

2017 Kansas Bluestem Pasture Results

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2017 Kansas Bluestem Survey

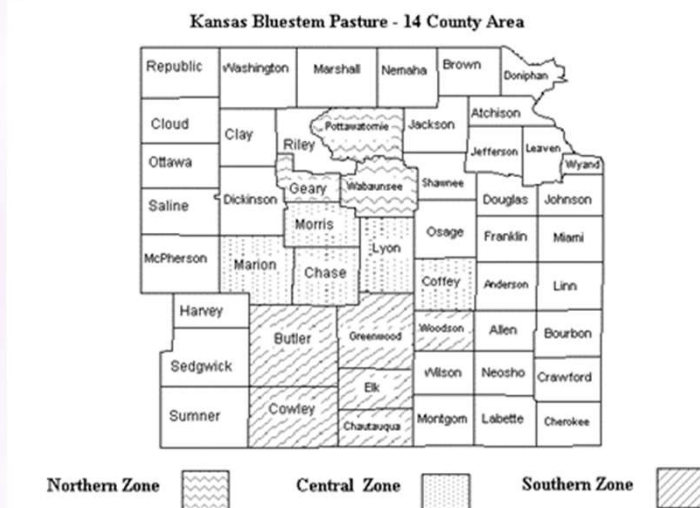
- Conducted by Land Use Survey Center (LUSC) and KDA in 2017
- Collected information on Bluestem pasture use and practices, including leasing rates and fencing rates
- Conducted annually until 2009 by NASS; now bi-annually

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2017 Kansas Bluestem Survey

- Survey covered 14 Bluestem counties:
 - Northern zone:
 - Geary, Pottawatomie, Wabaunsee
 - Central zone:
 - Chase, Coffey, Lyon, Marion, Morris
 - Southern zone:
 - Butler, Chautauqua, Cowley, Elk, Greenwood, Woodson

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Bluestem Pasture Condition

Condition	2017 Percentage	2015 Percentage	2013 Percentage
Very Poor	0.7%	0.5%	16.0%
Poor	3.4%	4.4%	41.0%
Adequate	13.1%	16.5%	34.0%
Good	44.7%	52.7%	8.0%
Excellent	38.1%	25.9%	1.0%

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Sources of Water

Sources	2017 Percentage	2015 Percentage
Ponds	47.3%	55.0%
Streams or Spring Fed	28.0%	26.0%
Wells	6.1%	1/
Windmill	5.4%	2.0%
Solar Powered	4.7%	1/
Electric-powered Wells	4.4%	6.0%
Rural Water	2.7%	5.0%
Hauling	0.3%	1.0%
Other ^{2/}	1.0%	4.0%

^{1/} Not available

^{2/} In 2017, "Other" included mainly water tank; in 2015, "Other" included mainly solare powered.

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Range Burning

Range Burning	2017	2015
Percentage Burned	88%	47%
Mode Bunning Date	10-Apr	10-Apr
Earliest Burning Date	4-Jan	25-Mar
Latest Burning Date	10-May	1-May

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Bluestem Pasture Contracts

Lease Types	2017 Percentage	2015 Percentage	2013 Percentage
Pasture under contract	92%	99%	97%
Full Summer Season Contract	34%	57%	46%
Partial Summer Season Contract	47%	32%	34%
Full Year Contract	19%	12%	20%

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Length of Current Lease

# of Years	2017	2015
1	14.0%	11.0%
2	5.3%	2.7%
3	8.8%	5.5%
4	1.8%	0.0%
5	9.7%	11.0%
6-9	13.2%	5.5%
10-18	32.4%	28.8%
20-29	9.7%	13.7%
30 & Over	5.3%	21.9%

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Oral Lease vs. Written Lease

Lease Type	2017 Percentage
Oral	49.2%
Written	50.8%

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Range of Responses for Full Summer and Partial Summer Lease Rates, 2017

	Average Lease Price (\$)					
	Full Summer Season			Partial summer Season		
	Steers & Heifers <700 Pounds (\$/Head)	Cow/Calf Pairs (\$/head)	Average Price per Acre (\$/Acre)	Steers & Heifers <700 Pounds (\$/Head)	Cow/Calf Pairs (\$/Head)	Average Price per Acre (\$/Acre)
With Care	80-140	125-285	15-70	75-100	175-280	15-45
Without Care	44-100	100-255	12-42.5	30-79	90-225	15-40
Combined Average Rate	44-140	100-285	12-70	30-100	90-280	15-45

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Full Summer Season Contract-\$/Head

	Average Lease Price Per Head (Dollars)			
	2017		2015	
	Steers and Heifers Under 700 Pounds	Cow/Calf Pairs	Steers and Heifers Under 700 Pounds	Cow/Calf Pairs
With Care	131.67	190.92	81.67	180.00
Without Care	61.00	169.47	^{1/}	143.15
Combined Average Lease Rate	90.24	177.99	85.00	147.96

^{1/} Insufficient reports to publish.

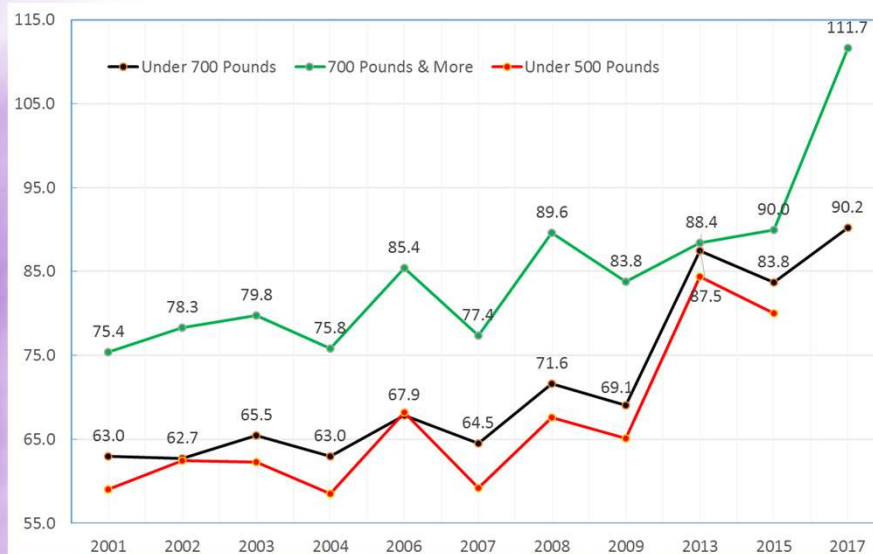
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Full Summer Season Contract-\$/Acre

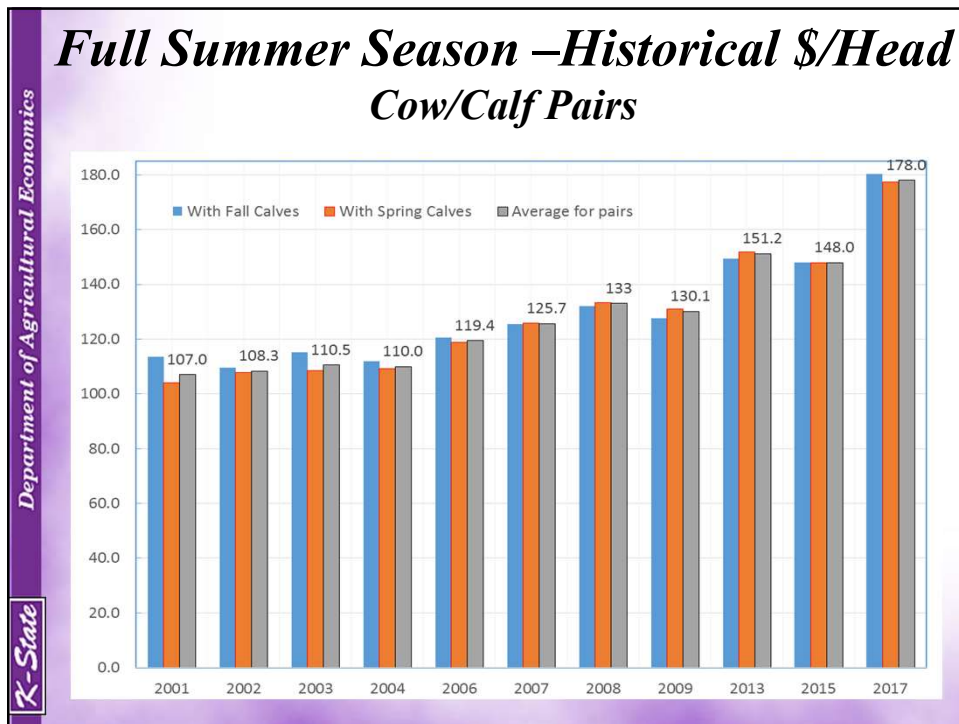
	Average lease price per Acre (\$/Acre)					
	2017			2015		
	With Care	Without Care	Combined	With Care	Without Care	Combined
Northern Zone	53.13	23.91	29.76	24.00	20.16	21.20
Central Zone	40.65	24.38	28.55	23.33	21.98	22.34
Southern Zone	39.75	21.07	25.22	20.80	17.83	19.18
14 County Area	42.59	23.01	27.54	22.44	20.40	21.06

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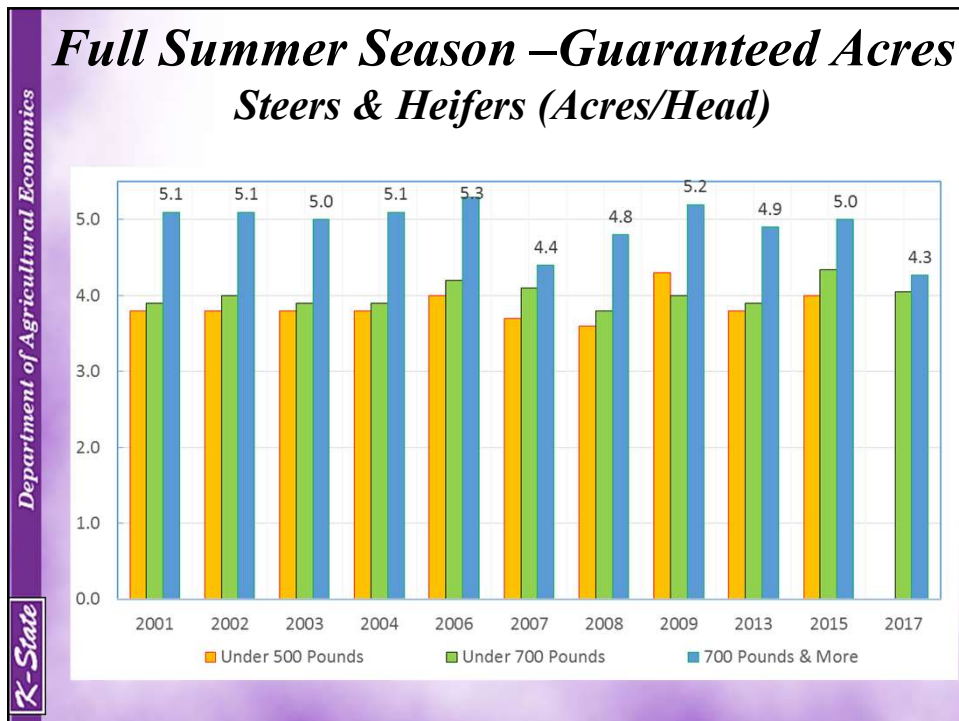
Full Summer Season—Historical \$/Head Steers & Heifers



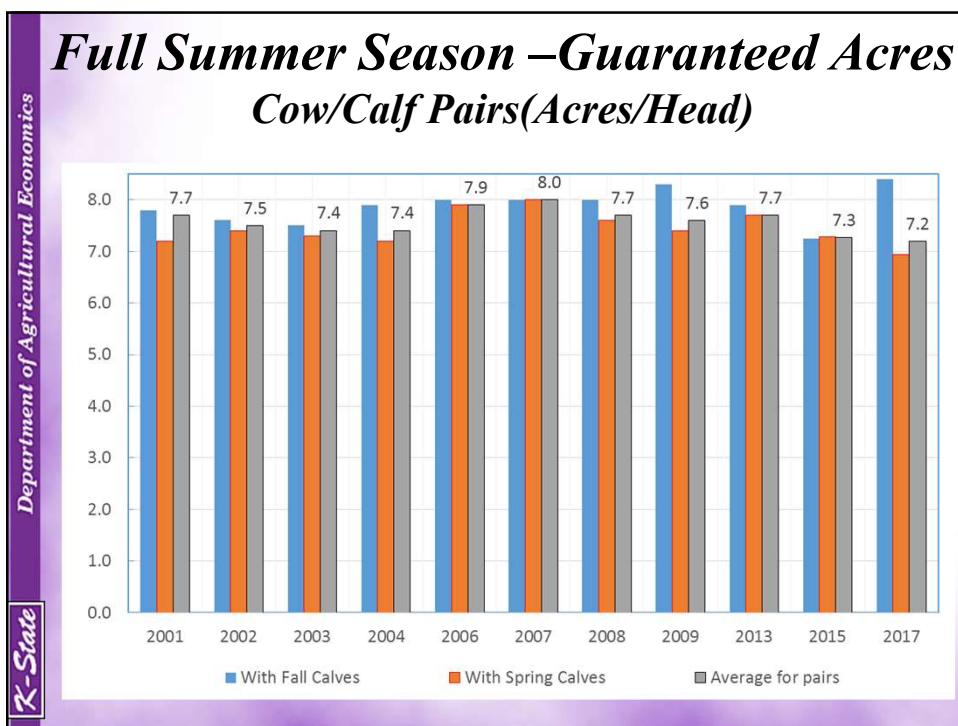
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Partial Summer Season Contract-\$/Head

	Average Lease Price Per Head (Dollars)					
	2017			2015		
	Steers and Heifers Under 700 Pounds	Steers and Heifers 700 Pounds and More	Cow/Calf Pairs	Steers and Heifers Under 700 Pounds	Steers and Heifers 700 Pounds and More	Cow/Calf Pairs
With Care	85.44	104.67	178.89	94.50	1/	150.00
Without Care	61.74	70.50	170.71	73.33	1/	147.00
Combined Rate	71.90	91.00	173.86	85.43	1/	148.00

^{1/} Insufficient reports to publish.

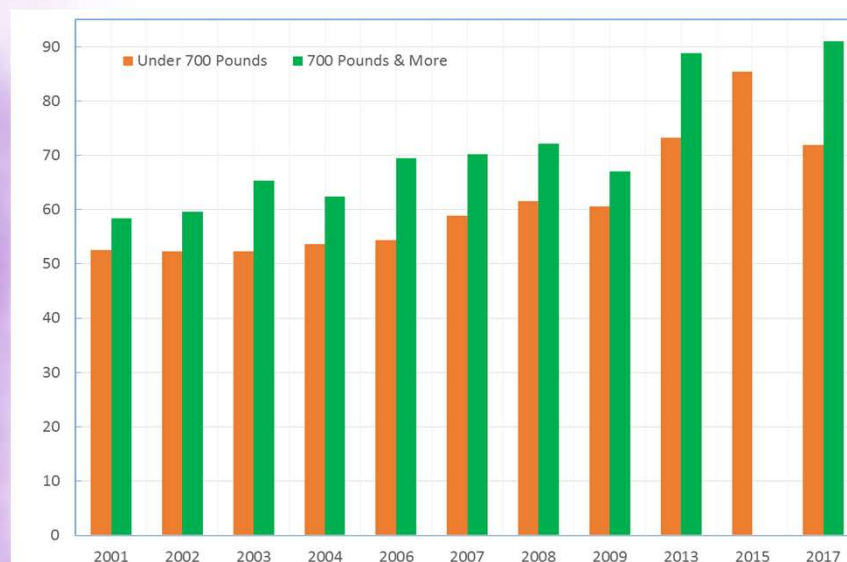
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Partial Summer Season Contract-\$/Acre

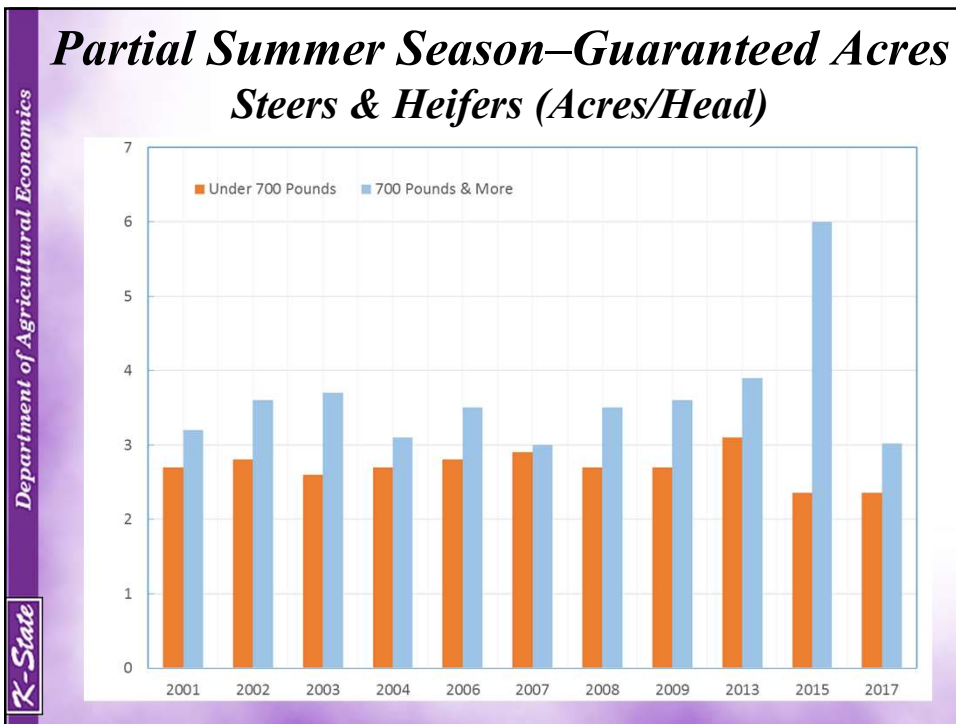
	Average lease price per Acre (\$/Acre)					
	2017			2015		
	With Care	Without Care	Combined	With Care	Without Care	Combined
Northern Zone	36.10	26.50	30.61	22.94	20.33	21.64
Central Zone	37.68	25.15	30.60	25.00	25.00	25.00
Southern Zone	31.00	22.77	24.92	26.67	23.83	24.78
14 County Area	35.43	24.37	28.43	24.83	23.38	23.89

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Partial Summer Season—Historical \$/Head Steers & Heifers



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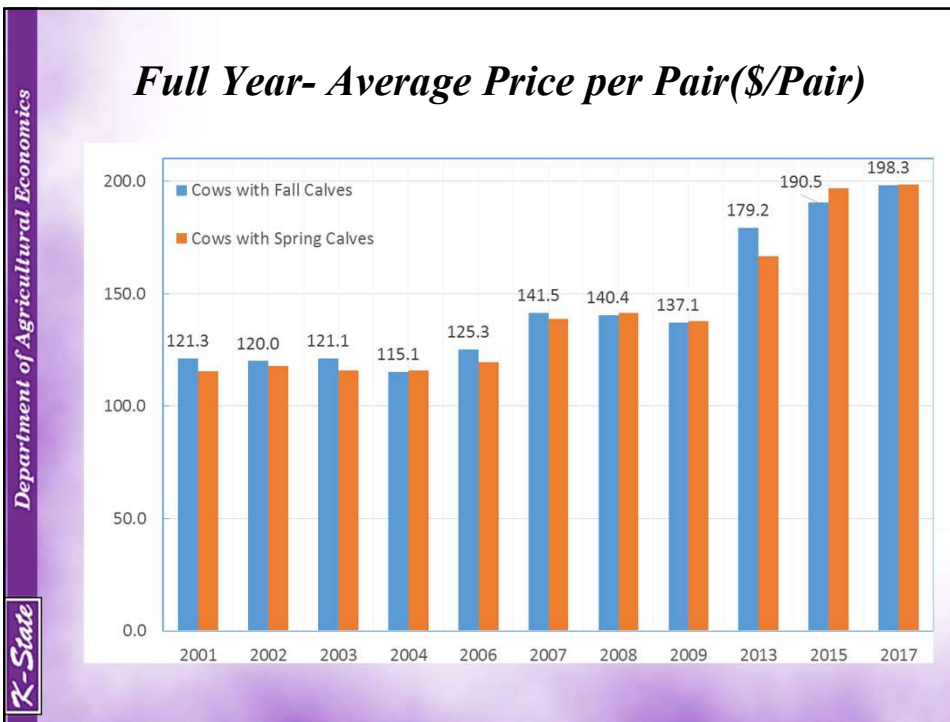


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Full Year Contract

	2017			2015		
	Cows with Fall Calves	Cows with Spring Calves	Cow/Calf Pairs	Cows with Fall Calves	Cows with Spring Calves	Cow/Calf Pairs
Average Price per pair (\$/Pair)	198.33	198.49	198.46	190.50	196.86	194.74
Average Acres Guaranteed per Head	8.56	8.55	8.55	7.33	7.06	7.16

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Contract based on Stocking Rate

Backgrounding-Stocker-Feeder Operations

Partial Summer Season Pasture	Starting Weight	Ending Weight	Acres per Animal
	581 lb	831 lb	2.56 acres

Cow-Calf Operations

Full Summer Season Pasture	Mature Weight of Cows	Acres per Cow-Calf Pair
	1329 lb	9.79 acres

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Other Lease Types

Winter Cow Grazing	\$13.52 per Head per Month	8.6 acres Guaranteed per Head
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Price per Pound of Gain	\$0.45
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2017 Custom Fence Building Rates

	5 Wire Barb Fence (\$/Rod)	
	Including Materials	Excluding Materials
Steel Post Only	27.68	20.08
Steel & Wood Posts	34.14	1/
Combined Rate	31.01	20.08
2015 Combined Rate	31.08	15.91

^{1/} Not available

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2017 Custom Fence Building - Hourly Rates

Average Hourly Rate With Equipment	\$ 66.67/Hour
Average Hourly Rate Without Equipment	\$45.00/Hour

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2017 Custom Fence Building – Additional Charge for Gates

	Rates (\$/Gate)
Steel Gates	126.07
Wire Gates	40.00
Combined Rate	100.25
2015 Combined Rate	88.33

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2017 Custom Fence Building – Other Charges

	2017	2015
Additional Charge for Corners (\$/Corner)	166.67	136.88
Average Hourly Rate for Rough or Rocky Terrain (\$/hour)	62.50	55.00

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2019 Kansas Bluestem Survey

- Focus Group:
 - two Flint Hills extension agents
 - two caregivers
 - a landowner
 - a livestock owner
- Survey is online:
www.tinyurl.com/bluestem2019

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Thank You

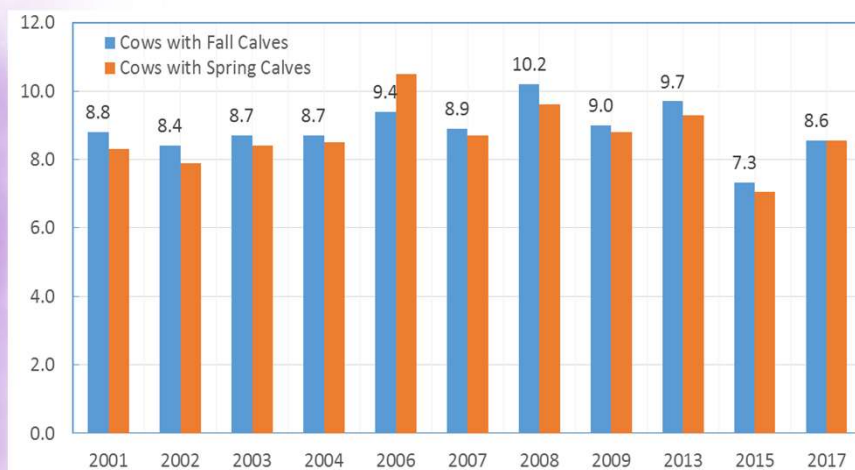
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Range of Responses for Full Year Lease Rates, 2017

	Full Year Leases		
	Cows with Fall Calves	Cows with Spring Calves	All Cow/Calf Pairs
Average Price per pair (\$/Pair)	140-305	48-415	48-415
Average Acres Guaranteed per Head	7-10	5.9-10	5.9-10
Average Price Per Acre (\$/Acre)	10-45		

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Full Year- Acres Guaranteed per Head (Acres/Head)



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2017 Kansas Bluestem Survey

- Survey invitations:
 - postcards
 - email
 - tweet
- Multiple reminders