



## AGRICULTURE & BUSINESS MANAGEMENT

COLORADO STATE UNIVERSITY EXTENSION

# Custom Rates for Colorado Farms & Ranches in 2022

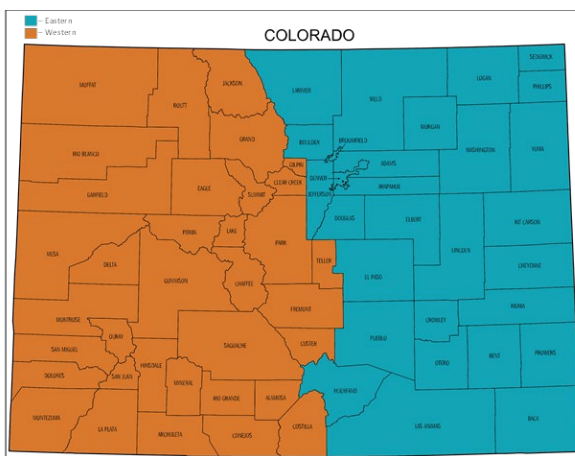
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May 2023

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 240 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 2021 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)

## 2022 Custom Rates for Colorado Farms and Ranches

Activity	Basis For Charge	Eastern Region		Western Region	
		Range	Median	Range	Median
Stalk Shredding	\$/acre	<b>12.50 – 20.00</b>	<b>20.00</b>	<b>10.00 – 15.00</b>	<b>10.00</b>
Plow – Moldboard	\$/acre	22.00 – 25.00	23.50	<b>18.00 – 30.00</b>	<b>20.00</b>
Plow – Deep Chisel (irrigated)	\$/acre	15.00 – 27.00	15.00	<b>17.00 – 30.00</b>	<b>24.50</b>
Plow – Deep Chisel (dryland)	\$/acre	10.00 – 24.00	15.00	<b>12.00 – 17.00</b>	<b>14.50</b>
Plow – Surface Chisel (irrigated)	\$/acre	10.00 – 15.00	12.50	<b>12.00 – 16.00</b>	<b>14.00</b>
Plow – Surface Chisel (dryland)	\$/acre	8.00 – 12.00	10.00	<b>6.00 – 14.00</b>	<b>11.00</b>
Plow – Sweep	\$/acre	8.00 – 40.00	12.00	<b>8.00 – 32.00</b>	<b>14.50</b>
Disk (irrigated)	\$/acre	12.00 – 22.00	16.00	14.00 – 25.00	19.50
Disk (dryland)	\$/acre	10.00 – 16.00	14.00	<b>10.00 – 16.00</b>	<b>13.00</b>
Mulching	\$/acre	<b>13.00 – 15.00</b>	<b>14.00</b>	<b>8.00 – 16.50</b>	<b>14.50</b>
Harrow	\$/acre	7.00 – 10.00	8.50	<b>7.00 – 12.00</b>	<b>9.50</b>
Cultivating – Field	\$/acre	10.00 – 16.00	15.50	<b>8.00 – 20.00</b>	<b>11.50</b>
Rotary Tillage	\$/acre	<b>8.00 – 10.00</b>	<b>9.00</b>	<b>8.00 – 10.00</b>	<b>9.00</b>
Land Leveling/Floating	\$/acre	15.00 – 25.00	20.00	<b>9.00 – 18.00</b>	<b>13.00</b>
Furrowing	\$/acre	12.00 – 18.00	15.00	<b>10.00 – 18.00</b>	<b>17.00</b>
Strip Till (tillage only)	\$/acre	20.00 – 30.00	23.50	<b>10.00 – 22.00</b>	<b>16.00</b>
Vertical Tillage	\$/acre	16.00 – 22.00	17.50	<b>10.00 – 20.00</b>	<b>18.00</b>
Equipment Transport Charges	\$/mile	<b>4.00 – 5.00</b>	<b>4.50</b>	<b>3.00 - 4.00</b>	<b>4.00</b>

Activity	Basis For Charge	Eastern Region		Western Region	
		Range	Median	Range	Median
Seed Cleaning	\$/bushel	0.60 – 3.50	1.00	<b>0.50 – 1.50</b>	<b>0.75</b>
Plant – Drill	\$/acre	12.00 – 25.00	17.00	15.00 – 75.00	30.00
Plant – Drill (small seed legumes)	\$/acre	22.00 – 25.00	23.50	<b>8.00 – 25.00</b>	<b>20.00</b>
Plant – Row (30-inch spacing)	\$/acre	14.50 – 30.00	20.00	30.00 – 35.00	32.50
Plant – Air Seeder	\$/acre	12.00 – 20.00	15.00	<b>10.00 – 20.00</b>	<b>15.00</b>
Plant – Strip Till (single operation)	\$/acre	25.00 – 30.00	27.50	<b>20.00 – 50.00</b>	<b>35.00</b>
Plant – No Till (Row Crops)	\$/acre	14.50 – 20.00	16.00	<b>15.00 – 22.00</b>	<b>17.00</b>
Plant – No Till (Grain Crops)	\$/acre	13.50 – 17.00	16.00	Not previously reported	Not previously reported

## 2022 Custom Rates for Colorado Farms and Ranches

Activity	Basis For Charge	Eastern Region		Western Region	
		Range	Median	Range	Median
Dry Fertilizer	\$/acre	3.50 – 15.00	7.00	5.00 – 200.00	9.00
Liquid Fertilizer	\$/acre	5.50 – 15.00	7.00	8.00 – 78.00	41.5
Anhydrous Ammonia w/ Sweep	\$/acre	9.50 – 16.00	10.00	<b>25.00 – 28.00</b>	<b>26.50</b>
Aerial Spraying	\$/acre	6.50 – 10.00	8.25	<b>12.25 – 13.00</b>	<b>12.63</b>
Boom Sprayer	\$/acre	5.50 – 40.00	7.00	7.00 – 12.00	7.00
Side-Dress	\$/acre	5.50 – 12.00	10.00	<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	8.50 – 17.00	13.25	<b>3.00 – 9.75</b>	<b>7.00</b>
Hay – Swathing	\$/acre	10.00 – 25.00	16.00	20.00 – 65.00	25.00
Hay – Raking	\$/acre	5.00 – 10.00	6.50	5.00 – 15.00	10.00
Baling – Small Square Bales	\$/bale	0.85 – 2.00	0.85	1.00 – 5.00	1.75
Baling – 3x3x8 Bales	\$/bale	12.00 – 19.00	15.00	10.00 – 45.00	18
Baling – 4x4x8 Bales	\$/bale	14.00 – 25.00	20.00	16.00 – 45.00	30.50
Baling – Round Bales	\$/bale	8.00 – 19.00	14.50	<b>10.00 – 35.00</b>	<b>13.50</b>
Loading/Stacking – Sm Sq Bales	\$/ton	10.00 – 90.00	22.50	<b>33.00 – 90.00</b>	<b>35.00</b>
Hauling – Large Square Bales	\$/ton	5.00 – 25.00	12.50	10.00 – 75.00	42.50
Hauling – Round Bales	\$/bale	2.00 – 15.00	8.50	<b>3.00 – 7.00</b>	<b>5.00</b>
Tub Grinding	\$/ton	19.00 – 25.00	22.00	<b>18.00 – 20.00</b>	<b>19.00</b>
Equipment Transport Charges	\$/mile	<b>4.00 – 4.50</b>	<b>4.00</b>	4.00 – 6.00	5.00

## 2022 Custom Rates for Colorado Farms and Ranches

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	25.00 – 65.00 0.25 – 0.35	35.00 0.25	<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	22.00 – 28.00 0.25 – 0.35	25.00 0.25	<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	18.00 – 65.00 0.25 – 0.35	30.00 0.25	92.00 – 97.00 <b>0.20 – 0.23</b>	94.50 <b>0.22</b>
Combine – Small Grains (dryland)	\$/acre + \$/bushel	14.00 – 32.00 0.25 – 0.35	24.00 0.25	<b>25.00 – 67.00</b> <b>0.20 – 0.23</b>	<b>46.00</b> <b>0.22</b>
Combine – Oil Seeds, Soybeans, Dry Beans	\$/acre	<b>25.00 – 30.00</b>	<b>27.50</b>	<b>40.00 – 75.00</b>	<b>57.50</b>
Swath – Small Grains	\$/acre	11.00 – 20.00	15.00	<b>10.00 – 17.00</b>	<b>12.00</b>
Hauling - Grains	\$/bushel	0.10 – 0.45	0.24	0.40 – 0.50	0.45

Activity	Basis For Charge	Eastern Region		Western Region	
		Range	Median	Range	Median
<b>Labor</b>					
General Labor – High Level	\$/hour	15.00 – 30.00	20.00	15.00 – 28.00	18.00
General Labor – Low Level	\$/hour	10.00 – 22.00	13.00	13.00 – 20.00	15.00
General Labor	\$/day	100.00 – 200.00	137.50	<b>50.00 – 160.00</b>	<b>104.00</b>
Tractor Drivers – High Level	\$/hour	17.00 – 25.00	20.00	15.00 – 28.00	19.75
Tractor Drivers – Low Level	\$/hour	10.00 – 20.00	14.50	10.00 – 20.00	18.00
Irrigators	\$/hour	<b>18.00 – 29.50</b>	<b>23.75</b>	15.00 – 28.00	22.5
Herders	\$/day	100– 200	120.00	120 – 224	180.00
Full Time Employees – High Level	\$/month	1,500 – 6,200	4,900	3,200 – 3,500	3,350
Full Time Employees – Low Level	\$/month	1,000 – 4,500	3,000	<b>2,000 – 2,800</b>	<b>2,266</b>
Manager	\$/month	2,000 – 8,000	4,000	3,000 – 8,500	4,475
Managers	\$/month	3,750 – 5,417	4,493.50	2,800 – 5,000	3,500

## 2022 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>	5.00 – 10.00	7.50
Sheep – Shearing Rams	\$/head	<b>8.00 – 14.00</b>	<b>12.00</b>	7.00 – 10.00	8.50
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	35.00 – 75.00	35.00	30.00 – 80.00	55.00
Beef – Pregnancy Testing Cows	\$/head	3.00 – 5.00	4.00	2.00 – 5.00	3.50
Horses – Shoeing (with shoes)	\$/head	75.00 – 140.00	80.00	100.00 – 160.00	115.00
Horses – Hoof Trimming	\$/head	40.00 – 75.00	4.00	25.00 – 45.00	35.00
Livestock Hauling	\$/loaded mile	1.50 – 6.00	4.38	<b>1.40 – 4.50</b>	<b>4.00</b>
Fence Building (4 wires)	\$/foot	1.70 – 2.27	2.27	0.66 – 3.79	2.46

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>	<b>0.18 – 0.40</b>	<b>0.24</b>
Beef Cows – Grazing					
Native Range	\$/head/month	10.00 – 36.00	25.00	15.00 – 35.00	25.00
Irrigated Pasture	\$/head/month	30.00 – 40.00	35.00	12.00 – 37.50	22.50
Wheat Pasture	\$/head/month	<b>24.00 – 30.00</b>	<b>27.00</b>	<b>15.00 – 22.00</b>	<b>18.50</b>
Corn/Milo Stalks	\$/head/month	12.50 – 37.50	25.00	<b>15.00 – 30.00</b>	<b>22.50</b>
Crop Stubble + Aftermath	\$/head/month	30.00 – 30.00	30.00	<b>12.00 – 21.00</b>	<b>16.50</b>
Yearling Cattle – Grazing					
Native Range	\$/head/month	14.00 – 25.00	18.00	<b>12.00 – 28.00</b>	<b>20.00</b>
Irrigated Pasture	\$/head/month	<b>10.00 – 22.50</b>	<b>15.00</b>	12.00 – 21.00	20.00
Wheat Pasture	\$/head/month	30.00 – 30.00	30.00	<b>0.80 – 18.00</b>	<b>9.40</b>
Horses – Grazing All Pasture types	\$/head/month	30.00 – 30.00	30.00	<b>7.00 – 34.00</b>	<b>20.50</b>

## 2022 Custom Rates for Colorado Farms and Ranches

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	60 – 275	225	<b>115 – 280</b>	<b>130</b>
Alfalfa	\$/acre	50 – 250	137.50	<b>100 – 190</b>	<b>120</b>
Small Grains	\$/acre	50 – 270	200	250 – 320	285
Potatoes	\$/acre	<b>200 – 300</b>	<b>208</b>	250 – 320	320
Vegetables	\$/acre	<b>85 – 250</b>	<b>130</b>	<b>85 – 250</b>	<b>130</b>
Non-Irrigated Land (Dryland)					
Corn/Sorghum	\$/acre	20 – 45	35	<b>15 – 70</b>	<b>45</b>
Small Grains	\$/acre	10 – 50	30	<b>15 – 70</b>	<b>30</b>
Feed/Hay	\$/acre	25 – 35	26	<b>25 – 90</b>	<b>60</b>
Oil Seed and Millet	\$/acre	26 – 45	32.50	<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	15% - 67%	50%	<b>67% - 75%</b>	<b>67%</b>
Small Grains	Tenant's share	25% - 67%	50%	33% - 75%	54%
Alfalfa	Tenant's share	50% - 67%	50%	33% - 50%	41.5%
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% - 67%	66%	<b>30% - 75%</b>	<b>67%</b>
Small Grains	Tenant's share	25% - 67%	66%	<b>25% - 75%</b>	<b>67%</b>
Grass Hay + Feed	Tenant's share	25% - 90%	58.5%	50% - 80%	52.5%
Oil Seed and Millet	Tenant's share	66% - 67%	66%	<b>30% - 70%</b>	<b>67%</b>



## 2022 Custom Rates for Colorado Farms and Ranches

Service Region	Business Name	County/Area	Email/Website	Phone
Eastern	Lonesome Pines Land & Cattle Co LLC	Weld	<a href="mailto:jimsturrock11@wigginstel.com">jimsturrock11@wigginstel.com</a>	970-895-2209
	Services Provided: Grazing Pasture			
Eastern	Mike McKinley	Sedgwick	<a href="mailto:mikeshawn@pctelcom.coop">mikeshawn@pctelcom.coop</a>	970-580-0731
	Services Provided: Farming, Haying, Planting, Harvesting			
Eastern	Round River Resource Management, LLC   Louis Martrin	Lincoln, Pueblo	<a href="mailto:louis@roundriver.biz">louis@roundriver.biz</a> <a href="mailto:Stiebbros@gmail.com">Stiebbros@gmail.com</a>	970-768-1970
	Services Provided: Custom Livestock Grazing and Management			
Eastern	Skyland Grain LLC	Prowers	<a href="http://skylandgrain.com">skylandgrain.com</a>	Walsh Office 719-324-5880
	Services Provided: Custom Pesticide Application, Custom Application Dry Fertilizer, NH3 Fertilizer Delivery			
Eastern	Sure Crop Care, Inc.	Southeast Colorado	<a href="mailto:surecrop@centurytel.net">surecrop@centurytel.net</a>	719-688-1176
	Services Provided: Sales, Service and Application of Fertilizer, Chemical and Seed			
Eastern	Constellation Ranch LLC	Elbert	<a href="mailto:Alpacas@constellationranch.net">Alpacas@constellationranch.net</a>	719-691-5184
	Services Provided: Alpaca Sales and Products			
Eastern	Marsh Farms   Mark Marsh	Pueblo, Otero, Crowley, Lincoln, El Paso, Bent	<a href="mailto:jsliter@bresnan.net">jsliter@bresnan.net</a>	719-251-8279
	Services Provided: Plowing, Disking, Land Plane, Furrowing, Drilling (almost any kind of seed including grasses), Row Planting (30 inch), Swathing, 3x3 Baling, Combining (row crop and platform or flex headers).			
Western	Sacred Song Beef	Montezuma	<a href="mailto:Shauck15@gmail.com">Shauck15@gmail.com</a>	970-570-5270
	Services Provided: Custom Grazing for Livestock Owners and Pasture Management for Land Owners			



## 2022 Custom Rates for Colorado Farms and Ranches

Service Region	Business Name	County/Area	Email/Website	Phone
Western	Lobato Farms	Mesa	<a href="http://lobatofarms.com">lobatofarms.com</a> <a href="mailto:mlobato@outlook.com">mlobato@outlook.com</a>	
	<p><u>Services Provided:</u> Small acreage and farm &amp; ranch tractor services, implement rentals, biochar applications, spraying, and seed sales. We offer CSA memberships for fruit and vegetables, and we sell chicken eggs and honey. Plans include 1.5 acres of hybrid wine grapes and blackberries and raspberries.</p>			
Western	John Silence	Mesa	<a href="mailto:jzsilence@outlook.com">jzsilence@outlook.com</a>	
	<p><u>Services Provided:</u> Cow/calf operation</p>			
Statewide	JWS Farm LLC	Colorado	<a href="mailto:Jwsfarmllc@gmail.com">Jwsfarmllc@gmail.com</a> <a href="http://jwsfarm.com">jwsfarm.com</a>	
	<p><u>Services Provided:</u> Farm raised beef</p>			
Statewide	Heil Harvesting LLC   Mark, Dianne, and Tara Heil	Western TX, Eastern NM, OK Panhandle, Western KS, Eastern CO (Washington, Lincoln, Elbert)	<a href="mailto:heilharvesting@hotmail.com">heilharvesting@hotmail.com</a> <a href="mailto:oxdrovers@gmail.com">oxdrovers@gmail.com</a>	970-209-6896
	<p><u>Services Provided:</u> We do custom swathing of grain or feedstuffs with 40' draper headers. We have the ability to lay two 40' grain windrows side by side for efficient harvesting. We swath a wide variety of crops for harvest or for baling as feedstuffs from San Angelo, Texas, to Akron, Colorado. We swath wheat affected by sawfly and proso millet, and have the ability to lay two 40' swaths side by side for harvest with pickup heads. We also swath for baling failed/frozen/weedy wheat, corn, milo and feed sorghum; stubble (especially stripped wheat stubble); weeds; triticale; and German millet.</p>			