

April 2010

AG/ECON/2010-02RM

Custom Rates Survey Report 2009/2010

Sarah A. Drollette
Department of Applied Economics
Utah State University

Many agricultural producers in Utah hire others to perform some custom farm work in order to accomplish all the tasks necessary to ensure success in their agricultural business. Similarly, some farmers also provide custom work for others. The purpose of this report is to provide agricultural producers with current information regarding rates for custom farming operations in Utah.

Procedure

The custom rates reported in this publication were obtained from surveys distributed at crop schools and sent by mail to 299 farmers, custom operators, agricultural

bankers and other agricultural professionals. The response rate for the survey was 15%. Table 1 summarizes the percent of survey respondents categorized as agricultural producers, custom operators, bankers or other agricultural professionals. In some cases, survey responses were disregarded if it was clear the respondent interpreted the information in a different manner than the majority of the other respondents.

Reported Rates

The custom rates reported are those charged or paid during 2009. An average rate for all responses is given as well as a range of

the responses including the lowest rate and the highest rate reported. The number of responses for each custom operation is also provided. In most cases, the number of responses was less than ten and for many specific custom operations only one response is reported. More observations would be necessary to perform

further statistical analysis. Because of the low survey response rate, custom rates reported in this publication should be used only as a guide. Actual rates in different areas of the state are likely to vary somewhat due to different field conditions, variations in supply and demand, location and other area-specific variables.

Table 1. Respondent Information

	Percent of Respondents*
Agricultural Producer	27%
Custom Operator	27%
Agricultural Producers and Custom Operator	16%
Banker	2%
Custom Operator and Banker	13%
Other	16%

*Percentages may not be exact due to rounding.



2009 Utah Farm Custom Operation Rates

Tillage	Average		Range		Number of Responses	Average		Range		Number of Responses
	\$/acre					\$/hour				
Moldboard Plowing (Stubble)	\$23.25	\$10.00	-	\$30.00	12	\$96.00	\$60.00	-	\$150.00	5
Moldboard Plowing (hay/sod)	\$26.30	\$13.00	-	\$35.00	10	\$96.67	\$60.00	-	\$175.00	6
Chisel Plowing	\$15.88	\$8.00	-	\$30.00	8	\$98.75	\$85.00	-	\$110.00	4
Subsoiling	\$30.00	\$20.00	-	\$35.00	3	\$105.00	\$100.00	-	\$115.00	3
Disking, tandem	\$13.50	\$8.00	-	\$20.00	8	\$128.75	\$100.00	-	\$200.00	4
Disking, offset	\$15.00	\$8.00	-	\$20.00	10	\$105.63	\$60.00	-	\$200.00	8
Soil Finishing	\$14.22	\$7.00	-	\$20.00	9	\$86.67	\$60.00	-	\$100.00	3
Cultivating	\$12.29	\$5.00	-	\$18.00	7	\$100.00	\$100.00	-	\$100.00	2
Other (Ripping)	\$19.00	\$19.00	-	\$19.00	1					

Fertilizer and Chemical Application		Average		Range		Number of Responses	Average		Range		Number of Responses
	\$/acre					\$/hour					
Ground Spraying (pesticides/insecticides)	\$7.67	\$4.00	-	\$20.00	21	\$75.00	\$75.00	-	\$75.00	1	
Air Spraying (pesticides/insecticides)	\$8.69	\$5.25	-	\$12.00	4						
Applying bulk dry fertilizer	\$8.28	\$4.00	-	\$20.00	9						
Applying liquid fertilizer	\$7.08	\$5.00	-	\$12.00	6						
Applying anhydrous	\$5.17	\$1.00	-	\$8.50	3						

Planting	Average		Range		Number of Responses	Average		Range		Number of Responses
	\$/acre					\$/hour				
Corn	\$14.79	\$10.00	-	\$20.00	14	\$60.00	\$60.00	-	\$60.00	1
Small Grains	\$12.50	\$6.00	-	\$20.00	14	\$65.00	\$55.00	-	\$75.00	2
Other	\$17.50	\$10.00	-	\$25.00	2					

Harvesting Grain	Average		Range		Number of Responses	Average		Range		Number of Responses
	\$/acre					\$/hour				
Combing										
Wheat and Small Grains (irrigated)	\$31.41	\$23.00	-	\$40.00	17	\$132.50	\$125.00	-	\$140.00	2
Wheat and Small Grains (dry land)	\$22.80	\$16.00	-	\$30.00	5	\$125.00	\$125.00	-	\$125.00	1
Corn	\$33.33	\$30.00	-	\$40.00	3	\$100.00	\$60.00	-	\$140.00	2
Corn (6 row header)	\$30.00	\$22.00	-	\$35.00	4					
Corn (8 row header)	\$35.00	\$35.00	-	\$35.00	2					
Corn (8 row w/stalk chopper)	\$41.67	\$35.00	-	\$45.00	3					
Drying										
Corn	\$0.20	\$0.04	-	\$0.35	2					
Hauling										
Wheat and Small Grains (field to storage)	\$0.27	\$0.01	-	\$0.72	5					
Corn (field to storage)	\$0.09	\$0.01	-	\$0.20	3					
Storage to Market (25 miles)	\$0.15	\$0.15	-	\$0.15	1					
Storage to Market (50 miles)	\$0.30	\$0.25	-	\$0.35	3					
Storage to Market (100 miles)	\$0.48	\$0.48	-	\$0.48	1					
Storing										
Wheat and Small Grains	\$0.02	\$0.01	-	\$0.03	3					
Corn	\$0.02	\$0.01	-	\$0.03	3					

	Average	Range	Number of Responses	Average	Range	Number of Responses
	\$/acre			\$/ton		
Harvesting Hay/Straw						
Swathing	\$16.23	\$10.00 - \$22.00	28	\$100.00	\$100.00 - \$100.00	1
Swathing Straw	\$13.67	\$8.00 - \$20.00	6			
Raking	\$6.44	\$2.00 - \$16.00	17	\$40.00	\$25.00 - \$50.00	4
Baling						
	\$/bale			\$/ton		
Small Square Bales (about 70 lbs.)	\$0.91	\$0.50 - \$2.00	10	\$70.00	\$70.00 - \$70.00	1
Medium Square Bales (3 x 3, about 800 lbs.)	\$9.80	\$7.00 - \$15.00	10	\$70.00	\$70.00 - \$70.00	1
Large Square Bales (3 x 4)	\$12.95	\$5.50 - \$18.00	11	\$70.00	\$70.00 - \$70.00	1
Large Square Bales (4 x 4, about 1750 lbs.)	\$15.31	\$12.00 - \$20.00	13	\$70.00	\$70.00 - \$70.00	1
Large Round Bales (800 to 1500 lbs.)	\$8.50	\$8.50 - \$8.50	1	\$70.00	\$70.00 - \$70.00	1
Loading/Stacking						
Small Square Bales	\$0.66	\$0.40 - \$1.00	4	\$70.00	\$70.00 - \$70.00	1
Medium Square Bales	\$1.33	\$1.00 - \$2.00	3	\$70.00	\$70.00 - \$70.00	1
Large Square Bales (3 x 4)	\$4.25	\$2.00 - \$9.00	4	\$70.00	\$70.00 - \$70.00	1
Large Square Bales (4 x 4)	\$4.25	\$2.00 - \$7.00	4	\$70.00	\$70.00 - \$70.00	1
Large Round Bales	\$2.00	\$2.00 - \$2.00	1	\$70.00	\$70.00 - \$70.00	1
Hauling						
Small Square Bales	\$0.52	\$0.40 - \$0.75	5			
Medium Square Bales	\$1.50	\$1.50 - \$1.50	1	\$12.50	\$5.00 - \$20.00	2
Large Square Bales (3 x 4)				\$20.00	\$20.00 - \$20.00	1
Large Square Bales (4 x 4)	\$4.00	\$2.00 - \$5.00	3	25.00	\$5.00 - \$45.00	2
Large Round Bales						
Combination (swathing to stacking)						
	\$/bale			\$/hour		
Small Square Bales	\$1.68	\$1.25 - \$2.10	2	\$3.50	\$2.00 - \$5.00	2
Medium Square Bales	\$8.50	\$8.50 - \$8.50	1			
Large Square Bales (3 x 4)	\$20.00	\$20.00 - \$20.00	1	\$70.00	\$70.00 - \$70.00	1
Large Square Bales (4 x 4)				\$70.00	\$70.00 - \$70.00	1
Large Round Bales	\$13.50	\$13.50 - \$13.50	1	\$55.00	\$40.00 - \$70.00	2
Combination (swathing to stacking straw)						
	\$/bale			\$/hour		
Small Square Bales	\$1.50	\$1.50 - \$1.50	1			
Medium Square Bales	\$8.50	\$8.50 - \$8.50	1			
Large Square Bales (3 x 4)						
Large Square Bales (4 x 4)						
Large Round Bales						

	Average	Range	Number of Responses	Average	Range	Number of Responses
Harvesting Silage Crops	\$/ton			\$/hour		
Chopping						
Haylage	\$5.00	\$5.00 - \$5.00	1	\$160.00	\$160.00 - \$160.00	1
Corn Silage	\$7.00	\$5.00 - \$10.00	3	\$180.00	\$180.00 - \$180.00	1
Hauling	\$3.00	\$3.00 - \$3.00	3	\$65.00	\$50.00 - \$80.00	2
Packing	\$1.48	\$0.90 - \$2.00	4	\$107.50	\$100.00 - \$115.00	2
Combination (chopping/hauling/packing)						
Haylage	\$20.88	\$9.50 - \$50.00	4	\$1,200	\$1,200 - \$1,200.00	1
Corn Silage	\$9.20	\$6.50 - \$13.00	5	\$850.00	\$700.00 - \$1,000.00	2
Custom Farming	\$/acre			% of crop		
Tillage through Harvest						
Corn	\$286.33	\$135.00 - \$559.00	3			
Small Grains	\$193.33	\$115.00 - \$337.00	3			
Hay	\$215.00	\$140.00 - \$261.00	3			
Other				75%	75% - 75%	1
Miscellaneous	\$/ton			\$/hour		
Manure Hauling	\$4.38	\$3.75 - \$5.00	2	\$80.00	\$40.00 - \$120.00	2
	\$/acre			\$/hour		
Land Planing	\$13.57	\$10.00 - \$20.00	7	\$80.00	\$60.00 - \$100.00	2
Machinery Operation				\$64.58	\$10.00 - \$100.00	6

Utah State University is committed to providing an environment free from harassment and other forms of illegal discrimination based on race, color, religion, sex, national origin, age (40 and older), disability, and veteran's status. USU's policy also prohibits discrimination on the basis of sexual orientation in employment and academic related practices and decisions.

Utah State University employees and students cannot, because of race, color, religion, sex, national origin, age, disability, or veteran's status, refuse to hire; discharge; promote; demote; terminate; discriminate in compensation; or discriminate regarding terms, privileges, or conditions of employment, against any person otherwise qualified. Employees and students also cannot discriminate in the classroom, residence halls, or in on/off campus, USU-sponsored events and activities.

This publication is issued in furtherance of Cooperative Extension work, acts of May 8 and June 30, 1914, in cooperation with the U.S. Department of Agriculture, Noelle E. Cockett, Vice President for Extension and Agriculture, Utah State University.