2019 books. A little time spent every couple of weeks beats a month of headaches in December. Then also work on production records for both crops and livestock. Keep track of everything you do to that cow herd or each individual field. It will provide a wealth of information in the long run. I'm Chuck Otte and this has been Ag Outlook.

## New Custom Rate's Book

This is Ag Outlook, I'm Chuck Otte, Geary County Extension Agent. Sometime in the late summer of 2018 K-State and the Kansas Dept of Ag quietly put a copy of the updated 2018 Kansas Custom Rates book on line. This shouldn't be done quietly. This should be done with fanfare because this and bluestem pasture rental rates are the two publications I get asked about the most often! Because of cuts in funding the publication of both of these switched from Kansas Ag Statistics Service to K-State and KDA. Custom rates are published in even numbered years and pasture rental rates in odd numbered years. If they follow the same plan as last year, the updated rental rates should be out in late June. In the meantime, you can obtain copies of the 2018 Kansas Custom rates at the Extension Office or, find it on line at [agmanager.info](http://agmanager.info) - just click on Custom Rates at the top. I'm Chuck Otte and this has been Ag Outlook.

## Time to Review Ag Leases

This is Ag Outlook, I'm Chuck Otte, Geary County Extension Agent. Once we hit early January we are into crunch time on ag leases. If landlord and tenant are comfortable with everything, and it's an oral lease, then it will just continue forward for another year. BUT, if a landlord wants to terminate a tenant, or a tenant no longer wishes to lease a parcel of farm land, then notice needs to be given. While it's most important if the landlord is terminating, it's also a good idea if the tenant is terminating because an oral lease is a legally binding contract. To be a legal notice of termination of an oral lease it must meet three criteria. The notice must be in writing. It must be in the other party's hands at least 30 days prior to March 1, which this year is January 30<sup>th</sup> and it must set the termination date as March 1 except for land planted to wheat. The lease on those acres ends the last day of wheat harvest. I'm Chuck Otte and this has been Ag Outlook.

## Pasture Rental Rates

This is Ag Outlook, I'm Chuck Otte, Geary County Extension Agent. As we wrap up the 2018 rental year I get a lot of questions about what the cash rent for pastures is. My response is always, well, that depends. I know of pastures in the area that have rented for anywhere from \$13 per acre to \$32 per acre. What's the right amount? It just depends. If you look at the base line economics, we're probably somewhere in the \$26 to \$28 per acre range. But the more care and work that the tenant does, the lower that's going to drop. If it's a great pasture that's all usable with good water and convenient to where you are, \$30 isn't out of range. What's the per pair or per head price? Simply take the guaranteed acres times the price per acre. Most folks guarantee 7 to 8 acres per pair so we're talking \$175 to \$200 per pair. For more information on rental rates, give me a call or go to [agmanager.info](http://agmanager.info) and click on leasing. I'm Chuck Otte and this has been Ag Outlook.

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ONLY FOUR PROGRAMS THIS WEEK DUE TO NEW YEAR'S DAY

I'm Chuck Otte and this has been Ag Outlook.