



## AGRICULTURE & BUSINESS MANAGEMENT

COLORADO STATE UNIVERSITY EXTENSION

# Custom Rates for Colorado Farms & Ranches in 2021

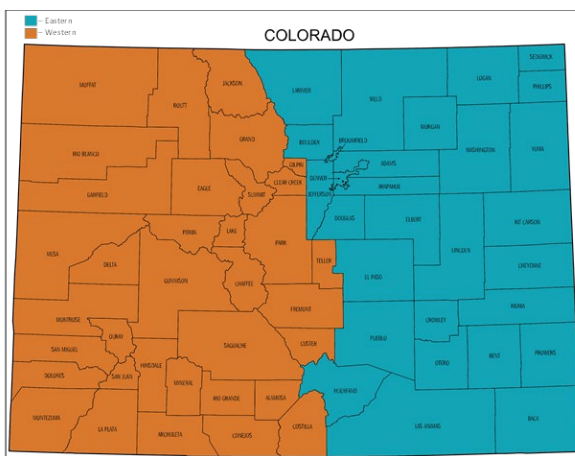
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April 2022

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

The survey results are reported by region:

- **Eastern** – generally, those counties east of the Rocky Mountains and I-25 and
- **Western** – generally, those counties west of the Rocky Mountains and I-25.



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.

A possible additional charge (not reflected in this report) associated with a custom operation is a mileage fee. A custom operator, veterinarian, or other provider may have a per mileage rate for 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 2020 custom rates survey are reported. These numbers are denoted by **bold text** throughout the report.

Survey respondents were invited to advertise custom services they provide 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.

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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 farm and ranch management issues are available at: [www.abm.extension.colostate.edu](http://www.abm.extension.colostate.edu)

## 2021 Custom Rates for Colorado Farms and Ranches

Activity	Basis For Charge	Eastern Region		Western Region	
		Range	Median	Range	Median
Stalk Shredding	\$/acre	12.50 – 20.00	20.00	10.00 – 15.00	10.00
Plow – Moldboard	\$/acre	18.00 – 30.00	20.00	18.00 – 30.00	20.00
Plow – Deep Chisel (irrigated)	\$/acre	14.00 – 30.00	18.00	17.00 – 30.00	24.50
Plow – Deep Chisel (dryland)	\$/acre	14.00 – 15.00	14.50	12.00 – 17.00	14.50
Plow – Surface Chisel (irrigated)	\$/acre	11.00 – 12.00	11.50	12.00 – 16.00	14.00
Plow – Surface Chisel (dryland)	\$/acre	7.00 – 12.00	9.50	6.00 – 14.00	11.00
Plow – Sweep	\$/acre	7.00 – 14.00	8.00	8.00 – 32.00	14.50
Disk (irrigated)	\$/acre	11.00 – 32.00	15.00	14.00 – 20.00	15.00
Disk (dryland)	\$/acre	11.00 – 15.00	12.00	10.00 – 16.00	13.00
Mulching	\$/acre	13.00 – 15.00	14.00	8.00 – 16.50	14.50
Harrow	\$/acre	6.00 – 7.00	6.50	7.00 – 12.00	9.50
Cultivating – Field	\$/acre	7.00 – 11.00	9.00	8.00 – 20.00	11.50
Rotary Tillage	\$/acre	8.00 – 10.00	9.00	8.00 – 10.00	9.00
Land Leveling/Floating	\$/acre	12.00 – 20.00	13.50	9.00 – 18.00	13.00
Furrowing	\$/acre	17.00 – 20.00	18.50	10.00 – 18.00	17.00
Strip Till (tillage only)	\$/acre	20.00 – 30.00	22.00	10.00 – 22.00	16.00
Vertical Tillage	\$/acre	12.00 – 30.00	15.00	10.00 – 20.00	18.00
Equipment Transport Charges	\$/mile	4.00 – 5.00	4.50	3.00 - 4.00	4.00

Activity	Basis For Charge	Eastern Region		Western Region	
		Range	Median	Range	Median
Seed Cleaning	\$/bushel	0.55 – 2.50	0.75	0.50 – 1.50	0.75
Plant – Drill	\$/acre	10.00 – 30.00	15.75	10.00 – 22.00	17.00
Plant – Drill (small seed legumes)	\$/acre	18.00 – 20.00	19.00	8.00 – 25.00	20.00
Plant – Row (30-inch spacing)	\$/acre	12.00 – 25.00	16.00	12.00 – 25.00	15.00
Plant – Air Seeder	\$/acre	10.00 – 18.00	14.00	10.00 – 20.00	15.00
Plant – Strip Till (single operation)	\$/acre	16.00 – 25.00	20.50	20.00 – 50.00	35.00
Plant – No Till	\$/acre	14.00 – 19.00	16.00	15.00 – 22.00	17.00

## 2021 Custom Rates for Colorado Farms and Ranches

Activity	Basis For Charge	Eastern Region		Western Region	
		Range	Median	Range	Median
Dry Fertilizer	\$/acre	5.00 – 28.00	6.90	5.00 – 10.00	8.50
Liquid Fertilizer	\$/acre	2.00 – 15.00	6.50	5.70 – 12.00	6.40
Anhydrous Ammonia w/ Sweep	\$/acre	11.00 – 15 .00	26.50	<b>25.00 – 28.00</b>	<b>26.50</b>
Aerial Spraying	\$/acre	6.00 – 36.00	7.50	12.25 – 13.00	12.63
Boom Sprayer	\$/acre	4.50 – 20.00	6.00	6.00 – 45.00	8.00
Side-Dress	\$/acre	5.00 – 16.00	5.50	<b>4.50 – 12.00</b>	<b>5.00</b>

Activity	Basis For Charge	Eastern Region		Western Region	
		Range	Median	Range	Median
<b>Hay and Silage Harvesting</b>					
Silage – Chopping and Hauling	\$/ton	6.20 – 11.00	8.50	<b>3.00 – 9.75</b>	<b>7.00</b>
Hay – Swathing	\$/acre	10.00 – 20.00	15.00	10.00 – 35.00	20.00
Hay – Raking	\$/acre	2.00 – 14.00	6.50	5.00 – 25.00	10.00
Baling – Small Square Bales	\$/bale	<b>0.60 – 3.00</b>	<b>0.85</b>	1.00 – 5.00	1.10
Baling – 3x3x8 Bales	\$/bale	15.00 – 25.00	15.50	12.50 – 20.00	16.25
Baling – 4x4x8 Bales	\$/bale	17.00 – 22.00	18.00	16.00 – 35.00	22.50
Baling – Round Bales	\$/bale	13.00 – 25.00	15.00	<b>10.00 – 35.00</b>	<b>13.50</b>
Loading/Stacking – Sm Sq Bales	\$/ton	<b>21.00 – 40.00</b>	<b>32.00</b>	33.00 – 90.00	35.00
Hauling – Large Square Bales	\$/ton	3.00 – 15.00	7.50	4.00 – 30.00	5.00
Hauling – Round Bales	\$/bale	2.00 – 10.00	6.00	<b>3.00 – 7.00</b>	<b>5.00</b>
Tub Grinding	\$/ton	10.00 – 25.00	17.50	<b>18.00 – 20.00</b>	<b>19.00</b>
Equipment Transport Charges	\$/mile	4.00 – 4.50	4.00	<b>4.00 – 4.50</b>	<b>4.00</b>

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Activity	Basis For Charge	Eastern Region		Western Region	
		Range	Median	Range	Median
<b>Grain Harvesting</b> 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	22.00 – 45.00 0.20 – 0.30	28.00 0.23	<b>20.00 – 50.00</b> <b>0.32 – 0.38</b>	<b>36.00</b> <b>0.22</b>
Combine – Corn/Sorghum (dryland)	\$/acre + \$/bushel	14.00 – 34.00 0.20 – 0.30	22.50 0.23	<b>21.00 – 30.00</b> <b>0.20 – 0.25</b>	<b>25.00</b> <b>0.22</b>
Combine – Small Grains (irrigated)	\$/acre + \$/bushel	23.00 – 95.00 0.20 – 0.30	31.50 0.23	30.00 – 64.00 0.20 – 0.23	39.00 0.22
Combine – Small Grains (dryland)	\$/acre + \$/bushel	15.00 – 25.00 0.20 – 0.30	23.00 0.23	25.00 – 67.00 0.20 – 0.23	46.00 0.22
Combine – Oil Seeds, Soybeans, Dry Beans	\$/acre	25.00 – 30.00	27.50	<b>40.00 – 75.00</b>	<b>57.50</b>
Swath – Small Grains	\$/acre	12.00 – 15.00	13.00	<b>10.00 – 17.00</b>	<b>12.00</b>
Hauling - Grains	\$/bushel	0.10 – 0.23	0.18	<b>0.12 – 0.28</b>	<b>0.23</b>

Activity	Basis For Charge	Eastern Region		Western Region	
		Range	Median	Range	Median
<b>Labor</b>					
General Labor – High Level	\$/hour	13.00 – 30.00	20.00	14.00 – 26.00	18.00
General Labor – Low Level	\$/hour	7.50 – 20.00	14.00	8.00 – 17.00	14.00
General Labor	\$/day	96.00 – 150.00	123.00	50.00 – 160.00	104.00
Tractor Drivers – High Level	\$/hour	30.00 – 15.00	20.00	15.00 – 26.00	20.00
Tractor Drivers – Low Level	\$/hour	10.00 – 17.00	14.00	13.00 – 15.00	13.50
Irrigators	\$/hour	<b>18.00 – 29.50</b>	<b>23.75</b>	13.00 – 26.00	16.00
Herders	\$/day	<b>N/A</b>	<b>N/A</b>	13.50 – 120.00	20.00
Full Time Employees – High Level	\$/month	2,000 – 5,500	3,200	2,500 – 3,633	2,800
Full Time Employees – Low Level	\$/month	1,200 – 4,000	2,450	2,000 – 2,800	2,266
Foreman	\$/month	<b>3,750 – 4,200</b>	<b>3,975</b>	<b>3,750 – 4,200</b>	<b>3,975</b>
Managers	\$/month	3,750 – 5,417	4,493.50	2,800 – 5,000	3,500

## 2021 Custom Rates for Colorado Farms and Ranches

Activity	Basis For Charge	Eastern Region		Western Region	
		Range	Median	Range	Median
<b>Livestock Handling</b> 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	<b>7.00 – 10.00</b>	<b>7.50</b>	10.00 – 15.00	12.50
Sheep – Shearing Rams	\$/head	<b>8.00 – 14.00</b>	<b>12.00</b>	<b>8.00 – 14.00</b>	<b>12.00</b>
Sheep – Fertility Testing Rams	\$/head	<b>19.00 – 30.00</b>	<b>22.50</b>	<b>19.00 – 30.00</b>	<b>22.50</b>
Beef – Fertility Testing Bulls	\$/head	30.00 – 56.00	35.00	<b>40.00 – 100.00</b>	<b>50.00</b>
Beef – Pregnancy Testing Cows	\$/head	4.00 – 8.00	4.50	1.00 – 7.50	4.00
Horses – Shoeing (with shoes)	\$/head	60.00 – 150.00	90.00	85.00 – 300.00	200.00
Horses – Hoof Trimming	\$/head	30.00 – 70.00	42.50	40.00 – 90.00	45.00
Livestock Hauling	\$/loaded mile	4.00 – 5.50	4.50	1.40 – 4.50	4.00
Fence Building (4 wires)	\$/foot	0.37 – 1.50	1.00	0.40 – 5.00	4.00

Activity	Basis For Charge	Eastern Region		Western Region	
		Range	Median	Range	Median
<b>Livestock Land Rental Arrangements</b>					
Sheep – Grazing All Pasture Types	\$/head/month	<b>3.00 – 6.00</b>	<b>4.50</b>	0.18 – 0.40	0.24
Beef Cows – Grazing					
Native Range	\$/head/month	8.00 – 50.00	29.00	1.16 – 36.00	20.00
Irrigated Pasture	\$/head/month	24.00 – 25.00	24.50	0.55 – 54.00	26.75
Wheat Pasture	\$/head/month	24.00 – 30.00	27.00	<b>15.00 – 22.00</b>	<b>18.50</b>
Corn/Milo Stalks	\$/head/month	10.00 – 36.00	24.00	<b>15.00 – 30.00</b>	<b>22.50</b>
Crop Stubble + Aftermath	\$/head/month	10.00 – 24.00	17.00	<b>12.00 – 21.00</b>	<b>16.50</b>
Yearling Cattle – Grazing					
Native Range	\$/head/month	15.00 – 38.75	18.00	12.00 – 28.00	20.00
Irrigated Pasture	\$/head/month	<b>10.00 – 22.50</b>	<b>15.00</b>	12.00 – 25.00	21.00
Wheat Pasture	\$/head/month	0.80 – 18.00	9.40	0.80 – 18.00	9.40
Horses – Grazing All Pasture types	\$/head/month	1.00 – 5.00	2.00	<b>7.00 – 34.00</b>	<b>20.50</b>

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Activity	Basis For Charge	Eastern Region		Western Region	
		Range	Median	Range	Median
<b>Crop Land Cash Rents</b>					
Irrigated Land					
Corn/Sorghum/Small Grains	\$/acre	120 – 250	190	115 – 280	130
Alfalfa	\$/acre	115 – 240	137.50	100 – 190	120
Small Grains	\$/acre	140 – 240	155	140 – 240	155
Potatoes	\$/acre	<b>200 – 300</b>	<b>208</b>	178 – 200	189
Vegetables	\$/acre	<b>85 – 250</b>	<b>130</b>	<b>85 – 250</b>	<b>130</b>
Non-Irrigated Land (Dryland)					
Corn/Sorghum	\$/acre	25 – 62	28	<b>15 – 70</b>	<b>45</b>
Small Grains	\$/acre	10 – 62	30	<b>15 – 70</b>	<b>30</b>
Feed/Hay	\$/acre	28 – 30	30	25 – 90	60
Oil Seed and Millet	\$/acre	26 – 62	29	<b>40 – 70</b>	<b>56</b>

Activity	Basis For Charge	Eastern Region		Western Region	
		Range	Median		
<b>Crop Land Share Rents</b> 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	25% - 85%	50%	67% - 75%	67%
Small Grains	Tenant's share	25% - 67%	67%	25% - 75%	67%
Alfalfa	Tenant's share	50% - 67%	50%	25% - 90%	50%
Sugar Beets	Tenant's share	<b>25% - 75%</b>	<b>75%</b>	<b>25% - 75%</b>	<b>75%</b>
Non-Irrigated Land (Dryland)					
Corn/Sorghum	Tenant's share	25% - 75%	67%	<b>30% - 75%</b>	<b>67%</b>
Small Grains	Tenant's share	25% - 67%	67%	25% - 75%	67%
Grass Hay + Feed	Tenant's share	33% - 50%	50%	25% - 75%	58.5%
Oil Seed and Millet	Tenant's share	25% - 67%	67%	<b>30% - 70%</b>	<b>67%</b>

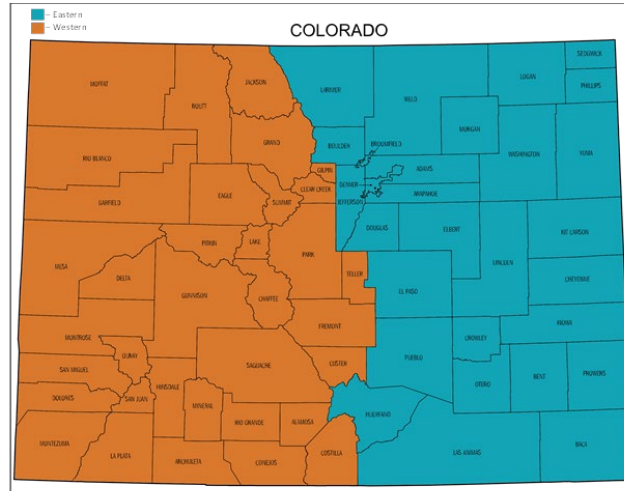
## 2021 Custom Rates for Colorado Farms and Ranches

# 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:

- **Eastern** – generally, those counties east of the Rocky Mountains and I-25 and
- **Western** – generally, those counties west of the Rocky Mountains and I-25.



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## 2021 Custom Rates for Colorado Farms and Ranches

Service Region	Business Name	County/Area	Email/Website	Phone
Eastern	Bijou Farms Inc.	Morgan	<a href="mailto:ParryT777@gmail.com">ParryT777@gmail.com</a>	970-381-8568
	<u>Services Provided:</u> Planting, tillage, etc.			
Eastern	Z and H Farms	Yuma		970-630-3958
	<u>Services Provided:</u> Swathing, raking, round baling, and stacking			
Eastern	Two Brothers Farms LLC	Morgan, Weld, Logan, Washington	<a href="mailto:Karl.kembel@gmail.com">Karl.kembel@gmail.com</a>	970-380-9046 970-380-3727
	<u>Services Provided:</u> Swathing, 4x4 baling, stacking, cornstalk shredding, strip-tilling, planting corn, drilling, combining, field work, hauling with hopper bottom, chain floor, and drop deck trailers			
Eastern	Stieb Bros. Inc.	Logan	<a href="mailto:Sstiebbros@gmail.com">Sstiebbros@gmail.com</a>	
	<u>Services Provided:</u> Custom cattle feeding			
Eastern	Providence Farms LLC Sean Harkness	Kiowa, Prowers, Cheyenne, CO Greeley, Hamilton, KS		719-691-5094
	<u>Services Provided:</u> Planting			
Eastern	TNT Custom Farms LLC Gary Tyree	Baca, Prowers, Kiowa, Cheyenne	<a href="mailto:gptyree@yahoo.com">gptyree@yahoo.com</a>	719-691-5184
	<u>Services Provided:</u> Tillage, ground applied fertilizer and chemicals, planting and drilling			
Eastern	Saffer Spray Service Inc	Kiowa, Cheyenne, Prowers, Bent		719-438-5346
	<u>Services Provided:</u> Ariel spraying, ground spraying, dry spreading, fertilizer, crop protection products, seed			
Western	Lucky 8 Ranch	Routt	<a href="mailto:nick@lucky8ranchco.com">nick@lucky8ranchco.com</a> <a href="http://www.lucky8ranchco.com">www.lucky8ranchco.com</a>	970-846-3682
	<u>Services Provided:</u> Brush hogging, mulching, swathing, ted, raking, baling, excavation			



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Service Region	Business Name	County/Area	Email/Website	Phone
Western	High Country Elevators Steve Trudeau	Dolores, Montezuma, San Miguel, CO San Juan, UT		970-570-0447
	<u>Services Provided:</u> Grain elevator, custom cleaning of small grains			
Western	Diamond ZK Cattle	Gilpin	<a href="mailto:diamondzkcattle@gmail.com">diamondzkcattle@gmail.com</a>	
	<u>Services Provided:</u> Beef, grass or grain finished			
Western	LPV Ranch	Costilla	<a href="mailto:tgnavarro@yahoo.com">tgnavarro@yahoo.com</a>	303-989-5838
	<u>Services Provided:</u> Sell alfalfa and grass hay and suri alpaca fleece			
Statewide	Park Range Ranch	Colorado	<a href="mailto:hondo42dtd@gmail.com">hondo42dtd@gmail.com</a>	970-723-3357
	<u>Services Provided:</u> We sell 3Ã—4 high mountain grass hay, all natural, sav verified angus, NHTC yearlings			
Statewide	MVR Ranch Michael Ripp	Colorado, surrounding states	<a href="mailto:mvrripp@aol.com">mvrripp@aol.com</a> <a href="http://westerncoloradoangus.org">westerncoloradoangus.org</a>	970-209-6896
	<u>Services Provided:</u> Registered Angus bulls for breeding			