



AGRICULTURE & BUSINESS MANAGEMENT

COLORADO STATE UNIVERSITY EXTENSION

2023 Land Rental & Custom Rates for Colorado Farms & Ranches

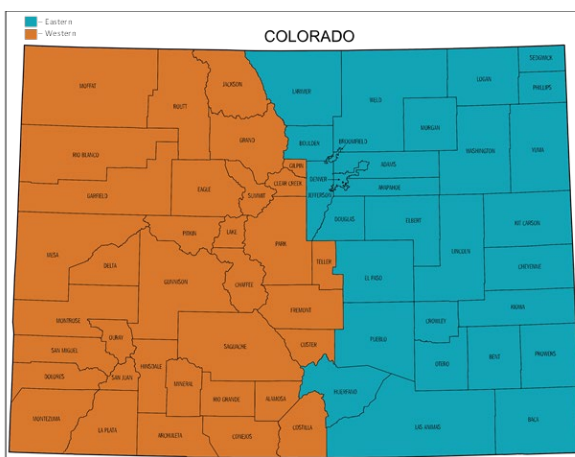
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Colorado State University Extension annually conducts a survey of custom rates charged for various crop and livestock operations and lease arrangements in Colorado. Electronic data were collected from agricultural producers, landowners and managers, lenders, agricultural consultants, machine operators, and Extension agents. The results from more than 290 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 2022 custom rates survey are reported. These numbers are denoted by **bold text** throughout the report. Data also **highlighted in grey** were rates previously reported in the 2022 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.

^A**Authors:**

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

2023 Land Rental & Custom Rates for Colorado Farms & Ranches

Activity	Basis For Charge	Eastern Region		Western Region	
		Range	Median	Range	Median
Stalk Shredding	\$/acre	12.50 – 20.00	20.00	12.00 – 14.00	13.00
Plow – Moldboard	\$/acre	34.00 – 50.00	42.00	30.00 – 40.00	35.00
Plow – Deep Chisel (irrigated)	\$/acre	34.00 – 35.00	34.00	18.00 – 60.00	43.5
Plow – Deep Chisel (dryland)	\$/acre	10.00 – 24.00	15.00	10.00 – 18.00	14.00
Plow – Surface Chisel (irrigated)	\$/acre	10.00 – 15.00	12.50	16.00 – 20.00	20.00
Plow – Surface Chisel (dryland)	\$/acre	8.00 – 12.00	10.00	16.00 – 20.00	20.00
Plow – Sweep	\$/acre	8.00 – 12.00	10.00	18.00 – 55.00	18.00
Disk (irrigated)	\$/acre	15.00 – 25.00	16.50	30.00 – 15.00	22.50
Disk (dryland)	\$/acre	14.00 – 50.00	38.00	18.00 – 15.00	34.00
Mulching	\$/acre	13.00 – 15.00	14.00	16.50 – 18.00	18.00
Harrow	\$/acre	7.00 – 10.00	8.50	8.00 – 12.00	10.00
Cultivating – Field	\$/acre	13.00 – 20.00	16.50	18.00 – 21.00	18.00
Rotary Tillage	\$/acre	8.00 – 10.00	9.00	10.00 – 11.00	10.50
Land Leveling/Floating	\$/acre	20.00 – 25.00	22.50	10.00 – 18.00	13.00
Furrowing	\$/acre	18.00 – 22.00	22.00	10.00 – 28.00	19.00
Strip Till (tillage only)	\$/acre	16.00 – 35.00	24.00	10.00 – 22.00	16.00
Vertical Tillage	\$/acre	10.00 – 35.00	19.00	10.00 – 20.00	18.00
Equipment Transport Charges	\$/mile	2.00 – 6.50	4.00	3.00 – 4.00	4.00

Activity	Basis For Charge	Eastern Region		Western Region	
		Range	Median	Range	Median
Seed Cleaning	\$/bushel	0.50 – 2.00	1.00	0.10 – 1.50	0.80
Plant – Drill	\$/acre	12.00 – 24.00	17.50	15.00 – 70.00	20.00
Plant – Drill (small seed legumes)	\$/acre	16.00 – 15.00	15.50	20.00 – 25.00	22.50
Plant – Row (30-inch spacing)	\$/acre	16.00 – 30.00	22.00	10.00 – 30.00	20.00
Plant – Air Seeder	\$/acre	13.00 – 18.50	14.00	10.00 – 30.00	20.00
Plant – Strip Till (single operation)	\$/acre	25.00 – 30.00	25.00	20.00 – 50.00	35.00
Plant – No Till (Row Crops)	\$/acre	18.00 – 27.00	19.00	30.00 – 35.00	30.00
Plant – No Till (Grain Crops)	\$/acre	15.00 – 20.00	17.50	20.00 – 45.00	25.00

2023 Land Rental & Custom Rates for Colorado Farms & Ranches

Activity	Basis For Charge	Eastern Region		Western Region	
		Range	Median	Range	Median
Dry Fertilizer	\$/acre	4.00 – 25.00	7.25	7.50 – 100.00	9.20
Liquid Fertilizer	\$/acre	7.00 – 10.00	7.50	8.00 – 10.00	9.60
Anhydrous Ammonia w/ Sweep	\$/acre	9.50 – 16.00	10.00	25.00 – 28.00	26.50
Aerial Spraying	\$/acre	5.50 – 12.00	8.50	12.25 – 13.00	12.63
Boom Sprayer	\$/acre	5.00 – 10.00	7.25	7.00 – 25.00	10.50
Side-Dress	\$/acre	18.00 – 25.00	21.5	12.00 – 22.00	22.00

Activity	Basis For Charge	Eastern Region		Western Region	
		Range	Median	Range	Median
Hay and Silage Harvesting					
Silage – Chopping and Hauling	\$/ton	7.00 – 20.00	12.00	20.00 – 26.00	23.00
Hay – Swathing	\$/acre	13.00 – 29.00	16.50	9.25 – 35.00	25.00
Hay – Raking	\$/acre	6.50 – 7.00	6.75	6.00 – 25.00	10.00
Baling – Small Square Bales	\$/bale	0.85 – 4.00	1.00	1.25 – 10.00	1.16
Baling – 3x3x8 Bales	\$/bale	12.00 – 19.00	15.00	10.50 – 16.00	12.00
Baling – 4x4x8 Bales	\$/bale	13.00 – 25.50	15.00	12.00 – 25.00	20.00
Baling – Round Bales	\$/bale	8.00 – 19.00	14.50	12.00 – 16.00	15.00
Loading/Stacking – Sm Sq Bales	\$/ton	33.00 – 90.00	61.50	31.00–110.00	33.00
Hauling – Large Square Bales	\$/ton	12.00 – 12.50	12.00	12.50 – 25.00	18.75
Hauling – Round Bales	\$/bale	2.00 – 15.00	8.50	3.00 – 7.00	5.00
Tub Grinding	\$/ton	12.00 – 25.00	18.00	18.00 – 20.00	19.00
Equipment Transport Charges	\$/mile	4.00 – 6.50	5.00	4.00 – 6.00	6.00

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Activity	Basis For Charge	Eastern Region		Western Region	
		Range	Median	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	30.00 – 90.00 0.24 – 0.30	52.50 0.26	20.00 – 50.00 0.32 – 0.38	36.00 0.22
Combine – Corn/Sorghum (dryland)	\$/acre + \$/bushel	24.00 – 35.00 0.24 – 0.30	25.00 0.26	21.00 – 30.00 0.20 – 0.25	25.00 0.22
Combine – Small Grains (irrigated)	\$/acre + \$/bushel	24.00 – 65.00 0.24 – 0.30	30.00 0.26	92.00 – 97.00 0.20 – 0.23	94.50 0.22
Combine – Small Grains (dryland)	\$/acre + \$/bushel	22.00 – 32.00 0.22 – 0.31	29.00 0.29	25.00 – 67.00 0.20 – 0.23	46.00 0.22
Combine – Oil Seeds, Soybeans, Dry Beans	\$/acre	22.00 – 32.00	27.50	40.00 – 75.00	57.50
Swath – Small Grains	\$/acre	14.00 – 18.00	15.00	10.00 – 17.00	12.00
Hauling – Corn/Sorghum	\$/bushel	0.25 – 0.35	0.30	0.25 – 0.35	0.30
Hauling - Grains	\$/bushel	0.25 – 0.45	0.30	0.40 – 0.50	0.45

Activity	Basis For Charge	Eastern Region		Western Region	
		Range	Median	Range	Median
Labor					
General Labor – High Level	\$/hour	15.00 – 35.00	20.00	14.50 – 35.00	20.00
General Labor – Low Level	\$/hour	10.00 – 25.00	16.00	10.00 – 25.00	15.50
General Labor	\$/day	26 – 200	125	85 – 250	120
Tractor Drivers – High Level	\$/hour	18.00 – 75.00	23.00	20.00 – 100.00	25.00
Tractor Drivers – Low Level	\$/hour	16.00 – 45.00	19.25	12.00 – 23.00	17.75
Irrigators	\$/hour	17.00 – 20.00	18.50	12.00 – 25.00	20.00
Full Time Employees – High Level	\$/month	2,500 – 5,000	4,250	2,000 – 8,300	4,100
Full Time Employees – Low Level	\$/month	2,500 – 4,500	2,957.50	2,000 – 6,250	2,886.50
Foreman	\$/month	3,000 – 10,000	5,061.04	5,400 – 6,250	5,825
Manager	\$/month	3,750 – 10,000	5,000	6,000 – 8,500	7,650

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Activity	Basis For Charge	Eastern Region		Western Region	
		Range	Median	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	5.00 – 7.00	6.00	5.00 – 10.00	6.00
Sheep – Shearing Rams	\$/head	7.00 – 10.00	8.50	7.00 – 10.00	6.00
Sheep – Fertility Testing Rams	\$/head	22.00 – 25.00	25.00	22.00 – 25.00	25.00
Beef – Fertility Testing Bulls	\$/head	12.00 – 86.00	52.50	15.00 – 105.00	90.00
Beef – Pregnancy Testing Cows	\$/head	1.25 – 25.00	3.25	3.00 – 12.00	5.00
Horses – Shoeing (with shoes)	\$/head	50.00 – 130.00	80.00	70.00 – 150.00	100.00
Horses – Hoof Trimming	\$/head	25.00 – 75.00	52.50	45.00 – 100.00	47.50
Livestock Hauling	\$/loaded mile	4.50 – 7.00	5.75	2.00 – 5.33	4.00
Fence Building (4 wires)	\$/mile	600 – 16,000	15,000	6,000 – 8,000	8,000

Activity	Basis For Charge	Eastern Region		Western Region	
		Range	Median	Range	Median
Livestock Land Rental Arrangements					
Sheep – Grazing All Pasture Types	\$/head/day	0.67 – 1.50	0.67	0.08 – 2.71	0.25
Beef Cows – Grazing					
Native Range	\$/head/month	18.00 – 35.00	25.50	10.00 – 45.00	20.00
Irrigated Pasture	\$/head/month	19.00 – 50.00	30.00	15.00 – 90.00	25.00
Wheat Pasture	\$/head/month	28.00 – 30.00	30.00	15.00 – 22.00	18.50
Corn/Milo Stalks	\$/head/month	15.00 – 35.00	30.00	15.00 – 30.00	22.50
Crop Stubble + Aftermath	\$/head/month	18.00 – 22.50	30.00	10.00 – 25.00	20.00
Yearling Cattle – Grazing					
Native Range	\$/head/month	4.00 – 25.50	14.75	10.00 – 20.00	15.00
Irrigated Pasture	\$/head/month	10.00 – 30.00	20.00	15.00 – 45.00	15.00
Wheat Pasture	\$/head/month	25.00 – 26.00	26.00	16.00 – 17.00	17.00
Horses – Grazing All Pasture types	\$/head/month	30.00 – 30.00	20.00	7.00 – 34.00	20.50

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Activity	Basis For Charge	Eastern Region		Western Region	
		Range	Median	Range	Median
Crop Land Cash Rents The numbers reported represent a per year (growing season) rate.					
Irrigated Land					
Corn/Sorghum	\$/acre	85 – 275	205	115 – 280	130
Small Grains	\$/acre	85 – 1,000	210	200 – 333	225
Alfalfa	\$/acre	40 – 225	100	45 – 208	165
Small Grains	\$/acre	80 – 225	125	200 – 333	225
Potatoes	\$/acre	500 – 600	600	208 – 375	333
Vegetables	\$/acre	170 – 300	235	200 – 350	316.50
Sugar Beets	\$/acre	205 – 300	252.5	n/a	n/a
Non-Irrigated Land (Dryland)					
Corn/Sorghum	\$/acre	25 – 50	40	120 – 160	160
Small Grains	\$/acre	13 – 55	40	15 – 70	30
Feed/Hay	\$/acre	10 – 55	20	60 - 120	100
Oil Seed and Millet	\$/acre	30 - 55	35	40 – 70	56

Activity	Basis For Charge	Eastern Region		Western Region	
		Range	Common	Range	Common
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	40% - 75%	70%	67% - 75%	67%
Small Grains	Tenant's share	50% - 75%	67%	33% - 75%	50%
Alfalfa	Tenant's share	40% - 67%	60%	25% - 75%	60%
Sugar Beets	Tenant's share	33% - 70%	67%	25% - 75%	75%
Non-Irrigated Land (Dryland)					
Corn/Sorghum	Tenant's share	25% - 75%	67%	30% - 75%	67%
Small Grains	Tenant's share	25% - 75%	67%	25% - 75%	67%
Grass Hay + Feed	Tenant's share	25% - 67%	67%	40% - 80%	67%
Oil Seed and Millet	Tenant's share	25% - 75%	75%	30% - 70%	67%

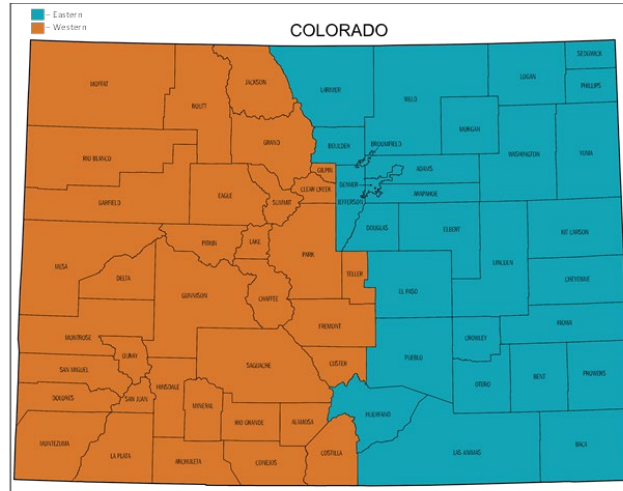
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Custom Operators Contact Information

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:

- **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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Service Region	Business Name	County/Area	Email/Website	Phone
Eastern	Kilt Farm	Boulder	michael@kiltfarm.com	970-846-6233
	<u>Services Provided:</u> Basic field work including discing, no till drill, mowing			
Eastern	Tool Library, LLC.	Boulder	toolibraryllc@gmail.com toolibrary.farm	303-709-9176
	<u>Services Provided:</u> Agricultural rental and service center; discounted rates to increase the implementation of soil health building practices; current scale of equipment for 1 – 50 acre farms; small walk behind tractors used in market gardening			
Eastern	100xFarm Christina Manning Lebek	Lincoln, Pueblo	hello@modernfarmsteads.com modernfarmsteads.com	
	<u>Services Provided:</u> Regenerative farm that focuses on providing nutrient produce to both high end restaurants and economically challenged individuals and families; provides garden coaching, classes and raised bed garden installations to residential customers and Bloomsteads focuses on flower garden design, flower garden planting and maintenance, and flower farming for our community, restaurants, and weddings			
Eastern	Skyland Grain LLC	Prowers	skylandgrain.com	Walsh Office 719-324-5880
	<u>Services Provided:</u> Custom Pesticide Application, Custom Application Dry Fertilizer, NH3 Fertilizer Delivery			
Eastern	Ray Family Farm Daniel Ray	Washington, Yuma, Kit Carson		970-554-9769
	<u>Services Provided:</u> Custom haying; 4 x 4 bales			
Eastern	David Phillips	Pueblo, Heurfano, Las Animas	david@west2eastllc.com	719-359-3131
	<u>Services Provided:</u> Tillage - All types; Planting - All types; Harvesting - All types; Application - Dry and Liquid; Agronomy Services and Assessment; Soil and Crop health surveys; Drone Survey			
Eastern	Marsh Farms Mark Marsh	Pueblo, Otero, Bent		719-251-8279
	<u>Services Provided:</u> Swathing; Baling; Stacking big bales; Tillage; Land plane; Planting(row crop and drilling); Furrowing; Combining-small grains and corn; Trucking			
Eastern	Redden Hay & Cattle	Rio Grande	reddenhayandcattle@outlook.com	719-580-6921
	<u>Services Provided:</u> Custom haying (small square bales); no till hay field and pasture seeding; sell around 5,000 small square bales of horse quality hay			

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Service Region	Business Name	County/Area	Email/Website	Phone
Western	Sacred Song Livestock Co.	Montezuma	Shauck15@gmail.com	970-570-5270
	<u>Services Provided:</u> Custom Grazing of cattle and sheep; provide landowners with land management services in exchange for per head per day cash rent for livestock grazing			
Western	Colorado Edible Forest Vanessa Harmony	Garfield, Eagle, Pitkin, Grand, Delta	vanessa@coloradoedibleforests.com coloradoedibleforest.com	970-718-2781
	<u>Services Provided:</u> Cow/calf operation			
Western	Matthew Creech	Montezuma	matt@millworkconsultant.com	719-375-9470
	<u>Services Provided:</u> Garden plot rentals; 20' x 30'; cost \$40 per month			
Western	Sheriff Horsemanship	Chaffee	SheriffHorsemanship.com	
	<u>Services Provided:</u> Horseback riding lessons; training; boarding			
Statewide	Heil Harvesting LLC Mark, Dianne, and Tara Heil	Western TX, Eastern NM, OK Panhandle, Western KS, Eastern CO (Washington, Lincoln, Elbert)	heilharvesting@hotmail.com oxdrovers@gmail.com	970-209-6896
	<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.			

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Service Region	Business Name	County/Area	Email/Website	Phone
Western	Lobato Farms	Mesa	lobatofarms.com mlobato@outlook.com	
	<p><u>Services Provided:</u> Small acreage and farm & 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	jzsilence@outlook.com	
	<p><u>Services Provided:</u> Cow/calf operation</p>			
Statewide	JWS Farm LLC	Colorado	Jwsfarmllc@gmail.com jwsfarm.com	
	<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)	heilharvesting@hotmail.com oxdrovers@gmail.com	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>			