



**Farm Management**



Adam Thien from Thien Farm Management spoke at the Treynor Optimist Club on March 8. Gary Thien started the company in 1994 after working in the farm management business for 20 years for Council Bluffs Savings Bank and its successors. His son David

graduated from Iowa State University (ISU) in 1999 and joined the company and Adam joined in 2008 after graduating from ISU. All three are Accredited Farm Managers and Gary is an Accredited Rural Appraiser.

Thien Farm Management manages about 30,000 acres in Iowa and Nebraska, from Dallas County to Lincoln. Their primary customers are absentee land owners. 65% of the acres they manage are for cash rent, 25% is custom farming, and 10% is for crop sharing.

In 2013 cash rent prices jumped up. The contract year is March 1 to February 28. Either party can terminate the lease, but they must notify the other party by September 1. The leases auto-renew if not terminated.

2014 cash rent prices in many cases are being reduced. The farmer can ask for a lower price and this year the owners are often agreeing. The average lease is being reduced by \$20-\$30 per acre. Adam said that their highest priced lease was \$510 last year and was reduced to \$400 this year. Lease prices are usually based on the Corn

**Calendar**

Mar 12 – Can kennel sorting for JOOI, 3:30 p.m.

**Birthdays**

Mar 2 – Ward Chambers

Mar 11 – Kenneth Graham (recognized)

Mar 20 – Jon Jacobsen

**Speakers**

Mar 15 –

**Anniversaries**

Mar 8 – Keith & Georgia Denton (recognized)

**Prayers**

Mar 15 – Bob Abbott

Suitability Ratings (CSR), which ranges from 5 to 100. (see

<https://www.extension.iastate.edu/agdm/wholefarm/html/c2-86.html> for more information on CSR.

Adam encourages landowners to do soil tests with 2.5 acre samples, which are typically used for 4 years. Most landowners leave that to the tenants since it costs \$9.50 per acre.

Adam said that the new farm program rules and requirements will probably not be available until this fall. They will be retroactive.

Asked about farm prices, Adam said that in 2013 almost all farm buyers were farmers. This year investors are coming back into the market.

**Meeting Minutes**

Bill Vorthmann opened the meeting on March 8 and gave the opening prayer. Keith Denton contributed jokes.

The Treynor Optimist Club celebrated Ken Graham's birthday and Keith and Georgia Denton's anniversary.

Keith Denton contributed to the Youth Fund in recognition of Brad Trede in Country Magazine. Gary Funkhouser recognized the boy's basketball team going to State. Arlyn Norris invited everyone to the free community health fair that was all day at St. Paul Lutheran Church. Gary Gutttau said Taylor Geer was working at the nursing home where is mother is. Bill Vorthmann recognized his Mother's birthday on March 10.

Arlyn Norris announced that he will be retiring at the end of April. He has a house in Tucson, AZ that he plans to move to. He wants to devote some time to writing and continue working with St. Paul Lutheran's sister church in Kidugala, Tanzania.

For auction items, three flower pens sold for a total of \$2.25.

Dale Willenborg won the 50/50 drawing. Keith Denton won the attendance drawing. There were 13 members and 2 guests at the meeting.

Mar 22 — Dennis White

Mar 29 — Judy Gutttau

Apr 5 — Gary Funkhouser

Apr 12 — Ken Graham

Apr 19 — Gary Gutttau

Apr 26 — Dale Willenborg

May 3 — Mick Gutttau

May 10 — Dee Gutttau

May 17 — Richard Vorthmann

May 24 — Chuck Nielson

A young man was hired by a supermarket and reported for his first day of work. The manager greeted him with a warm handshake and a smile, then gave him a broom and said,

"Son, your first job will be to sweep out the store."

"But I'm a college graduate," the young man replied indignantly.

"Oh, I'm sorry. I didn't realize that," said the manager. "Here, give me the broom -- I'll show you how."