

# LAND

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on values. Landowners, lenders and producers are watching interest rates and wondering how high they might go. Higher rates not only affect borrowing costs, but also influence capitalization rates for land investors. Those in agriculture are concerned about the current trade issues and if there will be lingering effects. On the positive side, investors, both small and large, continue to

be interested in owning agricultural land for the long-term, Dickhut noted.

“The overriding question in the land market is about supply and demand. At this time, there are enough buyers at most sales to bid up the price to a good level for the seller. But as we move ahead over the coming months, will buyers become even more cautious than they are now while at

the same time will we see more land come up for sale for various reasons? All of this is why those involved in the land market, from owner to lender, are holding their breath to see what comes over the next year,” Dickhut concluded.

## REGIONAL REPORT

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# RABOU FARMS

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“mom and pop” operation anymore.

Rabou is very proud that his present farm sits on the original homestead of his great-grandparents. His ability to purchase and sell land enables him to produce what he does.

Rabou Farms produces proso millet, chick peas, green lentils, garbanzo beans and hard red winter wheat. This is the first year for garbanzo beans on approximately 8,000 acres of land; some of the land is owned

and some of the land is leased. The farm is spread out and includes land around Albin, Chugwater, and over the state line into Nebraska. Rabou plants accordingly based upon demand, but he is not afraid to try growing any product if he is asked. The farm employs part-time workers during the season of March through September.

Rabou is not only a farmer, but has a Bachelor of Science degree in

agriculture, and is a motivational speaker, outfitter, and published author. Rabou is a businessman, and it took him about three years to realize that to be successful, he had to look at the farm as a business.

The young Rabou children are ambitious as well. Carson Rabou is a drummer in the “Children At Play” band that plays with other Pine Bluffs students. Spencer Rabou has his own garden and raises about 40

birds and sells the organic feed eggs. He also tends to the pigs along with his bothers, Carson and Mason.

Rabou has many repeat hunters that visit during the hunting season, and the farm has gone to great lengths to accommodate them by providing a bunk house as well as a full processing set up.

His is a family-operated business with strong family values and Rabou feels blessed.

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**Bill Benson**  
Financial Advisor

1121 10th Avenue  
Sidney, NE 69162  
308-254-5608

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