



# U.P. Ag Connections Newsletter

December 2021

Agricultural News from MSU Extension and AgBioResearch

Volume 25 Issue 12

## In this issue:

Page 2-3

- Great Lakes Hop & Barley Conference

Page 4

- Beef producers need to take action
- Integrated Crop & Pest Mgmt Update

Page 5

- Classifieds

Page 6-7

- Advertisers

Page 7

- Market Report

Page 8

- Farmland rental rates

### Save the Date!

### Ag for Tomorrow Conference March 9, 2022

MSU Extension will once again be conducting the Ag for Tomorrow Conference. We missed earlier this year because of covid, but are getting ready for Wednesday, March 9, 2022. The format will be similar to past years and the event will be held at Bay College.

## Settling-in for another season of learning and our 'new normal'

By James DeDecker, UPREC Director

This time of year marks a welcome seasonal transition in our work at UPREC. Our focus largely shifts from fieldwork in support of research and farm maintenance tasks to a series of educational programs, winter conferences and webinars designed to share our work with farmers and agriculture stakeholders. During the winter of 2019-20, I traveled more than ever before in my career, attending over 15 meetings all across Michigan and some neighboring states to present our research and learn from others. Those programs were not only a great opportunity to take-in the latest industry research and innovations, they were also an annual ritual of catching-up with friends and colleagues, some of whom I see only once or twice a year. Unfortunately, attending such events November-March often means driving in less-than-ideal conditions. Over the years, I've become a seasoned expert in planning trips around weather conditions and settled into the Zen of white-knuckle winter driving.

Then last winter, I barely left home. The State Farm ticked along thanks to the Essential Workers on our team feeding cattle, moving snow and maintaining facilities, but non-essential staff worked from home. Most conferences and other programs occurred around their normal time, but every single one was held remotely online. We gave our presentations as best we could between technology challenges, and struggled to listen to others over barking dogs, babies crying and the many other distractions of the home office. It was the best arrangement possible, given the circumstances, but I can safely say the majority of educators and participants in our winter programs felt that something was missing.

As I write this, I am preparing to embark on a new winter season of education and learning across our beautiful state. After two years of waiting, many of our annual conferences and meetings are returning to an in-person format. My first trips were to MSU's campus in East Lansing for November staff and professional association meetings. Today, I'm heading to Grand Rapids for the [Great Lakes Fruit, Vegetable and Farm Market Expo](#) amidst some blowing snow. Other events scheduled for the upcoming months include [Michigan's Great Beer State Conference](#) and Trade Show in Traverse City, the [Midwest iHemp Expo](#) in Lansing, [The Great Lakes Crop Summit](#) in Mt. Pleasant, The [MPIC Winter Potato Conference](#) in Grand Rapids, and the Agriculture for Tomorrow Conference in Escanaba. Despite the challenge of traveling to all of these conferences through unpredictable weather and dicey road conditions, it is very exciting to partially resume our normal outreach activities.

Although I'll relish the comeback of in-person events and travel this winter, not everything will be returning to normal. Most poignantly, the pandemic took friends and colleagues away, a few to new jobs and others to their next life. Some of them were grower collaborators who partnered on exciting research projects; others were community caretakers who sat on boards and committees, doing the hard work required to make our rural areas thrive. Yet others were colleagues who succumbed literally, or professionally, to the ways that COVID has changed all of our lives at work and home. These familiar faces will be missing from the conferences I attend this winter, and their absence will temper my enthusiasm for "normal life" with a layer of grief. This grief will be shared by many, grief for the friends and family lost, for the ways life has changed, and for the pandemic that persists in our communities.

As we approach the holidays and another season of learning for the Michigan agriculture industry, I wish you all the joy of reuniting with friends and family, as well as continued strength and resilience in adjusting to your new normal.

Michigan State University

AgBioResearch  
MICHIGAN STATE UNIVERSITY | Extension

## Great Lakes Hop and Barley Conference gets a makeover!

By Erin Lizotte, MSUE

MSUE, the Michigan Brewers Guild, and the Master Brewers Association are collaborating to bring Michigan hop and barley growers expanded educational and networking opportunities via a joint conference this winter.

This year, the Great Lakes Hop and Barley Conference is sporting a fresh name and expanded scope as a new collaborative conference. The [Great Beer State Conference](#) and Trade Show will unite the former Great Lakes Hop and Barley Conference and Michigan Brewers Guild Winter Conference providing content focused on beer, hops, barley and malt. This will expand opportunities for brewers, growers and processors to develop relationships and share information. The conference will be held on January 12-14<sup>th</sup>, 2022 at the Grand Traverse Resort and Spa in Acme, Michigan.

Hop and barley sessions will include research updates from MSU faculty, grower panels on important topics and time for discussion. Featured hop topics include a spotted lanternfly update by Dr. Rufus Isaacs, a Diaporthe presentation by Dr. Tim Miles and a panel addressing the status of the hop supply chain. Featured barley topics include research reports from MSU and Cornell, a look at alternative barley markets with Alyssa Hartman of the Artisan Grain Collaborative and updates from representatives of the American Malting Barley Association and Michigan Craft Beverage Council. Attendees will also have access to brewer topics of interest, see the tentative agenda below for more information.

### Registration

Registration includes access to all educational tracks, materials and meals as indicated in the draft agenda. Registration starts at \$300. Register now for the best rates and to ensure your spot! Growers need to select the 'Member Registration' option and on the next page click the 'MSU Affiliate' box. Register by visiting <https://www.eventbrite.com/e/2022-michigans-great-beer-state-annual-conference-trade-show-tickets-199332417627>

If you plan to host a booth at the trade show, register once using the vendor link <https://www.eventbrite.com/e/2022-michigans-great-beer-state-conference-alliedexhibitor-registration-tickets-200377363087?aff=erelpanelorg>. Vendor registration includes conference access.

For previous sponsors of the Great Lakes Hop and Barley Conference that choose not to purchase a tradeshow booth, but are still interested in supporting the Hop and Barley Conference Tracks, please contact us (Rob Serrine, [serrine@msu.edu](mailto:serrine@msu.edu); Erin Lizotte, [taylo548@msu.edu](mailto:taylo548@msu.edu); James DeDecker, [dedecke5@msu.edu](mailto:dedecke5@msu.edu)) to discuss sponsorship opportunities.

### Hotel Reservations

Rooms at the Grand Traverse Resort are available starting at \$109 per night, plus a \$18.95 daily resort fee and tax and CVB fees of 11%. In order to receive this rate, you must book your room by December 10th. There are various room options available. The resort is requesting that you use the link below to book your room online: <https://book.rguest.com/onecart/wbe/calendar/759/Grand-Traverse-Resort/MBG2022>.

### 2022 Tentative Conference Schedule

#### Wednesday, January 12

10:00am	Registration open
11-12:15pm	Raw Materials Sensory Evaluation Workshop
12:15-1:00pm	Chinook Cup Competition judging
12:30-1:30pm	Master Brewers Association of the Americas District Michigan meeting
1:00-6:00pm	Allied Member Trade Show Food and beer are included Allied Member Trade Show is Wednesday only Attendance required for discounted MBG member registrations
6:00pm	Registration desk closes
7:00pm	Dinner on own

#### Thursday, January 13

6:30-9:00am	Breakfast
9:00-10:30am	MI Brewers Guild Annual Meeting & Election
11:00am-noon	Keynote Address: Susan Welch – Industry veteran, Proximity Malt, MBAA Diversity & Inclusivity Task Force Chair
Noon- 1pm	Lunch
1:15-2:15pm	Session A – Style Trends in the Brewhouse Session B – Annual Sales Planning Session C – Hop FUNgal Diseases

*Disease management update for Michigan hops*

Dr. Tim Miles, MSU

*Investigating chemical control options for halo blight of hop*

Ross Hatlen and Dr. Tim Miles

Session D – Barley Industry Updates

*Barley, Malt & Beverage Industry Updates*

Ashley McFarland, American Malting Barley Association; Jenelle Jagmin, MI Craft Beverage Council

2:30-3:30pm

Session A – Fluid Dynamics

Session B – Self Distribution

Session C – Hop Virus

*Hop virus research update*

Dr. Carolyn Malmstrom and Kota Nakasato, Michigan State University

*Sampling hops for virus and viroid testing*

Laura Miles, Plant and Pest Diagnostics, Michigan State University

Session D – Winter Barley Research I

*Winter Barley Variety, Management and Winter Hardiness Trials in Michigan*

Dr. Brook Wilke, Dr. James DeDecker, Dr. Manni Singh, Michigan State University

3:45-4:45pm

Session A – World of the Small Brewery

Session B – Attract, Engage and Retain Your Team Through Culture

Session C – Hop Pests

*Plant-eating worms? How soil dwelling nematodes could be limiting your yields*

Ellie Darling and Dr. Marisol Quintanilla, Ph.D.

*DON'T PANIC! Identification, status, and risk of the next invasive insect pest, spotted lanternfly*

Dr. Rufus Isaacs, Department of Entomology, MSU

Session D – Winter Barley Research II

*Winter Barley Disease Management in Michigan and Research Update from New York*

Dr. Marty Chilvers, Michigan State University; Karl Kunze, Cornell University

5:00-6:00pm

[Session A – Hop Marketing Discussion, Eric Desmarais, CLS Farms](#)

Session B – Beverage Style and Market Trends

Session C – Hop growers encouraged to attend Session A during this time.

Session D – Barley Marketing

*Alternative Barley Markets for Milling, Distilling and More*

Alyssa Hartman, Artisan Grain Collaborative; Wesley Rieth, Granor Farm

7:00-7:30pm Great Beer State Dinner hoppy hour

7:30-10:00pm Great Beer State Dinner and Announcement of the 2022 Chinook Cup Winners

**Friday, January 14**

6:30-9:00am Breakfast

9:00-10:00am General Session: John Mallett will lead a presentation focused on the work being done by the BRU Coalition to develop tools for preventing discrimination, harassment and violence within the brewing industry.

10:15am-11:15am

Session A – Haze Stability in Beer

Session B – MBG DEI Committee – Resolving Conflict

Session C – Hop Terroir

*Michigan hop terroir*

Alex Adams, Cambium Analytica and Dr. Rob Serrine, Michigan State University

Session D – Spring Barley Research

*Spring Barley Breeding and Variety Testing with a focus on Pre-Harvest Sprout*

James DeDecker, Michigan State University; Travis Rooney, Cornell University

11:30am-12:30pm

Session A – Beer Clarification Options

Session B – Government Affairs

Session C – Hop Market and Supply Chain

*Navigating the hop supply chain and Michigan's Role*

PANEL- Eric Desmarais, CLS Farm; Paul Bashaw, Bell's Brewery; Mike Moran, MI Local Hops; Aaron Staples, Michigan State University; Dr. Trey Malone, Michigan State University

Session D – Grain and Malt Quality

*Barley and Malt Quality Updates from Michigan and New York*

Dr. Harmonie Bettenhausen, Hartwick College; Christian Kapp, MSU

12:30-1:30pm Parting or Pints

## **Salamanders will no longer be part of the beef supply chain**

*By Dan Buskirk, Michigan State University Extension*

More than 650 species of salamanders are distributed throughout the world, with about 150 species native to the U.S. These secretive amphibians are so to themselves, that most people never encounter them. Some remain hidden underground most of their lives and only emerge when critically necessary for their livelihood.

In my Extension work, I have encountered a reluctant and sometimes reclusive breed of beef producer that shares numerous characteristics with the salamander. They are solitary creatures that wish not to be disturbed. Most often, they are not part of any cattle-related groups or networks. The most common variety will duck, dodge, and completely evade involvement with regional, state, or national cattlemen's organizations.

The challenge is this — the environment of the beef supply chain is changing. The flow of product and information that flows with it is becoming more coordinated. This is not a reference to vertical integration like some other animal industries. Retail, food service, and consequently processors, are upping their ideals of information exchange, transparency, as well as product safety and quality. This change in the beef industry has been rather slow in coming, but I believe now will accelerate. As you might imagine, this is not a conducive environment for the salamander-like beef producer. It will likely become a greater struggle for them to compete in the marketplace. They will find it more difficult to keep track of changes that affect markets for their cattle and their livelihood. They will get tripped-up by lapses in communication because their information sources will be either sluggish, unreliable, or both.

I have recently observed several salamander-like beef producers. Some were coaxed out of hiding when they realized that marketing cattle for full value may require Beef Quality Assurance (BQA) certification. Several contacted me after being prompted at a livestock auction. Of course, these were not familiar names or voices on the other end of my phone. They asked me about "the requirement", and what they needed to do to get certified in this "new program". I had to bite my lip when I conveyed that the BQA program was launched more than 35 years ago and has by no means been a secret.

My point is this—the industry is rapidly changing. Beef producers will find it increasingly difficult to stay up to date with changing trends, best management practices, technologies, requirements, you name it, unless they are in touch. That is, communicating with their beef producing peers, maintaining a veterinarian client patient relationship (VCPR), networking with allied industry, interacting with their Extension service, and engaging with their state and national cattlemen's associations. If producers become active participants in the beef community, they will automatically shed their salamander-like characteristics of merely lurking. They could become informed, take part, and add tremendous value to the industry.

Just think of the enhanced strength of beef supporting organizations that is conceivable with greater involvement. For example, the recently released 2017 Census of Agriculture reports there are 882,692 cattle operations in the U.S., yet only about 3 in 100 operations are members of the National Cattlemen's Beef Association. What if 1, or 2, or even 3 in 10 helped carry the water? What if state cattlemen's organizations could rely on double or triple their current membership? What would happen to industry initiatives, research innovations, lobbying efforts, and product promotion? You get the picture. Everyone in the industry would benefit.

Of course, the irony of this article is that the intended audience will likely not read it first-hand. So, I urge you to be a beef industry advocate and pass this article or message on to someone who needs to become involved. Describe to them the benefits that could be enjoyed with more unity. If everyone reading this convinced just one of their neighbors to join in, what an impact that would have.

## **Integrated Crop and Pest Management Update 2021**

Need a few more credits to renew your MDARD pesticide applicator certification?? Want to get some top notch field crop information from MSU?? Have an internet connection?? You're in luck!!

You can register and attend this program either in-person on the MSU campus, or attend virtually from the comfort and convenience of your own home or office. The cost is a very modest \$30 and includes the new MSU field crops weed control guide. The program has been approved for 6 recertification credits for private applicators (farmers), commercial core, field crops and vegetable crops commercial categories. To find the on-line registration, google "msu anr events management integrated crop and pest management".

The Michigan State University Extension Field Crops Team will host the 2021 Integrated Crop and Pest Management Update on Monday, December 20, 2021, from 9 a.m. to 4 p.m. EST. Normally held at the MSU Livestock Pavilion, we held the meeting online in 2020 due to health considerations with the pandemic. Having received positive feedback from attendees about both in-person and online formats, we will be offering the meeting as a hybrid of the two formats this year as a test run with the in-person meeting being held once again at the MSU Livestock Pavilion. The audience will include farmers, agribusiness representatives, retail sales and service professionals, private crop consultants and representatives of ag-related agencies. Out-of-state participants are also invited to attend. Note: masks will be required for those attending the in-person meeting at the Pavilion.

#### Program addresses:

- Review research results and observations from the 2021 crop season
- Weed, insect, and disease control and resistance management for 2022
- Changes to the MSU Weed Control Guide (E-434) for 2022
- Soil fertility and nutrient management considerations for 2022
- Agronomic best practices for corn, soybean and wheat production
- Full agenda available on the [registration page](#)

#### Credits available:

- **SIX** continuing education units (CEU's) for Certified Crop Advisors
- **SIX** Michigan pesticide re-certification (RUP) credits (Private/Commercial Core, 1A or 1B)
  - For online participants, credits can only be awarded to individuals registered for the event and participating via their own device. If a group views the program from one location/device, only one person will be eligible for the credits.

#### Cost:

- \$60 per person for the in-person event, includes light breakfast, hot lunch, refreshments, and the 2022 MSU Weed Control Guide (distributed at the event)
- \$75 Onsite in-person registration. Onsite registration will be limited by space available.
- \$30 per person for the online version, includes the 2022 MSU Weed Control Guide (mailed after the event)
- No refunds for in-person attendance after Dec. 15, 2021. No refunds for virtual registration after Dec. 18, 2021.
- **Registration is open through Dec. 15 for the in-person event or Dec. 18 for the online event.**

Contact Eric Anderson ([eander32@msu.edu](mailto:eander32@msu.edu) or 269-359-0565) with questions.

## Classifieds

**FOR SALE: Hay**, 1st, 2nd, 3rd crop alfalfa baleage. Call Jim (906) 644-2107.

**FOR SALE: Simmental Bulls**, mature and young, registered and non-registered. Call Duane Kolpack (906) 362-6862.

**FOR SALE: 2nd and 3rd crop alfalfa**, small square bales. Marenger Potato Farm, Flat Rock. (906) 384-6587.

**FOR SALE: Hay**, large square bales 3x3x7.75 Timothy grass, 4,000 to sell. Former dairy farm doing all big square bales hay. Call Dave Bell in the EUP 906-440-6455 or email [Bellsdairy@yahoo.com](mailto:Bellsdairy@yahoo.com). Also a realtor in the UP so contact me for real estate here. [Dave@smith-company.com](mailto:Dave@smith-company.com)

**Beautiful property** in the Upper Michigan, 130 acres In Perkins for sale or pasture for rent for livestock for the 2021 season. Beautiful river running through it. Great for hunting, building or developing, or simple grazing livestock. Land is divided into 9 paddocks with high tensile electric fence and 5 stock watering ponds. Call (906) 359-4825.

**FARM FOR SALE: Upper Peninsula Farm** with over 1,100 acres, water access, maple syrup production, and much more! **Shady Lane Farms**  
<http://shadylnfarms.wixsite.com/shadylnfarms>  
Henry DeGroot (906) 238-4251  
[hjdegroot@alphacomm.net](mailto:hjdegroot@alphacomm.net)

**FOR SALE: John Deere B**. Clean, less than 50 hrs on rebuild. **Allis-Chalmers C**. New paint, runs good. **Hay Hauler**. Hauls up to 10—4x6 round bales, use spear on back, don't have to unhook. Call Terry (906)644-2777.

**FOR SALE: International 5000**, Self-propelled 14 foot windrower cab-hydro-diesel, has detachable hay conditioner. Stored inside, field ready. \$5000 (906) 988-2397.

**FOR SALE:**  
52' elevator Kewanen PTO drag line  
NH 56 Rake  
Gehl Round Baler 4x4  
3 pt wheel rake 16' wide  
3 hay wagons with racks  
All used last year  
(906) 988-2397

**FOR SALE: Simm Angus Bulls**-Genomic Tested, Balanced EPD's, Great Disposition, born Fall of 2020. (906)281-0808 or (815)614-0163.

# IRON RANGE FARM BUREAU®

President: Rod Johnson

Secretary: Shannon McHugh-Sanders  
(906) 779-1774

**S&R**  Weston, WI  
*Angus* (715) 573-4924  
www.srangus.com

Service age bulls, open females and show prospects for sale private treaty. Bulls are fertility tested and bred for calving ease and performance.



*At the heart of growing America*

100 years of Ag Experience

Loans, ag taxes, farm records, consulting

1801 N. Lincoln Road, Suite A, Escanaba, MI  
(906) 786-4487 Fax: (906) 786-3450

## Johnson Brothers Livestock

3740 18th Rd. Escanaba, MI

### Buying or Hauling Cattle

St. Louis—Mondays, Gaylord—Wednesdays

Call Gary Johnson

Office (906) 786-4878 Gary Cell (906) 235-0099

Steve Cell (906) 399-2858



*Working to build  
a vibrant U.P. food  
economy since 1971*

Open Daily, 8 to 9 · Everyone Welcome  
906-225-0671 · 502 W Washington St  
www.marquettefood.coop

REGISTERED MAINE ANJOU AND ANGUS

## CLAY KNOLL FARMS

OPEN & BRED HEIFERS AND BREEDING AGE  
BULLS AVAILABLE

BREEDING CATTLE TO IMPACT THE  
PRESENT AND INFLUENCE THE FUTURE.

BREEDING STOCK—BULLS  
SHOW PROSPECTS—STEERS

DUANE & LISA SIMPKINS & SONS

DUANE CELL 989-329-6141

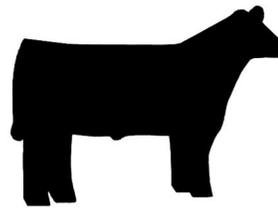
LISA CELL 989-578-0328

GARY & JAN SIMPKINS

HOME 989-426-8185

CELL 989-329-4668

GLADWIN, MI



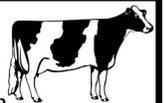
## Ray's Feed Mill

Ration & Crop  
Consultants  
Feed • Seed • Fertilizer



(800) 832-1822 or (906) 466-2231  
Bark River & Norway

## Rosebush Sale Barn, Inc.



Sale 1st Wednesday of each month

Baby heifer & bull calves sell every Tuesday at noon

**Over 40 years experience in Dairy Business**

If you're thinking about selling your herd, or a portion of it,  
call us! We can help!

Hay & Straw available

Robert Filhart (989) 330-6005

www.rosebushsalebarn.com



Equity Cooperative Livestock Sales Association

WAUKON, IOWA  
Feeder Sales Schedule

• 2<sup>nd</sup> & 4<sup>th</sup> Wednesdays

(563) 568-4501

www.equitycoop.com

United

# Producers, Inc.

*Farmer owned. Farmer values.*

St. Louis Sale every Monday  
Collection point in Escanaba  
Call for more information (989) 681-2191



## Skidders

Pickford, MI  
(906) 647-5655 or  
(877) 647-2500

Kubota, AGCO, Massey-Ferguson, New Idea, Hesston,  
Gehl, Bush Hog, H&S, and Kverneland

*Your source for Polled Genetics*

## Richlo Dairy Farms

*Engadine, MI*

*Polled Holstein, Jersey & Norwegian Red Bulls  
available!*

*Employment Opportunities!*

*For all information on polled bulls in AI, call  
Jonathan (906) 477-6505*



Equity Cooperative Livestock Sales Association

*Collecting Cattle on Tuesdays at the  
Larry Linsmeier Farm north of Menominee, MI*

(906) 863-8123

[www.equitycoop.com](http://www.equitycoop.com)

## SMC

*Stephenson Marketing Cooperative*

*We want to be your first choice!*  
Agricultural Services & Supplies

Stephenson, MI

(800) 445-6167

Powers, MI

(800) 962-3008

Aurora, WI

(800) 962-3007

## Marlette Livestock Auction

*Monthly Dairy & Feeder Cattle Auctions*

*Sale date December 11, 2021*

Featuring Dairy Cattle, Cow/Calf Pairs & Bred Brood Cows,  
Breeder Bulls, & Feeder Steers & Heifers

**Hay & Straw Auction - Every Monday @ 12:00 PM**

1000+ Small Squares & 150+ Rounds/Large Squares Weekly

**Livestock Auction - Every Monday @ 1:00 PM**

Including Calves, Sheep & Goats, Feeders, Hogs, Bulls, Beef, &  
Butcher Cows



6381 Euclid St., Marlette, MI 48453

Robert Filhart, Owner (989)330-6005

Haley Filhart, Owner (989)430-2055



**When you think tractors ... think Ginop Sales!**

On M-68  
Alanson, MI

On M-72  
Williamsburg, MI

On M-32  
Hillman, MI

[www.GINOPSALES.com](http://www.GINOPSALES.com)

## Market Report

Choice Steers	\$115-\$135 per 100 lbs.
Holstein Steers	\$100-\$119 per 100 lbs.
Hogs	\$41-\$70 per 100 lbs.
Lambs	\$200-\$260 per 100 lbs.
Cull cows	\$50-\$60 per 100 lbs.
Calves	\$60-\$110 per 100 lbs.
Goats	\$200-\$350 per 100 lbs.

### Breeding and Feeder Animals

Grade Holstein cows \$700-\$1050/head

Grade Holstein bred heifers \$1000-\$1600/head

### Feed Prices across the U.P.

	Avg. \$/cwt	Avg. \$/ton	Price Range
Corn	\$13.15	\$263.33	\$255-270
Soymeal	\$24.06	\$481.25	\$440-624
Oats	\$15.94	\$318.75	\$260-360
Barley	\$12.41	\$248.25	\$200-314

Average price/100 wt. for 1 ton lots

Michigan State University  
Upper Peninsula Research and Extension Center  
P.O. Box 168, E3774 University Drive  
Chatham, MI 49816

Michigan State University

AgBioResearch

MICHIGAN STATE UNIVERSITY | Extension

NON-PROFIT ORG  
U.S. POSTAGE  
PAID  
PERMIT #77  
SAULT STE MARIE, MI  
49783

## RETURN SERVICE REQUESTED

### ***Serving the Upper Peninsula Agricultural Industry***

*Michigan State University Extension is an affirmative-action, equal-opportunity employer. Michigan State University programs and materials are open to all without regard to race, color, national origin, gender, gender identity, religion, age, height, weight, disability, political beliefs, sexual orientation, marital status, family status, or veteran status.*

*U.P. Ag Connections appreciates the support of this newsletter by our advertisers, however in no way does this imply endorsement of any specific products or services.*

***If you do not wish to receive this publication, please contact Michelle at [colema98@msu.edu](mailto:colema98@msu.edu) or (906) 439-5114***

---

### **USDA Farmland Cash Rental Rates—Jim Isleib, MSUE**

I occasionally receive questions about farmland rental rates in the U.P. Good, documented information is hard to come by for U.P. counties. Only a few are listed in the USDA tables referenced below. So, I ask around and try to get a feel for the current land rental situation. It is still not unusual for some marginal hay land to be 'rented' on a handshake for no exchange of money, simply to keep the brush from encroaching on the land. Or because the land owner wants to see it used somehow, not just sitting there idle. There is also a lot of U.P. hay ground rented for \$10-25 per acre. Better crop land, suitable for small grains and other annual crops may go for \$35 – 70 per acre, depending on the local demand for farm land. Sometimes, farmers are looking for a 'third-party' opinion on what hay stumpage is worth – a little trickier question. MSU Extension has some pretty good, newer articles written by farm management educator Jon LaPorte on our website on these issues. Land rent is a very personal exchange in a farming neighborhood, and a lot of positive, or negative feelings can be developed as a result. So plan well in advance, be considerate and careful about the land rent deals you

The "USDA Farmland Cash Rental Rates" document is a listing of the county rental rates dating from 2010 to the 2021 year. The information was obtained from the USDA's National Agricultural Statistics Service (NASS) and is based on their survey results from producers.

It is important to remember that land rent prices vary tremendously from county to county. In Michigan, the higher productivity soils tend to command a higher price. This includes tile drained areas where specialty crops are grown, such as sugar beets and vegetables.

Other factors can impact the price that farmers are willing and able to pay for land rent. Some of these factors can include field size, access, soil type, soil fertility, previous cropping history, and proximity to their farm operation.

Looking at this report will give you a place to start, but may not reflect the true value of the farmland. To assist in determining what a reasonable rate is for your production area, please see the MSU Extension factsheet "[Farmland Rent Considerations](#)."