

## 2013 Cash Land Rent Averages for Clark County

<p style="text-align: center;"><b>Thorp</b></p> <p>Avg. Cash Rent: \$100 Avg. Corn Yield: 170</p> <p style="text-align: center;">N = 1</p>	<p style="text-align: center;"><b>Withee</b></p> <p>Avg. Cash Rent: \$200 Avg. Corn Yield: -----</p> <p style="text-align: center;">N = 1</p>	<p style="text-align: center;"><b>Hixon</b></p> <p>Avg. Cash Rent: \$89 Avg. Corn Yield: 123</p> <p style="text-align: center;">N = 6</p>	<p style="text-align: center;"><b>Hoard</b></p> <p style="text-align: center;">NO RESPONSE</p>	<p style="text-align: center;"><b>Mayville</b></p> <p>Avg. Cash Rent: \$119 Avg. Corn Yield: 136</p> <p style="text-align: center;">N = 8</p>
<p style="text-align: center;"><b>Worden</b></p> <p>Avg. Cash Rent: \$67 Avg. Corn Yield: 90</p> <p style="text-align: center;">N = 3</p>	<p style="text-align: center;"><b>Reseburg</b></p> <p>Avg. Cash Rent: \$55 Avg. Corn Yield: 140</p> <p style="text-align: center;">N = 1</p>	<p style="text-align: center;"><b>Longwood</b></p> <p>Avg. Cash Rent: \$42 Avg. Corn Yield: 145</p> <p style="text-align: center;">N = 3</p>	<p style="text-align: center;"><b>Green Grove</b></p> <p>Avg. Cash Rent: \$90 Avg. Corn Yield: 130</p> <p style="text-align: center;">N = 3</p>	<p style="text-align: center;"><b>Colby</b></p> <p>Avg. Cash Rent: \$88 Avg. Corn Yield: 132</p> <p style="text-align: center;">N = 7</p>
<p style="text-align: center;"><b>Butler</b></p> <p>Avg. Cash Rent: \$34 Avg. Corn Yield: -----</p> <p style="text-align: center;">N = 3</p>	<p style="text-align: center;"><b>Mead</b></p> <p style="text-align: center;">NO RESPONSE</p>	<p style="text-align: center;"><b>Warner</b></p> <p>Avg. Cash Rent: \$83 Avg. Corn Yield: 120</p> <p style="text-align: center;">N = 4</p>	<p style="text-align: center;"><b>Beaver</b></p> <p>Avg. Cash Rent: \$92 Avg. Corn Yield: 120</p> <p style="text-align: center;">N = 6</p>	<p style="text-align: center;"><b>Unity</b></p> <p>Avg. Cash Rent: \$88 Avg. Corn Yield: 126</p> <p style="text-align: center;">N = 12</p>
<p style="text-align: center;"><b>Foster North</b></p> <p>Avg. Cash Rent: \$100 Avg. Corn Yield: 150</p> <p style="text-align: center;">N = 1</p>	<p style="text-align: center;"><b>Hendren</b></p> <p style="text-align: center;">NO RESPONSE</p>	<p style="text-align: center;"><b>Eaton</b></p> <p>Avg. Cash Rent: \$81 Avg. Corn Yield: 165</p> <p style="text-align: center;">N = 4</p>	<p style="text-align: center;"><b>Loyal</b></p> <p>Avg. Cash Rent: \$84 Avg. Corn Yield: 135</p> <p style="text-align: center;">N = 6</p>	<p style="text-align: center;"><b>Sherman</b></p> <p>Avg. Cash Rent: \$79 Avg. Corn Yield: 136</p> <p style="text-align: center;">N = 4</p>
<p style="text-align: center;"><b>Foster South</b></p> <p>Avg. Cash Rent: \$69 Avg. Corn Yield: 170</p> <p style="text-align: center;">N = 2</p>	<p style="text-align: center;"><b>Seif</b></p> <p>Avg. Cash Rent: \$30 Avg. Corn Yield: 100</p> <p style="text-align: center;">N = 1</p>	<p style="text-align: center;"><b>Weston</b></p> <p>Avg. Cash Rent: \$57 Avg. Corn Yield: 121</p> <p style="text-align: center;">N = 5</p>	<p style="text-align: center;"><b>York</b></p> <p>Avg. Cash Rent: \$98 Avg. Corn Yield: 138</p> <p style="text-align: center;">N = 4</p>	<p style="text-align: center;"><b>Fremont</b></p> <p>Avg. Cash Rent: \$100 Avg. Corn Yield: 150</p> <p style="text-align: center;">N = 2</p>
<p style="text-align: center;"><b>Mentor</b></p> <p>Avg. Cash Rent: \$67 Avg. Corn Yield: 180</p> <p style="text-align: center;">N = 3</p>	<p style="text-align: center;"><b>Hewett</b></p> <p>Avg. Cash Rent: \$60 Avg. Corn Yield: 110</p> <p style="text-align: center;">N = 1</p>	<p style="text-align: center;"><b>Pine Valley</b></p> <p>Avg. Cash Rent: \$71 Avg. Corn Yield: 140</p> <p style="text-align: center;">N = 4</p>	<p style="text-align: center;"><b>Grant</b></p> <p>Avg. Cash Rent: \$54 Avg. Corn Yield: 158</p> <p style="text-align: center;">N = 4</p>	<p style="text-align: center;"><b>Lynn</b></p> <p>Avg. Cash Rent: \$71 Avg. Corn Yield: 128</p> <p style="text-align: center;">N = 6</p>
	<p style="text-align: center;"><b>Dewhurst</b></p> <p style="text-align: center;">NO RESPONSE</p>	<p style="text-align: center;"><b>Levis</b></p> <p style="text-align: center;">NO RESPONSE</p>	<p style="text-align: center;"><b>Washburn</b></p> <p>Avg. Cash Rent: \$30 Avg. Corn Yield: 145</p> <p style="text-align: center;">N = 1</p>	<p style="text-align: center;"><b>Sherwood</b></p> <p>Avg. Cash Rent: \$40 Avg. Corn Yield: 80</p> <p style="text-align: center;">N = 1</p>

Averages for Clark County  
 Cash Rent \$81  
 Corn Yield 134  
 (Average yield by bushels/acre)  
 N – Number of responses (total of 107)

Blue - Northwest  
 Pink - Northeast  
 Green - West Central  
 Orange - East Central  
 Yellow - Southeast  
 Gray - Southern

## Fair Rent for Farm Buildings

Arriving at a fair rent for agricultural buildings is no simple task. Several different methods may be employed in reaching rental values. No matter which method you may select to use, one thing to keep in mind is that the price you come up with is not a concrete value, but rather a bench mark from which to negotiate from.

Former UW-Extension Farm Management Specialist, Bob Luening, recommends a “floor to ceiling” approach. At the low end, the landlord must cover the cash expenses: taxes, insurance and out-of-pocket repairs. On the high end, lessees won’t pay more than the full ownership cost – not in the long term, anyway. Of course, a renter who needs the building badly might pay more but not for long.

To calculate the full cost of ownership, figure individual costs as a percentage of the building’s value. Figure repairs at about 1 to 1 ½ percent, insurance at ½ to 1 percent, and taxes at 1 to 1 ½ percent. Add in the capital recovery charge (CRC) – the cost of the money you have invested in the structure and the loss in value (or depreciation). Together, these percentages should total somewhere between 12 and 18 percent of the building’s value, with 15 percent being about average. So if the building is worth \$10,000, the annual ownership cost is about \$1,500.

There are two kinds of repair costs to consider. Fixed costs are what you have to pay in any case – like repairing the roof every 20 years. Out-of-pocket costs occur because the building is being used – for example, if a cow breaks a stanchion.

What’s the value of the building? Luening lists three ways to look at it. You could add the costs of recent or expected improvements to any other cost of remodeling. You could also take the contributory value – the difference between what the farm would sell for with and without the buildings in place. Or finally, you can use the cost of replacing in function, minus accumulated depreciation. Replacing the building in function means that if you’ve remodeled the bottom of the old barn to house calves, you figure the cost of putting up a new calf barn.

Local supply and demand affects the rental value of a building. Another factor is the level of technology the building represents, and what’s typical for the area. Grain storage bins are worth more on the Rock County prairie than in areas where corn is a less important crop.

Convenience of loading and unloading is another consideration – so is the determination of who is going to furnish repairs and maintenance.

“There’s another factor,” Luening adds. “It’s people relationships. Say every time you come to get hay from the barn you’re renting, you push the snow out of my driveway. You can’t put a dollar value on neighborly acts, but they’re worth something.”

With all of the above considerations in mind, Luening says the following storage prices are in the ballpark for Wisconsin:

- Silage (wet basis): \$1 to \$3 a ton per season
- Grains: \$.03 to \$.05 per bushel per month with a six month guarantee
- Hay: \$2 to \$5 per ton, or \$.05 to \$.15 per bale
- Heifers or steers: \$0.15 to \$0.45 per day
- Dairy Cows: \$10 to \$25 per month
- Pole Sheds: \$.15 to \$.25 per square foot per season

But for goodness sake, don’t just grab these numbers. Take all of the factors into consideration and figure it out for yourself. Then do some bargaining between your floor and ceiling numbers.