What is a fair rental amount?

Rental amounts vary. The best way to think of it is to break it down into what is being rented:

- Land
- Buildings
- Tractors, equipment?
- Is water included? Electric or gas? How is this billed to tenant?

Each has a different fair market rate.

- Nationally, this page from Farm Bureau has a good picture of how rents compare around the country. Rates are per acre per year.
- This link has some older data by county in Pennsylvania from 2013 and most of the data is for non-irrigated land, but this can be helpful to see a ballpark figure. Newer data is not available unfortunately at the county level.
- Competitive rental rates for Western Pennsylvania are usually between $75 and $250 an acre per year.

Incentives

- Pennsylvania has a tax rebate program for landowners that rent or sell property or farm equipment to beginning farmers! An owner of agricultural assets is eligible for allocation of a tax credit equal to:
  - 5% of the lesser of the sale price or fair market value of the agricultural asset, up to a maximum of $32,000; or
- 10% of the gross rental income of the first, second, and third year of the rental agreement, up to a maximum of $7,000 per year

Resources

- **Land Rental Resources**
  - Landowners Guide to Leasing Land
  - Farmland Rental Negotiations Factsheet
  - FINDING FARMLAND - Leasing from Land Trusts
  - Land Policy Paper - 2020
  - Farmland Leasing Tutorial
  - Managing Landlord-Tenant Relationships: A Strategic Perspective - FIC

- **Capital & Grants**
  - FSA - Microloan Programs
  - High Tunnel Initiative | Natural Resources Conservation Service
  - Pa Dept Agriculture - Urban Ag Grant
  - Get Funding and Support - Grow Pittsburgh

- **Business Startup**
  - AgBiz Masters - class on business basics
  - Urban Ag Toolkit
  - Checklist for New Farms
  - SPIN Farming

- **Soils**
  - Farmland Assessment Checklist
  - NRCS Web Soil Survey

- **Insurance**
  - What is Farm Liability Insurance?
  - Garden Insurance - Grow Pittsburgh