

AGRICULTURE & BUSINESS MANAGEMENT

COLORADO STATE UNIVERSITY EXTENSION

Custom Rates for Colorado Farms & Ranches in 2020

Jenny Beiermann, Jeffrey E. Tranel, and R. Brent Young^A

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Colorado State University Extension annually conducts a survey of custom rates charged for various crop and livestock operations and lease arrangements in Colorado. Data were collected from agricultural producers, landowners and managers, lenders, agricultural consultants, machine operators, and Extension agents. Electronic data collection methods were used for this year's report. The results from more than 270 respondents were combine with anecdotal data collected throughout the year.

The survey results are reported by on a statewide basis. Reported rates represent a variety of working conditions, machine and equipment sizes, and farm and ranch operations. Field conditions, field size, terrain, and location also account for some variations in rates charged. It is understood there are regional differences in actual and reported rates. The reported rates do not necessarily measure the full economic cost of performing the specified work.

A possible additional charge (not reflected in this publication) associated with a custom operation is a "mileage fee". A custom operator, veterinarian, or other provider may have a per mileage rate for transporting equipment between fields or traveling to/from a work site.

The rates reported herein are not recommended rates. They simply reflect the range of rates as reported by those individuals surveyed. Some reported rates may

seem unusually low or high which is due to very few respondents and/or the operation is not widely performed. The information in this report should be used only as a guide.

In cases where data were not available, or the sample size was too small to report, results from the 2019 custom rates survey are reported. These numbers are denoted by **bold text** throughout the report.

For the first time, survey respondents were invited to what custom services they provide to others and their contact information. The information given herein is supplied by CSU Extension with the understanding that no endorsement of named products is intended, nor is discrimination or criticism implied of products mentioned or not mentioned. To simplify technical terminology, or for the purpose of information, trade names of products and equipment occasionally will be used.

The authors would like to thank everyone who contributed to the 2020 custom rates survey. It is hoped that this "custom rates" report is beneficial to making informed decisions.

^AAuthors:

Beiermann, Tranel, and Young are Agricultural and Business Management Economists with Colorado State University Extension and the Department of Agricultural and Resource Economics. This report, decision tools, and other information pertaining to myriad farm and ranch management issues are available at: www.abm.extension.colostate.edu.

2020 Custom Rates for Colorado Farms and Ranches

Activity	Basis For Charge	Rates Reported	
		Range	Median
Stalk Shredding	\$/acre	10.00 – 15.00	10.00
Plow – Moldboard	\$/acre	18.00 – 30.00	20.00
Plow – Deep Chisel (irrigated)	\$/acre	17.00 – 30.00	24.50
Plow – Deep Chisel (dryland)	\$/acre	12.00 – 17.00	14.50
Plow – Surface Chisel	\$/acre	12.00 – 16.00	14.00
Plow – Sweep	\$/acre	6.00 – 14.00	11.00
Disk (irrigated)	\$/acre	8.00 – 32.00	14.50
Disk (dryland)	\$/acre	10.00 – 16.00	13.00
Mulching	\$/acre	8.00 – 16.50	14.50
Harrow	\$/acre	7.00 – 12.00	9.50
Cultivating – Field	\$/acre	8.00 – 20.00	11.50
Rotary Tillage	\$/acre	8.00 – 10.00	9.00
Land Leveling/Floating	\$/acre	9.00 – 18.00	13.00
Furrowing	\$/acre	10.00 – 18.00	17.00
Strip Till (tillage only)	\$/acre	10.00 – 22.00	16.00
Vertical Tillage	\$/acre	10.00 – 20.00	18.00
Equipment Transport Charges	\$/mile	3.00 - 4.00	4.00

Activity	Basis For Charge	Rates Reported	
		Range	Median
Seed Cleaning	\$/bushel	0.50 – 1.50	0.75
Plant – Drill	\$/acre	10.00 – 22.00	17.00
Plant – Drill (small seeded legumes)	\$/acre	8.00 – 25.00	20.00
Plant – Row (30-inch spacing)	\$/acre	12.00 – 25.00	15.00
Plant – Air Seeder	\$/acre	10.00 – 20.00	15.00
Plant – Strip Till (single operation)	\$/acre	20.00 – 50.00	35.00
Plant – No Till	\$/acre	15.00 – 22.00	17.00

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Activity	Basis For Charge	Rates Reported	
		Range	Median
Dry Fertilizer	\$/acre	4.00 – 16.00	6.50
Liquid Fertilizer	\$/acre	5.00 – 10.00	6.50
Anhydrous Ammonia	\$/acre	25.00 - 28.00	26.50
Aerial Spraying	\$/acre	7.00 – 18.00	10.88
Boom Sprayer	\$/acre	4.00 – 12.00	6.50
Side-Dress	\$/acre	4.50 – 12.00	5.00

Activity	Basis For Charge	Rates Reported	
		Range	Median
Hay and Silage Harvesting			
Silage – Chopping and Hauling	\$/ton	3.00 – 9.75	7.00
Hay – Swathing	\$/acre	10.00 – 25.00	15.25
Hay – Raking	\$/acre	5.00 – 20.00	7.00
Baling – Small Square Bales	\$/bale	0.60 – 3.00	0.85
Baling – 3x3x8 Bales	\$/bale	8.50 – 25.00	15.50
Baling – 4x4x8 Bales	\$/bale	14.00 – 20.00	15.50
Baling – Round Bales	\$/bale	10.00 – 35.00	13.50
Loading/Stacking – Sm Sq Bales	\$/ton	21.00 – 40.00	32.00
Hauling – Large Square Bales	\$/ton	3.00 – 15.00	7.50
Hauling – Round Bales	\$/bale	3.00 – 7.00	5.00
Tub Grinding	\$/ton	18.00 – 20.00	19.00
Equipment Transport Charges	\$/mile	4.00 – 4.50	4.00

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Activity	Basis For Charge	Rates Reported	
		Range	Median
Grain Harvesting In some locales there is both a fixed rate per acre and a variable rate per bushel charged for combining. For example, the costs for harvesting dryland wheat may be known as “23-23-23” or “3 23s” -- \$23 per acre plus \$0.23 for each bushel harvested in excess of 20 bushels per acre plus \$0.23 per bushel for hauling.			
Combine – Corn/Sorghum (irrigated)	\$/acre + \$/bushel	20.00 – 50.00 0.32 – 0.38	36.00 0.22
Combine – Corn/Sorghum (dryland)	\$/acre + \$/bushel	21.00 – 30.00 0.20 – 0.25	25.00 0.22
Combine – Small Grains (irrigated)	\$/acre + \$/bushel	22.00 – 40.00 0.20 – 0.25	25.00 0.22
Combine – Small Grains (dryland)	\$/acre + \$/bushel	20.00 – 25.00 0.20 – 0.25	22.00 0.22
Combine – Oil Seeds, Soybeans, Dry Beans	\$/acre	40.00 – 75.00	57.50
Swath – Small Grains	\$/acre	10.00 – 17.00	12.00
Hauling - Grains	\$/bushel	0.12 – 0.28	0.23

Activity	Basis For Charge	Rates Reported	
		Range	Median
Labor			
General Labor – High Level	\$/hour	10.00 – 45.00	16.00
General Labor – Low Level	\$/hour	8.00 – 20.00	12.25
General Labor	\$/day	12.25 – 42.00	27.13
Tractor Drivers	\$/hour	13.00 – 29.50	15.00
Irrigators	\$/hour	18.00 – 29.50	23.75
Full Time Employees – High Level	\$/month	1,600 – 4,800	2,700
Full Time Employees – Low Level	\$/month	1,000 – 2,800	2,300
Foreman	\$/month	3,750 – 4,200	3,975
Managers	\$/month	1,200 – 8,100	4,500

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Activity	Basis For Charge	Rates Reported	
		Range	Median
Livestock Handling The reported numbers only reflect the price for the service – meaning other expenses, such as mileage, handling fees, etc. are not represented in these rates.			
Sheep – Shearing Ewes	\$/head	7.00 – 10.00	7.50
Sheep – Shearing Rams	\$/head	8.00 – 14.00	12.00
Sheep – Fertility Testing Rams	\$/head	19.00 – 30.00	22.50
Beef – Fertility Testing Bulls	\$/head	40.00 – 100.00	50.00
Beef – Pregnancy Testing Cows	\$/head	3.00 – 10.00	3.00
Horses – Shoeing (with shoes)	\$/head	60.00 – 150.00	100.00
Horses – Hoof Trimming	\$/head	25.00 – 65.00	45.00
Livestock Hauling	\$/loaded mile	3.25 – 5.00	4.00
Fence Building (4 wires)	\$/foot	0.13 – 1.50	1.20

Activity	Basis For Charge	Rates Reported	
		Range	Median
Livestock Land Rental Arrangements			
Sheep – Grazing All Pasture Types	\$/head/month	3.00 – 6.00	4.50
Beef Cows – Grazing			
Native Range	\$/head/month	16.00 – 37.00	22.00
Irrigated Pasture	\$/head/month	19.50 – 45.00	21.00
Wheat Pasture	\$/head/month	15.00 – 22.00	18.50
Corn/Milo Stalks	\$/head/month	15.00 – 30.00	22.50
Crop Stubble + Aftermath	\$/head/month	12.00 – 21.00	16.50
Yearling Cattle – Grazing			
Native Range	\$/head/month	5.00 – 19.00	10.00
Irrigated Pasture	\$/head/month	10.00 – 22.50	15.00
Horses – Grazing All Pasture types	\$/head/month	7.00 – 34.00	20.50

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Activity	Basis For Charge	Rates Reported	
		Range	Median
Crop Land Cash Rents			
Irrigated Land			
Corn/Sorghum/Small Grains	\$/acre	150 – 250	200
Alfalfa	\$/acre	70 – 225	105
Sugar Beets	\$/acre	250 – 350	300
Potatoes	\$/acre	200 – 300	208
Vegetables	\$/acre	85 – 250	130
Non-Irrigated Land (Dryland)			
Corn/Sorghum	\$/acre	15 – 70	45
Small Grains	\$/acre	15 – 70	30
Feed/Hay	\$/acre	20 – 65	40
Oil Seed and Millet	\$/acre	40 – 70	56

Activity	Basis For Charge	Rates Reported	
		Range	Median
Crop Land Share Rents The numbers reported represent the tenant's share of production and expenses. It is assumed that the remainder of production and expenses are the landowner's share.			
Irrigated Land			
Corn/Sorghum	Tenant's share	33% - 70%	67%
Small Grains	Tenant's share	25% - 70%	67%
Alfalfa	Tenant's share	25% - 70%	50%
Sugar Beets	Tenant's share	25% - 75%	75%
Non-Irrigated Land (Dryland)			
Corn/Sorghum	Tenant's share	30% - 75%	67%
Small Grains	Tenant's share	30% - 75%	67%
Grass Hay + Feed	Tenant's share	30% - 100%	50%
Oil Seed and Millet	Tenant's share	30% - 70%	67%

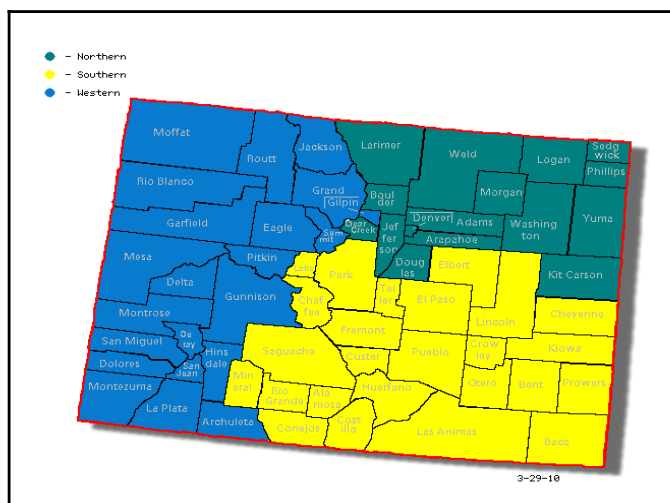
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Custom Operators Contact Information

Survey respondents were given the opportunity to list their contact information for custom services provided. The data collected is below.

The results are reported by region:

- **Northern** – generally, those counties north of I-70 and east of the Rocky Mountains),
- **Southern** – generally, the area south of I-70 and includes the San Luis Valley, and
- **Western** – generally, those counties west of the mountains.



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Service Region	Business Name	County/Area	Email/Website	Phone
Northern	Derek Windsheimer	Morgan, Washington	Dwdeere8210@gmail.com	970-380-3911
	<u>Services Provided:</u> Tillage and haying			
Northern	Poudre Valley Coop	Weld, Larimer, Boulder	https://pvcoop.com/	970-221-5300
	<u>Services Provided:</u> Fuels, Feed, Livestock Equipment, Liquid & Dry Fertilizer, Ag & LG chemicals, Car Care, Propane			
Northern	Broomfield Open Space – Kristan Pritz			
	<u>Services Provided:</u> We have a simple lease with a farmer for 130 acres. Farmer provides Broomfield with list of cost. Net profit equals total profits minus expenses. Broomfield receives 1/3 of the profits. Farmer retains 2/3 of the net profits.			
Northern	Stieb Bros. Inc.	Logan	Sstiebbros@gmail.com	
	<u>Services Provided:</u> Custom Feeding			
Northern	Deering's A.I.	Northeast Colorado	rollie.norma@hotmail.com	970-630-9561
	<u>Services Provided:</u> Artificial Insemination, Been in A.I. business since 1970, Select Sires			
Southern	McIntyre Farm	Pueblo	rockingkkk@hotmail.com	
	<u>Services Provided:</u> Lamb meat and grass alfalfa hay Wool products such as yarn and knitted items, whole fleeces			
Southern	Jagers Land and Livestock	Prowers	ltjagers@gmail.com	719-688-3927
	<u>Services Provided:</u> Swathing with Conditioner - \$15 per acre Baling - Small Bales - \$.85 per bale Baling - Round Bales - \$10 per bale Raking - \$7 per acre			
Southern	Schenck Ag	Prowers, Baca		719-688-6203
	<u>Services Provided:</u> Everything farm related, we also sell and grow several seed wheat varieties			

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Service Region	Business Name	County/Area	Email/Website	Phone
Western	Fagan Farms	Mesa	tfagan@wyoming.com	970-712-4502
	<u>Services Provided:</u> Will buy hay standing in the field or in the bale			
Western	Rockin' C Ranch – John Cooper	Delta	johncooper1019@gmail.com	
	<u>Services Provided:</u> Grass and grass/mix equine hay – rounds and small squares Can customize rounds and small square bale orders			
Western	Dry Creek Farm	Montrose	Drycreekbb@gmail.com	970-409-9864
	<u>Services Provided:</u> Horse boarding			
Statewide	Smart Bros Inc.	Colorado	smartbrothersinc@gmail.com	970-466-0301
	<u>Services Provided:</u> Custom farming, trucking, harvesting, silage chopping, cattle feeding			