

US Farm Lease

Operator Information



US Farm Lease is a forum that brings landowners and farm operators together. Our service allows landowners to solicit bids and choose tenants according to their own terms and conditions. Some of our goals are:

- To assist absentee landowners in finding quality tenants, enabling them to maximize their return on investment, and to provide the tools that allow them to improve their management and documentation capabilities and empowering them to implement conservation measures to improve and protect the natural resources on their land
- To provide a forum for farm operators to expand their operations by making farm leasing opportunities available to them and giving them tools and guidance on how to make themselves better tenants for the long term benefit of their landlords

Why use US Farm Lease?

- **Find Property for Lease.** Using our website, landowners request bids and proposals from farm operators who want to lease their cropland, pasture, ranch, and recreational land. Under each listing you will find property details, proposed lease terms, maps, and pictures.
- **Place Bids and Submit Proposals.** After researching a property, you can place a bid or submit a proposal directly online. In addition to submitting a numeric bid, you have the opportunity to include a cover letter to introduce yourself and explain why you should be awarded the lease.
- **Promote Yourself and Your Operation.** Landowners do not have to choose the highest bidder. Rather, their decisions can be based on a combination of bid amounts, cover letters, personal essays, and references. Once you create your online profile, it will appear with any application you submit.

There are no fees or obligations associated with registering as an operator, placing a bid or submitting a proposal. However, we do charge an operator's fee for winning a lease. If you are selected by a landowner, we will invoice you for 3% of the first year's rent and 2% of each subsequent year's rent for cash rent leases. For cropshare and other arrangements, the fees are \$6 per leased acre for the first year and \$4 for each subsequent year.

If you are unsure about registering and want to see more of the site, feel free to login as our sample landowner or operator (login IDs: Sample, passwords: Sample). If you have any other questions or would like any other information, please contact us.

How to Register

1. Click on the **OPERATORS** tab at the top of the screen on the homepage.
2. If you have not registered before, click **New Operator**.

Your Farmland Leasing Network | LANDOWNERS | OPERATORS | FOR LEASE | TOOLS

US Farm Lease > Operators Dashboard > Register

Operators

Register

Login

If you have previously registered as an operator please login below. Otherwise, click the **New Operator** button below.

✕ Login ID/Email

✕ Password

[Forgot password](#)

3. Fill out all of the required information.
 - a. Your **Nick Name** (Screen Name) does not have to be your real name. For public lease offerings, the highest bidder's Nick Name and bid amount will be visible. If you want to bid anonymously, make sure to choose a name that doesn't hint at your real name.
 - b. For your **Login ID**, use your email address or another username that will be easy to remember.
 - c. Choose a password that is between 6 and 12 characters long. If you forget your password, we will use your **Security Question** and **Security Answer** to help you reset it. Your original password does not need to answer the security question.
 - d. We give you the option to sign up for our email list. This is completely voluntary, and you can opt-out at any time.
4. After all of the information is complete, click **Submit**.
5. From here, you will be taken to your **Operator Dashboard** where you can modify any of your profile and login information.

How to Create a Profile

Your profile is like an online resume. When you submit a bid or proposal, landowners will be able to see all of the information that you provide and use it to help them choose the tenant who will be the best fit for their property and needs. Whatever information you include should be presented professionally and legibly.

Text Boxes:

The information that you put in the text boxes for your **Essay**, **Operation Description**, and **References** should be brief. You can make paragraphs, but any other special formatting will be lost when you submit your changes. Try to write only a few sentences or a short paragraph that encourages landowners to look at your uploaded documents.

Documents:

You can upload longer descriptions by using the **Browse** buttons. When you click on the Browse button, you can choose a Word or PDF document from your computer to upload. When you click submit, it will be saved to our server. If you ever want to change the document, just delete it with the red X button and upload a new version.

Photos:

You can make your profile even more personal by uploading a picture. This can be a picture of you, your family, or your machinery -- really anything that represents you. Any document in JPG format will be accepted.

Operators

[Return](#)

Operator: Sample Operator
Rating: Not yet rated

Profile


Address 1: 56776 - 241st Street
Address 2: Suite 400
Address 3:
City: Ames
State: IA
Zip Code:
County: Story
Home Phone: 515-232-4002
Cell Phone:
Email: kate@usfarmlease.com


Personal Essay: I grew up outside of Ames farming with my dad and his brothers. I'm looking for some more land so that I can go out on my own. I've attached a document that describes my history and plans better. Please check it out.

Operation Description: So many acres; corn and soybeans; such and such equipment.


References: Iowa Lease Bank; Frank Hamilton; The Davis Family. See attached references.

Supplemental Information

 [Personal Essay](#)

 [Personal References](#)

Operator Photo



How to Present Your Operation

Essay:

Help Landowners get to know you with a short personal essay. Questions that you may want to consider include:

- What might help landowners understand you better? (Where are you from? What's your family like? Your hobbies? Goals? Where do you want to be in 10 years?)
- What sets you apart from other operators who are applying for the same property and lease contract?
- Why would a landowner want to contract with you specifically?

Operation Description:

Describe your individual farm operation: acres and crops grown, livestock, ownership structure (name all persons involved), years in business, age and type of equipment, awards or recognition received, etc.

References:

List people who landowners can call to back up the other information in your profile. Your banker, lender, and past or present landlords are a good place to start, just please make sure that you have permission to use the information you display. You may also want to include a short summary of your relationship with each person you list. For example:

2006-Present, Frank Hamilton, Ames, IA. 515-555-5555. Under my current lease I operate 80 acres of soybeans with 20 acres of corn. Frank and I get along very well, but I want to find something closer to home in Boone, IA.

1980-2006, The Davis Family, Boone, IA. Contact Bill Davis at 515-555-5555. Bill is Nancy and Steve's son. I operated 125 acres of mixed corn and soybeans for 26 years before Nancy passed away and Steve decided to sell the farm.

You can also complete our Reference Form and attach it as your **References Document**. If you choose to create your own references document, we may ask you to complete ours at a later date.

How to Submit a Bid or Proposal

Once you have registered, you can search for properties and apply for them directly from the page where you find the property details. There are three types of lease offerings:

Sealed Bid:

With a sealed bid listing, you can submit a per-acre bid privately. Only you and the landowner will be able to see the amount. Once you have agreed to our terms and conditions and submit your bid, you are committed to it. You can increase the amount, but you cannot decrease it.

Public:

In a public lease offering, bids are placed in the same way as a sealed bid listing with a few exceptions. First, you can only submit a bid that is higher than the current high bid. Second, the amount of the highest bid and the screen name of the person who submitted it show up on the property detail page. If you want to bid anonymously, make sure to choose a nickname that doesn't hint at your real name.

Crop Share / Other:

You will not be able to submit a numeric bid for a crop share / other auction. All of the information that you want the landowner to know should be included in your bid notes and cover letter.

The screenshot shows a web application interface with a navigation bar at the top containing 'Leasing Network', 'LANDOWNERS', 'OPERATORS', 'FOR LEASE', and 'TOOLS'. Below the navigation bar, a yellow modal window is displayed over a property detail page. The modal contains the following text and form elements:

- Text: "Please submit your bid below."
- Text: "The Landowner will be able to review your profile and any document that you upload. You will be notified if the Landowner chooses your bid."
- Text: "Your Last Bid 0 / acre"
- Text: "Bid" followed by an input field and "/ acre"
- Text: "Notes" followed by a text area with up and down arrows
- Text: "Cover Letter" followed by an input field and a "Browse..." button
- Text: "I accept US Farm Lease's terms and conditions, including all applicable fees."
- Buttons: "Submit Bid" and "Cancel"

Below the modal, the background page shows property details including "Section, Township: Skymont (township)", "County: Grundy", and links for "Soil Map" and "Drainage Map".

Other Tips

- If you do not have access to the internet, we can create an online account for you. Please request information about placing hard-copy bids.
- Landowners can choose any operator, regardless of bid amount. Make sure that your profile and the information that you submit with your bid explain why you would be the best tenant for that property.
- Be sure to look at all attached documents. If possible, you should also inspect the property in person.
- If you do not agree with the lease contract and do not wish to be bound by its terms, then do not bid.
- For each type of auction, you must agree to our terms and conditions in order to submit a bid or proposal.
- You cannot cancel or decrease your bid. Make sure that the bid you enter is the actual per-acre amount that you would be willing to pay to lease the property.
- There is no fee for registering or applying for a lease, but if you are selected by the owner, you will owe our operator's fee – 3% of the annual lease amount for a cash rent lease or \$5 per acre for a cropshare or other type of arrangement.