

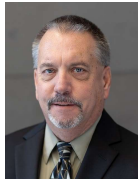
HOW WE MANAGE A FARM

Busey Ag Services

We specialize in assisting farmland owners by providing expertise and oversight, relieving them of the stress of management decisions — leaving them free to enjoy the pleasures of ownership.



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A successful farm operation requires careful planning and decision making. An important “first step” in our management duty is analysis of the existing operation. This includes factors such as:

- Lease type
- Crop rotation and field arrangement
- Crop yield history
- Drainage
- Soil fertility levels
- Erosion control
- Condition of improvements
- Grain sale patterns
- Specialty crop contracts
- Soil types (yield potential)

Information gathered in these areas permits us to focus on changes necessary to improve the profitability and long term value of the property. A clear understanding of the landowner’s objectives for the farm is critical in order to develop a sound management plan and good working relationship.

Lease/Rental Agreement

Our farm lease is simple, yet complete in every detail, and can be modified as desired by the owner. The lease protects the best interest of the owner and keeps with current practices in this area. The rental arrangement, or lease type, depends upon the farm’s characteristics and the landowner’s objectives.

Farm Operator Selection

Selecting a highly skilled operator for the farm is an essential component for both short and long term productivity, profitability, and asset improvement. Knowing current lease terms and seeking the desired attributes for the specific farm and owner will ensure a productive relationship.

3002 W. Windsor | Champaign

301 E. Cedar | LeRoy

130 N. Water St. | Decatur

330 W. Vandalia St. | Edwardsville

Crop Rotation and Field Arrangement

It is important to adapt the fields and crops to the soil types. Thus, the farm will operate efficiently as a well-balanced unit with crops worked into a systematic operating plan.

Wind/Solar/Easement Negotiation

Navigating the landscape of green energy can be a complex process. There are numerous opportunities with not only green energy, but other land usage easements, too. We have both the experience and the expertise to guide you through the myriad of renewable contracts and land usage options that are available today.

Improvements

Where economically and functionally prudent, our experience in planning, contracting, and supervising the repair and rehabilitation of farm buildings is provided to our clients as a part of our management service. New buildings and tile drainage improvements are recommended to fit the farm operation when appropriate and feasible.

Soil Fertility

The soil is the most important asset on the farm. The future income of a farm can increase only as the productivity of the soil is maintained and improved. Regularly scheduled soil tests provide the basis from which recommendations are made and implemented.

Sale of Crops

We study current market trends and strive for above average sale prices each marketing year. The growing influence of speculative funds, the energy market, and world trade on grain prices highlights the need for a planned, systematic approach to sales. Cash sales and forward contracts are utilized to capture opportunities in the market.

Government Programs

Although most of us would prefer little or no government involvement in production agriculture, we recognize a good working knowledge of current programs has had a significant influence on profits in years past. Our experience in multiple counties keeps us informed of program details and enhances our ability to maximize their value to each farm. In addition to economic benefits of "income support programs," many of the conservation programs offer a cost effective way to control erosion and increase the property's long term value.

Farm Inspection

Efficient farm management requires farm inspections be frequent and thorough enough to execute the plan successfully. We make regular visits to the farm to monitor the growing crop, in addition to special visits for projects or emergencies. Visits are usually unannounced to the tenant, unless a specific farm problem needs attention.

Reports

Detailed financial reports are provided on a quarterly basis and combined with a comprehensive tax ledger at the year end. Letters and telephone calls update the landowner on crop development and condition, special projects, and grain marketing. The owner will stay informed regardless of where he or she lives.

Financial Management

A bank account in the owner's name is utilized for receipt deposits (grain proceeds, ag program payments, rents) and expense payments (crop inputs, real estate taxes, insurance). Funds not needed for the farm operation are disbursed on a schedule preferred by the owner. An annual budget serves as a guideline of receipts and disbursements for both the manager and landowner.

What Does Farm Management Cost

The best management pays for itself. Indeed, more often than not, increased earnings as a result of our management easily exceed our management fee. That is as it should be, for professional management will produce more income than without skilled guidance. Our fee varies with the type and size of operation and can best be quoted for each individual farm. There is no cost or obligation in securing a quotation on the management fee for any farm.