

2014 Iowa Farm Custom Rate Survey

Many Iowa farmers perform custom machinery work for other producers and landowners, while others hire custom work done. Some producers rent machinery or perform certain services for a fee. To help both custom operators and people who hire custom work done to arrive at a reasonable rate for each service contracted, Iowa State University Extension and Outreach conducts an annual survey of farm custom rates.

Values shown below are the average and the range of the rates that survey respondents reported that they expected to pay or charge in the coming year. A total of 195 Iowa farmers, custom operators, and farm managers replied to the survey. Twenty-seven percent of the respondents reported that they performed custom work for others, 12 percent reported hiring custom work done, and 61 percent indicated that they did both.

Custom operators are assumed to provide the implement, the tractor to pull it (except for self-propelled machines), the operator, and fuel. The average price for diesel fuel was assumed to be \$3.25 per gallon for the coming year. A change in diesel fuel price of \$0.50 per gallon will change total machinery costs by approximately 5 percent.

Rental rates for some machinery items are shown on the last page of this summary. Rental rates do not include fuel, an operator, or a tractor to pull an implement. Rental rates for equipment items not included in the survey can be estimated by using the worksheet on the final page.

Note: Custom rates include the cost of labor, fuel, repairs, depreciation, insurance, and interest.

Tillage	Unit	Average Charge	Range
Chopping cornstalks	acre	\$11.55	6.00 - 18.00
Moldboard plowing	acre	17.15	12.00 - 25.00
Chisel plowing	acre	16.15	12.00 - 20.00
Disk/chiseling	acre	17.25	12.00 - 23.00
Vertical tillage	acre	16.30	11.00 - 25.00
Subsoiling (8 to 15 in. deep)	acre	19.70	15.00 - 25.00
V-ripping (over 15 in. deep)	acre	20.40	14.00 - 30.00
V-ripping with tandem disk	acre	23.20	14.00 - 35.00
Disking, tandem	acre	14.20	7.00 - 21.00
Disking, offset	acre	19.15	14.00 - 25.00
Harrowing	acre	9.30	4.00 - 15.00
Soil finishing	acre	14.60	10.00 - 26.00
Field cultivating	acre	13.80	7.50 - 20.00
Rock picking	acre	14.30	8.00 - 18.00
Cultivating, conventional	acre	14.20	10.00 - 18.00
Cultivating, ridge-till	acre	16.45	15.00 - 20.00
Rotary hoeing	acre	10.15	5.50 - 15.00
Land rolling	acre	7.80	5.00 - 15.00
Planting, Drilling, and Seeding			
Planting - with fertilizer & insecticide attachments	acre	\$19.25	12.00 - 30.00
- without attachments	acre	17.85	10.00 - 27.00
- with splitters & attachments	acre	20.20	16.00 - 25.00
- no-till planter	acre	19.35	12.00 - 28.00
- no-till planter with splitters	acre	21.10	16.00 - 29.00
- ridge till planter	acre	22.15	18.00 - 28.00
Extra charge for seed shut-offs	acre	2.55	1.00 - 5.00
Extra charge for variable rate seeding	acre	2.80	1.00 - 5.00
Seed tender	acre	3.40	2.00 - 6.00
Drilling soybeans	acre	16.40	10.00 - 25.00
Drilling soybeans, no-till	acre	18.50	12.00 - 30.00
Drilling grass seed	acre	16.05	10.00 - 25.00
Drilling small grain	acre	15.30	10.00 - 20.00
Seeding grass, broadcast with tractor	acre	12.45	8.00 - 18.00
Seeding grass, broadcast with ATV	acre	14.05	8.00 - 20.00

Spraying (materials not included)	Unit	Average Charge	Range
Ground, broadcast, tractor	acre	\$6.90	5.00 - 10.00
Ground, incorporated, tractor	acre	12.35	6.75 - 15.45
Ground, broadcast, self propelled	acre	7.55	4.00 - 15.00
Ground, banded, tractor	acre	11.10	10.00 - 12.00
Ground, road ditches	hour	67.90	35.00 - 100.00
Aerial	acre	10.10	7.50 - 13.00
Fertilizer Application (materials not included)			
Dry bulk - applied	acre	\$5.00	2.00 - 10.00
- strip-till	acre	18.65	15.00 - 23.00
Liquid - spraying	acre	7.40	5.40 - 12.00
- strip-till, knifed	acre	14.75	12.00 - 20.00
- side dressing	acre	12.90	8.00 - 20.00
Anhydrous - injecting, with tool bar	acre	12.70	6.00 - 22.00
- injecting, without tool bar	acre	11.35	6.50 - 16.00
Spreading lime	ton	7.05	3.00 - 12.00
Harvesting, Drying, and Hauling Grain			
Corn combining	acre	\$34.15	25.00 - 55.00
- with chopper head	acre	40.05	30.35 - 60.00
Soybean combining	acre	34.15	22.00 - 50.00
- with air reel	acre	36.85	25.00 - 55.00
Small grain combining	acre	29.75	25.00 - 35.00
Complete harvesting (combine, grain cart, haul to farm storage)			
- Corn	acre	47.65	30.00 - 80.00
- Soybeans	acre	45.20	28.00 - 75.00
Added charge for GPS mapping	acre	2.70	1.00 - 5.00
Picking ear corn (seed corn)	acre	37.15	35.00 - 40.00
Picking ear corn (farm use)	acre	27.30	20.00 - 30.00
Drying corn (includes fuel, electricity, labor)			
- continuous flow dryer	point per bushel	0.050	0.035 - 0.068
- bin dryer	point per bushel	0.063	0.050 - 0.070
Handling grain by auger	bushel	0.067	0.010 - 0.100
Hauling grain			
- grain cart, corn	acre	6.95	2.00 - 15.00
- grain cart, soybeans	acre	5.75	2.00 - 12.00
- to farm storage, wagon	bushel	0.076	0.030 - 0.120
- farm storage to market, wagon	bushel	0.094	0.060 - 0.150
- to market, truck, (5 miles, 1-way trip)	bushel	0.110	0.050 - 0.200
- to market, truck, (25 miles, 1-way trip)	bushel	0.175	0.080 - 0.300
- to market, truck, (100 miles, 1-way trip)	bushel	0.361	0.250 - 0.520
Harvesting Forages			
Hay - mowing	acre	\$11.85	8.00 - 17.00
- conditioning	acre	11.25	6.00 - 15.00
- mowing/conditioning	acre	13.60	10.00 - 20.00
- raking	acre	6.35	3.00 - 10.00
- windrowing	acre	12.90	10.00 - 16.00
- tedding	acre	6.80	5.00 - 10.00
Swathing hay or small grain	acre	14.20	12.50 - 16.00
Hay baling - small square bales	bale	0.65	0.40 - 1.00
- large square bales	bale	10.50	8.75 - 12.00
- large round bales without wrap	bale	11.05	9.00 - 15.00
- large round bales with wrap	bale	12.60	9.00 - 17.00
Straw or corn stalk baling			
- large round or square bales without wrap	bale	12.25	10.00 - 16.00
- large round or square bales with wrap	bale	13.45	10.00 - 18.00
Picking up with accumulator - large square bales	bale	3.10	2.00 - 5.00
Moving large round bales to storage	bale	3.30	3.00 - 4.00
Moving large square bales to storage	bale	3.50	2.50 - 5.00
Hauling round bales	bale / loaded mile	0.21	0.09 - 0.33
Hauling square bales	bale / loaded mile	0.18	0.08 - 0.26

Harvesting Forages (continued)	Unit	Average Charge	Range
Silage - chopping	hour / header row	69.65	50.00 - 100.00
- chopping	ton	6.30	4.25 - 9.15
- chopping, haul, fill silo	ton	8.05	7.50 - 8.50
Filling silage bags	foot of bag	11.30	10.00 - 12.00
Haylage - chopping	ton	10.00	6.50 - 13.00
Earlage or snaplage - chopping	acre	49.40	47.00 - 51.00

Miscellaneous Services (labor, fuel, and equipment included)

	Unit	Average Charge	Range
Removing snow (loader)	hour	\$79.15	25.00 - 150.00
Removing snow (blade)	hour / foot of blade	9.40	3.75 - 15.65
Removing snow (blower)	hour / foot of blower	12.90	6.00 - 20.00
Grinding, mixing feed	ton	11.20	10.00 - 12.00
Tub grinding hay	hour	223.55	135.00 - 300.00
Tub grinding hay	ton	11.95	10.00 - 14.00
Spreading liquid manure, injected	1000 gallons	13.20	10.00 - 15.00
Applying liquid manure with drag line	1000 gallons	10.85	9.00 - 12.50
Loading solid manure	hour	79.75	50.00 - 100.00
Loading, spreading solid manure	hour	126.30	100.00 - 160.00
Power washing	hour	39.60	20.00 - 60.00
Building fence, barbed (no materials)	hour	16.40	15.00 - 18.00
Building fence, barbed (no materials)	rod	14.00	10.00 - 20.00
Building fence, woven (no materials)	rod	16.00	12.00 - 20.00
Scouting crops	acre	4.85	2.00 - 8.00
Soil testing	sample	7.75	3.00 - 15.00
GPS grid soil testing	acre	7.20	3.00 - 11.00
Managing stored grain	bushel	0.07	0.05 - 0.10
Vacuuming grain	bushel	0.10	0.06 - 0.17
Shearing sheep	head	3.75	3.00 - 4.00
Livestock hauling with trailer	loaded mile	2.70	2.00 - 3.50
Livestock hauling with straight truck	loaded mile	3.00	2.50 - 3.50
Livestock hauling with semi truck	loaded mile	3.75	3.50 - 4.25
Bulldozing	hour / foot of blade	13.60	10.00 - 18.00
Digging post holes	hole	3.80	2.50 - 5.00
Driving steel fence posts	post	2.60	1.00 - 4.00
Driving wooden fence posts	post	4.05	3.00 - 5.25
Building terraces, grassed back	foot	3.20	2.50 - 4.00
Building terraces, narrow base	foot	2.55	2.00 - 3.25
Trenching	foot	1.40	1.00 - 2.00
Tiling, tiling machine (excluding materials)	foot	1.10	0.80 - 1.75
Tiling, tile plow (excluding materials)	foot	0.82	0.43 - 1.25
Back hoeing	hour	93.35	40.00 - 150.00
Clearing land	hour	134.35	85.00 - 195.00
Building ponds	hour	146.75	135.00 - 153.60
Chain sawing	hour	52.45	26.00 - 90.00
Welding machinery	hour	47.95	20.00 - 80.00
Mowing CRP or pasture	acre	16.15	10.00 - 28.00
Mowing fence rows, ditches	hour	70.05	30.00 - 100.00
Mowing lawns	hour	36.65	25.00 - 55.00
Chopping brush	acre	26.75	20.00 - 30.00
Using truck scale	load weighed	3.45	1.00 - 5.00

Custom Farming (tillage, planting, pest control, harvesting, and hauling to farm, no drying)

	Unit	Average Charge	Range
Corn	acre	\$136.10	95.00 - 175.00
Soybeans	acre	121.00	80.00 - 165.00
Small grain	acre	91.25	80.00 - 100.00

Machine Rental (operator, tractor, and fuel not included)

	Unit	Average Charge	Range	
Tractor	horsepower / hour	\$0.27	0.17	- 0.44
Grain drill	acre	9.55	5.00	- 15.00
No-till soybean drill	acre	12.15	8.00	- 18.00
Corn head for combine	acre	8.80	5.00	- 13.00
Soybean head for combine	acre	8.90	6.00	- 12.00
Grain cart with auger, corn	acre	6.55	2.00	- 10.00
Grain cart with auger, soybeans	acre	5.55	2.00	- 9.00
Grain wagon	bushel	0.09	0.07	- 0.10
Grain truck (semi)	bushel / round trip	0.12	0.07	- 0.15
Grain auger	bushel	0.06	0.02	- 0.08
Grain vacuum	bushel	0.08	0.03	- 0.12
Grain cleaner	bushel	0.08	0.07	- 0.10
Liquid manure spreader	hour	40.45	34.00	- 50.00
Solid manure spreader	hour	46.25	40.00	- 55.00
Skid loader	hour	57.90	35.00	- 80.00
Dry bulk fertilizer applicator	acre	3.80	3.20	- 5.00
Liquid fertilizer applicator	acre	6.55	5.00	- 8.00
Anhydrous fertilizer applicator	acre	5.05	1.50	- 12.00
Power washer	hour	43.35	38.10	- 50.00
Generator	hour	45.15	40.00	- 50.20
Tub grinder	hour	209.05	145.00	- 265.00

Bin Rental

	Unit	Average Charge	Range	
Bin dryer, (no fuel or labor)	bushel dried	\$0.057	0.040	- 0.080
Storing grain, bin rental	bushel / month	0.025	0.010	- 0.060
Storing grain, bin rental	bushel / year	0.170	0.100	- 0.300

Farm Labor Wages for Operating Machinery

	Unit	Average Charge	Range	
Spraying or harvesting	hour	\$15.50	10.00	- 25.00
Other operations	hour	13.90	10.00	- 20.00

Estimating a Machinery Rental Rate for Items Not Surveyed

Example:
Tandem Disk

The following worksheet can be used to estimate a rental value for equipment items not shown above.

- | | | |
|--|-----------------|---------------|
| 1. Custom charge (includes labor, fuel, tractor) | \$ _____/acre | \$14.20 |
| 2. Percent of custom charge that is for interest, insurance, depreciation, and repairs (excluding fuel and labor) (use 60% for tillage, 65% for planting and harvesting) | x _____% | x 60% |
| 3. Rental value, including tractor (1 x 2) | = \$ _____/acre | = \$8.52 |
| 4. Tractor rental value, if tractor is not provided:
_____ HP x \$ _____ per hp-hour rental rate (see above) / _____ acres/hour ^{1/} = | - \$ _____/acre | - \$2.70 |
| Ex: 150 HP x \$.27 (per hp-hour rental rate) / 15 acres/hour = \$2.70 | | |
| 5. Implement rental value, without tractor (3 minus 4) | = \$ _____/acre | = \$5.82/acre |

^{1/} Typical values for acres covered per hour can be found in AgDM File A3-24

... and justice for all

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