

# Managing Risk on Your Farm: Developing a Cash Rent Strategy

March 7, 2016

Ivy Tech Community College - Logansport, IN

8:30 A.M. - 9:00 A.M.  
Registration

9:00 A.M. - 11:00 AM

Program Speaker: Jim Mintert – Director and Professor,  
Purdue Center for Commercial Agriculture

**Business Climate Overview, including a long-term agriculture outlook** – Factors driving change in the crop sector will be reviewed, including shifts in supplies taking place, along with a review of expected returns for corn and soybeans and prospects for farmland prices in Indiana.

## Overview of the Long-Term Cash Rent Spreadsheet

**Demonstration of the Spreadsheet** – An opportunity for audience members to suggest changes and see how the changes over a period of five years impact a sample farm's net returns, liquidity and solvency.

Purdue University is an Equal Opportunity/Equal Access/Affirmative Action Institution. If you need a reasonable accommodation to participate in this program, prior to the meeting, contact Krista Pullen at (574) 753-7750 or (888) EXT-INFO.

## PURDUE UNIVERSITY COOPERATIVE EXTENSION SERVICE

Indiana corn and soybean farmers have seen a sharp decline in gross revenue in 2014 and 2015. This revenue decline is putting pressure on operating margins. Unfortunately, the decline in revenues is not being matched by a decline in costs. This is causing farmers to ask “Should we continue to rent land if I fully expect to lose money?” and “How much of a premium can I pay to hold on to a property hoping for a change in profits?”

Jim Mintert with the Purdue Center for Commercial Ag will help address how to answer these questions by assessing the implications of farming a property at a loss on the working capital of the farm. He will do this by introducing the Long Term Cash Rent tool that is available on the Purdue Center for Commercial Ag website.

This program is FREE, but registration is required by Friday, March 4<sup>th</sup>. Register today by calling the Cass County Cooperative Extension Office at (574) 753-7750!

SINCERELY,



Andrea H. Brown  
Extension Educator  
Carroll County

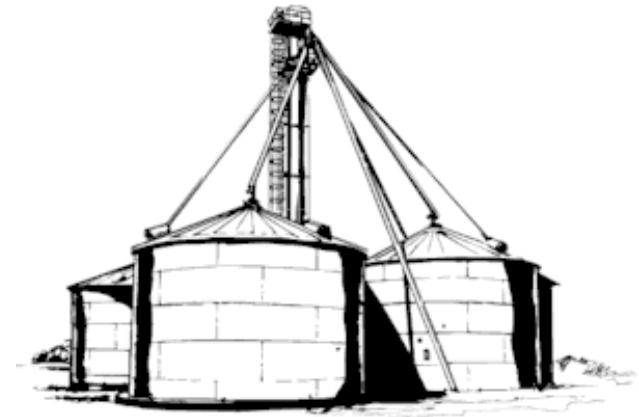


Krista Pullen  
Extension Educator  
Cass County

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Monday, March 7, 2016



Ivy Tech Community College - Community Room  
1 Ivy Tech Way  
Logansport, IN 46947

Sponsored by:  
Purdue University Cooperative Extension Service in  
Cass and Carroll Counties

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