MIDWEST IS BEST

START THE CONVERSATION

As a farmer, you're an expert on best practices that increase the value of the land – both for yield and for generations to come. But, if you're renting ground, does your landowner understand the cost / benefit of implementing these practices? Having this conversation with your landowner doesn't have to be difficult and can reap the benefits for you both.

BENEFITS

Successful conservation conversations benefit everyone involved.

LANDOWNER:

- FINANCIAL INCENTIVE PROGRAMS & TAX BENEFITS
- PRUGRAMS & TAX BENEFIT:
 LAND STEWARDSHIP FOR
- CONTINUING GENERATIONS
- FARMLAND PRODUCTIVITY
- & VALUE

TENANT FARMER:

- FUEL & LABOR SAVINGS
- MORE RESILIENT CROPLANDS
 BUSINESS SECURITY &
- OPPORTUNITY

LAND: - EROSION & SOIL LOSS PROTECTION - IMPROVED NUTRIENT RETENTION &

- GREATER LONG-TERM PRODUCTIVITY
 & VIABILITY
- HEALTHIER LOCAL ECOSYSTEM

TENANT -.ANDOWNER RELATIONSHIP:

- STRENGTHENED PARTNERSHIP & TRUST
- IMPROVED COMMUNICATION

LET US HELP!

With over 50% of midwest farmland being rented for farming each year, the power lies with you and other farmers' hands to ensure the land is protected. The way to do this is creating a sustainable relationship with your landowner to put your sustainable practice ideas into action. To create this relationship, let's start with a conversation.

Resources like crop consultants and extension agents can help you craft the conversation you'd like to have with your landowner about sustainable conservation practices. Your preparation for this conversation with strategic soil health practices in mind helps to ease the pressure of change with your landowner and displays your level of commitment in making long-term differences.

Landowners worry that measurable value produced by land conservation is too long-term. Help negate this by demonstrating to them that some results can be immediate while consistent implementation over the years can protect, improve and secure their land productivity and sustainability for their own future generations. tants o you d like bout tices. ation tices ssure r and ent in nces. Bositioning is EVERYTHING

Help to educate your landowner in what sustainable land stewardship means by walking them through a small test plot while explaining the benefits and what it means for their future. It's hard to be invested in practices they may not fully understand.





HEALTHY SOILS, CLEAN WATER, VIABLE FARMS

The Indiana Agriculture Nutrient Alliance is dedicated to keeping Indiana at the forefront of proactive nutrient management and soil health practices that improve farm viability and, ultimately, reduce nutrient loss to water.