



Ohio Farm Custom Rates 2016

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A large number of Ohio farmers hire machinery operations and other farm related work to be completed by others. This is often due to lack of proper equipment, lack of time or lack of expertise for a particular operation. Many farm business owners do not own equipment for every possible job that they may encounter in the course of operating a farm and may, instead of purchasing the equipment needed, seek out someone with the proper tools necessary to complete the job. This farm work completed by others is often referred to as “custom farm work” or more simply “custom work”. A “custom rate” is the amount agreed upon by both parties to be paid by the custom work customer to the custom work provider.

The custom rates reported in this publication are based on a statewide survey of 365 farmers, custom operators, farm managers and landowners conducted in 2016. These rates, except where noted, include the implement and tractor if required, all variable machinery costs such as fuel, oil, lube, twine etc., and the labor for the operation.

Some custom rates published from this study have a wide range. Possible explanations are the type or size of equipment used, size/shape of fields, condition of the crop (for harvesting operations), the value of labor, the mix of labor and equipment used and the different income goals of full-time custom operators versus farmers supplementing their income. Also some custom operations are provided at bargain rates due to family relationships between the parties or due to the fact that custom providers may see an increased probability of eventually securing the custom farmed land in a cash rental or other rental agreement. Some providers are simply attempting to spread their fixed costs over more acreage to decrease fixed costs per acre and are willing to forgo complete cost recovery of their variable costs.

Average custom rates reported in this publication are a simple average of all the survey responses. The Range rates represent \pm one standard deviation around the average¹. The Median represents the middle value in the survey responses. The Minimum and Maximum reported reference the minimum and maximum responses from the survey data for a given operation.

Charges may be added if the custom provider considers a job abnormal such as distance from the operator’s base location, difficulty of terrain, amount of product or labor involved with the operation, or other special requirements of the custom work customer.

There is no assurance that the average rates reported in this publication will cover your total costs for performing the custom service or that you will be able to hire a custom operator for the average rate published in this factsheet. Calculate your own costs carefully before determining the rate to charge or pay. It may be helpful to compare these custom rates with machinery costs calculated using an economic engineering approach. The data are intended to show a representative farming industry cost for specified machines and operations. The following resources are available to help you calculate and consider the total costs of



performing a given machinery operation. Users may also consider using the data contained in these publications as a base for future custom rates.

Farm Machinery Cost Estimates available at:

<https://drive.google.com/file/d/0B3psjooopP5QxWWd3a2cwblJCTjQ/viewMachinery>

Economics at farmdoc:

<http://www.farmdoc.illinois.edu/manage/index.asp>

Estimating Farm Machinery Costs

<http://www.extension.iastate.edu/agdm/crops/html/a3-29.html>

Before entering into an agreement, discuss all of the details of the specific job with the other party.

Fuel prices have an impact on custom rates and rates may fluctuate based on large movements in fuel prices. The approximate price of diesel fuel at the time of this survey was \$1.75-\$2.50 per gallon for off-road (farm) usage.

1 Standard deviation is a measure of the variability of the survey responses. One “standard deviation” both above and below the average (mean) includes approximately two-thirds of all survey responses.



Ohio Farm Custom Rates 2016

| | Avg | Range | | Median | Min | Max |
|--|---------|---------|----------|---------|---------|----------|
| Soil Preparation | | | | | | |
| Stalk Chopper Acre | \$12.55 | \$9.47 | \$15.67 | \$12.55 | \$7.00 | \$20.00 |
| Moldboard Plow / Acre | \$21.25 | \$12.02 | \$30.46 | \$20.00 | \$9.00 | \$50.00 |
| Chisel Plow / Acre | \$17.80 | \$12.59 | \$23.03 | \$18.00 | \$8.00 | \$45.00 |
| Disk Chisel / Acre | \$17.85 | \$12.44 | \$23.23 | \$18.00 | \$9.00 | \$45.00 |
| Disk-Tandem / Acre | \$14.15 | \$8.78 | \$19.51 | \$13.10 | \$4.00 | \$25.00 |
| Disk-Offset / Acre | \$16.35 | \$9.27 | \$23.40 | \$16.00 | \$5.00 | \$30.00 |
| Soil Finishing / Acre | \$14.30 | \$10.76 | \$17.84 | \$14.85 | \$7.50 | \$20.00 |
| Field Cultivator / Acre | \$13.55 | \$9.49 | \$17.62 | \$13.40 | \$6.00 | \$26.00 |
| Land Leveling / Acre | \$13.50 | \$5.64 | \$21.40 | \$11.50 | \$4.00 | \$30.00 |
| Land Leveling / Hour | \$75.00 | \$32.72 | \$117.28 | \$80.00 | \$20.00 | \$150.00 |
| Subsoiling / Acre | \$19.85 | \$14.16 | \$25.56 | \$20.00 | \$7.00 | \$45.00 |
| V-Ripping / Acre | \$20.45 | \$14.25 | \$26.68 | \$20.00 | \$9.00 | \$45.00 |
| Strip Tillage / Acre | \$17.25 | \$12.22 | \$22.24 | \$17.50 | \$10.00 | \$30.00 |
| Strip w/ Fertilizer Injection / Acre | \$22.75 | \$12.09 | \$33.41 | \$20.00 | \$12.00 | \$54.00 |
| Fertilizer Application - Ground | | | | | | |
| Dry Bulk / Acre | \$6.25 | \$4.01 | \$8.47 | \$6.00 | \$1.50 | \$20.00 |
| Liquid Knife/ Acre | \$9.25 | \$6.36 | \$12.17 | \$9.00 | \$3.00 | \$15.00 |
| Liquid Spray / Acre | \$6.95 | \$5.72 | \$8.17 | \$7.00 | \$5.00 | \$10.00 |
| Annhydrous / Acre | \$13.55 | \$10.49 | \$16.56 | \$14.00 | \$7.00 | \$20.00 |
| Lime / Acre | \$8.75 | \$4.04 | \$13.48 | \$7.00 | \$1.65 | \$24.00 |
| Lime / Ton | \$7.60 | \$3.67 | \$11.51 | \$7.00 | \$2.00 | \$22.00 |
| Variable Rate Fertilizer / Acre | \$7.90 | \$5.06 | \$10.74 | \$7.00 | \$3.00 | \$20.00 |
| Number of Products Applied | 1.75 | 1.18 | 2.34 | 2.00 | 1.00 | 3.00 |
| Chemical Control of Weeds or Insects | | | | | | |
| Spraying - self propelled / Acre | \$7.00 | \$4.92 | \$9.06 | \$6.75 | \$1.25 | \$20.00 |
| Spraying - pull type / Acre | \$7.00 | \$4.14 | \$9.82 | \$6.03 | \$4.00 | \$20.00 |
| Highboy spraying / Acre | \$10.00 | \$1.53 | \$18.49 | \$7.50 | \$2.00 | \$50.00 |
| Mechanical Weed Control | | | | | | |
| Rotary Hoeing / Acre | \$8.65 | \$3.57 | \$13.70 | \$6.00 | \$4.00 | \$20.00 |
| Conventional Cultivation / Acre | \$11.30 | \$6.40 | \$16.18 | \$10.38 | \$5.00 | \$20.00 |
| Aerial Application | | | | | | |
| Chemicals / Acre | \$12.30 | \$8.03 | \$16.55 | \$12.00 | \$5.00 | \$25.00 |
| Seed / Acre | \$13.60 | \$9.57 | \$17.67 | \$12.50 | \$9.00 | \$25.00 |
| Fertilizer / Acre | \$12.05 | \$7.16 | \$16.89 | \$12.00 | \$5.00 | \$22.00 |
| Planting Operations | | | | | | |
| Conventional Till | | | | | | |
| Plant Corn 30" Rows / Acre | \$18.05 | \$13.37 | \$22.69 | \$18.00 | \$10.00 | \$32.00 |
| Plant Corn w/ Starter Fertilizer 30" Rows / Acre | \$19.30 | \$14.20 | \$24.45 | \$18.70 | \$10.00 | \$40.00 |
| Variable rate planting / Acre | \$18.60 | \$15.58 | \$21.66 | \$18.75 | \$12.50 | \$22.50 |
| Plant Soybeans 15" Rows / Acre | \$18.25 | \$13.93 | \$22.57 | \$18.00 | \$5.00 | \$35.00 |
| Plant Soybeans 30" Rows / Acre | \$17.50 | \$13.46 | \$21.58 | \$16.75 | \$10.00 | \$28.00 |
| Drill Soybeans / Acre | \$16.90 | \$12.86 | \$20.91 | \$16.00 | \$10.00 | \$30.00 |
| Drill Small Grains / Acre | \$16.70 | \$12.72 | \$20.64 | \$16.00 | \$10.00 | \$28.50 |
| No-Till | | | | | | |
| Plant Corn 30" Rows / Acre | \$18.45 | \$14.10 | \$22.80 | \$18.00 | \$10.00 | \$30.00 |
| Plant Corn w/ Starter Fertilizer 30" Rows / Acre | \$19.75 | \$14.72 | \$24.79 | \$19.00 | \$4.00 | \$35.00 |
| Variable rate planting / Acre | \$19.45 | \$16.20 | \$22.75 | \$20.00 | \$14.00 | \$25.00 |
| Plant Soybeans 15" Rows / Acre | \$18.75 | \$14.19 | \$23.28 | \$18.00 | \$8.00 | \$35.00 |
| Plant Soybeans 30" Rows / Acre | \$17.95 | \$13.28 | \$22.64 | \$18.00 | \$8.00 | \$30.00 |
| Drill Soybeans / Acre | \$17.15 | \$12.69 | \$21.57 | \$16.70 | \$4.00 | \$30.00 |
| Drill Small Grains / Acre | \$16.65 | \$12.02 | \$21.32 | \$16.60 | \$4.00 | \$30.00 |
| Grass/Legume/Pasture Seeding | | | | | | |
| Broadcast / Acre | \$9.50 | \$6.36 | \$12.64 | \$10.00 | \$5.50 | \$15.00 |
| Grain drill / Acre | \$16.75 | \$11.14 | \$22.39 | \$15.50 | \$6.00 | \$35.00 |



Ohio Farm Custom Rates 2016

| Grain Harvest | Avg | Range | | Median | Min | Max |
|--|----------|---------|----------|----------|---------|----------|
| Harvest Corn / (combine, grain cart, haul local to farm) / Acre | \$32.70 | \$23.82 | \$41.58 | \$30.00 | \$20.00 | \$70.00 |
| Harvest Soybeans / (combine, grain cart, haul local to farm) / Acre | \$30.50 | \$23.11 | \$37.90 | \$30.00 | \$17.50 | \$60.00 |
| Harvest Wheat / (combine, grain cart, haul local to farm) / Acre | \$30.00 | \$22.59 | \$37.37 | \$30.00 | \$20.00 | \$60.00 |
| Combine Corn / Corn | \$28.35 | \$23.14 | \$33.58 | \$28.00 | \$15.00 | \$50.00 |
| Combine Soybeans / Acre | \$27.35 | \$22.25 | \$32.43 | \$26.00 | \$15.00 | \$50.00 |
| Combine Small Grains / Acre | \$26.80 | \$21.53 | \$32.09 | \$25.00 | \$15.00 | \$50.00 |
| Pick Ear Corn / Acre | \$30.45 | \$20.59 | \$40.32 | \$30.00 | \$15.00 | \$50.00 |
| Grain Cart / Acre | \$5.95 | \$3.18 | \$8.69 | \$5.00 | \$2.00 | \$10.00 |
| Grain Storage - On Farm | | | | | | |
| Storage / Month / Bushel | \$0.039 | \$0.022 | \$0.056 | \$0.040 | \$0.010 | \$0.100 |
| Storage / Year / Bushel | \$0.240 | \$0.038 | \$0.442 | \$0.150 | \$0.060 | \$0.960 |
| Grain Drying | | | | | | |
| Per Point of Moisture Removed / Bushel | \$0.063 | \$0.013 | \$0.114 | \$0.040 | \$0.020 | \$0.200 |
| Grain Hauling | | | | | | |
| Farm to Market / Bushel | \$0.184 | \$0.100 | \$0.267 | \$0.170 | \$0.030 | \$0.500 |
| Average Miles - Farm to Market | 32 | 6 | 57 | 24 | 4 | 150 |
| Field to Farm / Bushel | \$0.100 | \$0.055 | \$0.145 | \$0.100 | \$0.030 | \$0.230 |
| Average Miles - Field to Farm | 9 | 3 | 15 | 10 | 1 | 30 |
| Custom Farming (All machinery operations for tillage, planting, spraying, tending & harvesting) | | | | | | |
| Corn / Acre | \$119.40 | \$93.77 | \$145.03 | \$122.50 | \$80.00 | \$200.00 |
| Soybeans /Acre | \$106.40 | \$79.40 | \$133.37 | \$110.00 | \$64.00 | \$200.00 |
| Small Grains / Acre | \$89.20 | \$67.31 | \$111.13 | \$97.50 | \$50.00 | \$125.00 |



Ohio Farm Custom Rates 2016

| Hay / Straw Harvest | Avg | Range | | Median | Min | Max |
|---|---------|---------|---------|---------|---------|---------|
| Mowing / Acre | \$12.60 | \$7.59 | \$17.58 | \$12.00 | \$3.00 | \$25.00 |
| Mowing/Conditioning / Acre | \$13.45 | \$8.28 | \$18.59 | \$13.50 | \$5.00 | \$30.00 |
| Raking / Acre | \$7.05 | \$4.21 | \$9.88 | \$6.88 | \$3.00 | \$16.00 |
| Tedding / Acre | \$6.85 | \$4.39 | \$9.35 | \$6.90 | \$2.00 | \$15.00 |
| Baling: Small Square Bales | | | | | | |
| Baled / Dropped in Field / Bale | \$0.55 | \$0.25 | \$0.81 | \$0.50 | \$0.25 | \$1.10 |
| Baled and Loaded on Wagon / Bale | \$0.70 | \$0.34 | \$1.07 | \$0.65 | \$0.10 | \$2.00 |
| Baled, Loaded, Hauled and Stored / Bale | \$1.20 | \$0.52 | \$1.86 | \$0.95 | \$0.75 | \$2.50 |
| Baling: Large Round Bales ~ 1500# | | | | | | |
| Baled and Dropped in Field / Bale | \$8.50 | \$6.22 | \$10.75 | \$8.00 | \$4.00 | \$12.50 |
| Baled and Hauled From Field / Bale | \$10.85 | \$8.43 | \$13.23 | \$11.00 | \$7.00 | \$14.00 |
| Baled, Net Wrapped and Left in Field / Bale | \$10.20 | \$6.66 | \$13.74 | \$10.00 | \$6.00 | \$20.00 |
| Baled and Wrapped Wet in Plastic (Plastic Included) / Bale | \$17.71 | \$7.67 | \$27.76 | \$14.00 | \$12.00 | \$40.00 |
| Baling: Large Round Bales ~ 600-1000# | | | | | | |
| Baled and Dropped in Field / Bale | \$8.30 | \$5.78 | \$10.84 | \$8.00 | \$5.00 | \$15.00 |
| Baled, Net Wrapped and Left in Field / Bale | \$9.85 | \$5.75 | \$13.99 | \$8.50 | \$6.00 | \$24.00 |
| Baled and Wrapped Wet in Plastic (Plastic Included) / Bale | \$17.40 | \$4.54 | \$30.26 | \$13.00 | \$9.00 | \$40.00 |
| Baling: Large Square Bales | | | | | | |
| Baled and Dropped in Field / Bale | \$10.20 | \$7.57 | \$12.82 | \$10.00 | \$7.50 | \$16.00 |
| Baled and Wrapped Wet in Plastic (Plastic Included) / Bale | \$21.00 | \$11.53 | \$30.47 | \$17.50 | \$15.00 | \$40.00 |
| Complete Hay Harvest - Shares | | | | | | |
| % of Crop to Custom Provider | 52.1% | 47.2% | 57.0% | 50.0% | 50.0% | 66.0% |



Ohio Farm Custom Rates 2016

| Drainage and Tile Installation | Avg | Range | | Median | Min | Max |
|---|--------|--------|--------|--------|--------|--------|
| Ditching Machine - without materials | | | | | | |
| 4" Plastic / Foot | \$0.36 | \$0.27 | \$0.46 | \$0.38 | \$0.21 | \$0.55 |
| | | | | | | |
| Drain Plow - without materials | | | | | | |
| 4" Plastic / Foot | \$0.24 | \$0.14 | \$0.33 | \$0.21 | \$0.12 | \$0.52 |
| | | | | | | |
| Ditching Machine - with materials | | | | | | |
| 4" Plastic / Foot | \$0.76 | \$0.64 | \$0.89 | \$0.76 | \$0.62 | \$1.00 |
| | | | | | | |
| Drain Plow - with materials | | | | | | |
| 4" Plastic / Foot | \$0.57 | \$0.47 | \$0.67 | \$0.56 | \$0.42 | \$0.77 |

| Miscellaneous | Avg | Range | | Median | Min | Max |
|-------------------------------------|----------|----------|----------|----------|---------|------------|
| Bush Hogging / Acre | \$17.84 | \$6.78 | \$28.90 | \$15.00 | \$5.00 | \$50.00 |
| Building Fence/ Woven Wire / Rod | \$17.65 | \$11.13 | \$24.16 | \$15.50 | \$10.00 | \$28.87 |
| Digging Post Holes / Hole | \$2.71 | \$1.14 | \$4.29 | \$2.00 | \$1.00 | \$5.00 |
| Income Tax Preparation / Hour | \$149.64 | \$86.69 | \$212.60 | \$137.50 | \$75.00 | \$250.00 |
| Income Tax Preparation / Return | \$405.51 | \$170.23 | \$640.79 | \$350.00 | \$75.00 | \$975.00 |
| Farm Account Summary / Hour | \$147.22 | \$93.54 | \$200.91 | \$150.00 | \$75.00 | \$200.00 |
| Farm Account Summary / Summary | \$437.92 | \$148.39 | \$727.44 | \$400.00 | \$65.00 | \$1,000.00 |
| Track Hoe / Hour | \$106.87 | \$66.34 | \$147.40 | \$100.00 | \$60.00 | \$300.00 |
| Snow Removal : Loader / Hour | \$67.00 | \$39.56 | \$94.44 | \$75.00 | \$15.00 | \$115.00 |
| Snow Removal : Blade / Hour | \$59.38 | \$27.24 | \$91.51 | \$60.00 | \$15.00 | \$125.00 |
| Snow Removal : Blower / Hour | \$73.57 | \$38.37 | \$108.77 | \$70.00 | \$10.00 | \$120.00 |
| Hauling Livestock / Mile | \$2.09 | \$1.34 | \$2.84 | \$2.00 | \$1.00 | \$4.00 |
| Bulldozing per Foot of Blade / Hour | \$9.74 | \$6.30 | \$13.19 | \$9.38 | \$3.57 | \$21.23 |
| Soil testing / Sample | \$15.30 | \$5.66 | \$24.94 | \$11.75 | \$5.50 | \$35.00 |
| Soil testing / Acre | \$5.48 | \$2.83 | \$8.13 | \$5.00 | \$0.75 | \$10.50 |
| Grid Soil Sampling / Acre | \$6.95 | \$4.30 | \$9.61 | \$7.00 | \$2.15 | \$12.00 |
| Rock Picking / Hour | \$12.75 | \$7.41 | \$18.09 | \$11.00 | \$9.00 | \$25.00 |
| Power Washing / Hour | \$49.78 | \$14.49 | \$85.07 | \$45.00 | \$8.00 | \$100.00 |

| Machinery Rental | Avg | Range | | Median | Min | Max |
|--|----------|----------|----------|----------|----------|----------|
| Tractor / \$ per Horsepower / Hour | \$0.29 | \$0.10 | \$0.48 | \$0.24 | \$0.08 | \$1.00 |
| Com Planter / Acre | \$16.65 | \$7.93 | \$25.37 | \$15.00 | \$5.00 | \$32.00 |
| Average Number of Rows | 12.4 | 6.7 | 18.2 | 12.0 | 6.0 | 24.0 |
| Combine / Seperator Hour | \$165.83 | \$121.40 | \$210.26 | \$157.50 | \$125.00 | \$250.00 |
| Combine / Acre | \$29.90 | \$25.37 | \$34.42 | \$30.00 | \$20.00 | \$38.00 |
| Average Grain Table Width in Feet | 33.4 | 28.2 | 38.6 | 33.5 | 25.0 | 40.0 |
| Average Number of Corn Header Rows | 8.8 | 6.6 | 10.9 | 8.0 | 6.0 | 12.0 |
| Grain Drill: No-till / Acre | \$13.17 | \$8.01 | \$18.33 | \$12.00 | \$6.00 | \$30.00 |
| Average Width in Feet | 15.8 | 10.6 | 20.9 | 15.0 | 10.0 | 30.0 |
| Bobcat or Skidsterr Loader / Day | \$226.15 | \$18.50 | \$433.81 | \$150.00 | \$80.00 | \$750.00 |
| Dry Bulk Fertilizer Applicator / Acre | \$3.07 | \$0.88 | \$5.25 | \$2.50 | \$0.50 | \$6.00 |
| Liquid Fertilizer Applicator / Acre | \$3.28 | \$2.05 | \$4.52 | \$3.25 | \$1.00 | \$5.00 |
| | | | | | | |
| Facilty Rental | | | | | | |
| Machinery Storage - Square Foot / Year | \$0.76 | \$0.16 | \$1.36 | \$0.57 | \$0.20 | \$2.00 |

Avg = Average, Range = Average +/- 1 Standard Deviation, Med = Median, Min = Minimum, Max = Maximum



Estimating Machinery Rental Rate from Custom Rates

Example:

Field Cultivator

1. Custom charge (includes labor, fuel, tractor) \$_____/acre \$13.55

2. Percent of custom charge which is for interest, insurance, _____% 70%
depreciation, and repairs (excluding fuel and labor)
(use 70% for tillage. 80% for planting and harvesting)

3. Rental value, including tractor (1 x 2) \$_____/acre \$9.49

4. Tractor rental value. if tractor is not provided:
_____ HP x \$ _____ per hp-hour rental rate (see above) / _____ acres/hour =

- Ex: 310 HP x \$.29 (per hp-hour rental rate)/33 acres/hr = \$2.72 \$_____/acre \$ 2.72

5. Implement rental value without tractor (3 minus 4) \$_____/acre \$ 6.77