

**NASS Survey Training**  
**Cash Rents and Leases – 2023**  
**(CASH RENTS CE)**



**United States Department of Agriculture**  
**National Agricultural Statistics Service**

**Workforce Performance and Staff Development Section**  
**February 2023**



# Cash Rents Survey Overview

- Directed by the National Farm Bill for use by FSA in program administration.
- USDA relies on average cash rental rates at the county level to develop and administer programs that benefit farmers and rural communities.
- Farmers and ranchers can use the information to negotiate their future rental agreements and other business decisions.

# General Survey Information

- Project Code: **921 – Cash Rents CE**
- Release Date:
  - *Cash Rents Report:*
    - State level – August 4, 2023 at 3PM (EST)
    - County level – August 25, 2023 at 3PM (EST) (In Quick Stats Database)

# Additional Information

- 2022 US Cash Rent Values:
  - Irrigated \$227/acre
  - Non-Irrigated \$135/acre
  - Pastureland \$14/acre
- Interviewer's Manual Reference Chapters:
  - Chapter 2: Terms & Definitions
  - Chapter 3: Survey Procedures
  - Chapter 4: Interviewing Procedures
  - Chapter 5: Completing the Cash Rents

# Acres Operated

- Acres owned
- Acres rented/leased from others
  - Or used rent free
- Acres rented to others
- Confirm *total acres to be operated* in 2023
  - Owned + Rent/leased – Rent to others = total acres operated
  - Includes all land (farmstead, all cropland, woodland, pastureland, wasteland, and government program land.)

# Cash Rent Paid

- Will this operation rent or lease any cropland or pasture from others for cash?
  - ONLY cropland or pasture rented/leased for cash.  
Exclude any:
    - Acres used rent free
    - Land rented on a share basis (sharecropping)
    - Land used per head or on a AUM basis
    - BLM and Forest Service land
    - Acreage rented with buildings/barns
  - ALSO *exclude* any Flex/Hybrid/Conditional leases\*
    - A *set* amount paid initially with additional money paid at the end of the season, conditional on yield and/or crop price.

# The Basics

- What do we mean by “Cash Rent”?
  - Did they actually have to pay with cash? (No)
- For acres to be reported in this survey we must be able to determine how many dollars were/will be paid per acre for each type of land (a straight cash basis).
  - Examples:
    - I paid \$250 per acre for 360 acres of irrigated cropland.
    - I paid a total of \$90,000 for 360 acres of irrigated cropland.

# Cash Rent Paid

- How many acres of (rented for cash):
  - Non-irrigated cropland
  - Irrigated cropland
  - Permanent pasture, grazing land, or grassland
- Dollars per acre OR total dollars paid.
- Any acres rented/leased for cash from relatives?
  - If Yes, how many acres?



# Examples

Description of Rental Agreement	Correct Way to Report
Op pays \$100 an acre up front and will pay an additional amount based upon the yield.	Exclude
Op pays \$10,000 per year for 200 acres of non-irrigated wheat ground.	Include
Op rents irrigated cropland and pastureland for \$40,000 per year. It is not broken out by land type in the rental agreement.	Exclude
Op rents his parents place including the house, barn and grain bin for \$8,000 per year.	Exclude
Op pays \$80 per acre for 300 acres of irrigated cropland, \$50 per acre for 100 acres of non-irrigated cropland, and \$15 per acre for 20 acres of pastureland.	Include
Op pays \$20 per acre for irrigated cropland leased from his father.	Include*
Op pays \$2.50 per head on private pasture land in the summer.	Exclude
Op has a 60/40 crop share agreement with the landlord. He pays a guaranteed \$25 per acre plus 40% of the crop to the landlord.	Exclude
Op pays a flat \$5,000 for the use of 1,200 acres for summer pasture.	Include



# Things to Watch Out For

- High/low price paid
- Rent per acre for irrigated cropland less than rent for non-irrigated cropland
- Rent per acre for cropland less than rent per acre for pasture
- Cash rented acres of cropland/pastureland exceeds total acres rented from others

# Reluctant Responses

- “The government knows too much about my business already”
  - I understand how you might feel that way. When you are making important business decisions, wouldn't it be helpful to be knowledgeable about what people are paying for rents in your county or in adjacent counties?
- “I get a lower rate than most of my neighbors and I don't want them to know it”
  - You're right to be concerned about your privacy. That's why we have very strict disclosure policies which won't allow us to publish any information that could be traced back to any one individual operation.

# Conclusion

- If you encounter anything odd or unexpected, make notes
- Practice on your iPad
- Contact your supervisor or local office for any questions
- Thanks, and have a great survey!