2019 Indiana Farm Custom Rates

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The rates reported in this publication were compiled from questionnaires received from farmers, farm owners, farm custom operators, and professional farm managers in Indiana. Purdue Extension educators and specialists developed the questionnaire. Purdue Educators distributed the questionnaires at meetings and events statewide during the last month of 2018 and the first three months of 2019. Respondents were asked to report custom rates they had either paid or received during the past year. We are grateful to the 101 survey respondents who provided information for this publication.

Unless otherwise stated, the rates reported include payments made for fuel, operator labor, and machinery ownership costs. For each operation, the average of the responses received is reported. The variation of rates around the average is reported when the number of respondents for a question was at least 30. The variation is the average rate plus and minus one standard deviation. Approximately two-thirds of the responses would be expected to fall between the high and low numbers used to summarize the extent of the variation. Larger standard deviations in relation to reported averages indicate greater variability in the reported custom rates. For several of the operations the custom rates reported varied widely. In general, operations for which fewer than five responses were received are not reported here. A small number of responses signals report users to be extra cautious when using the survey results.

Farm custom rates may differ significantly from one area in the state to another based on availability of custom operators and demand for their services. Therefore, the statewide averages reported here might be quite different from the going rate in any given area. Custom rates in a given area may vary significantly according to timeliness, operator skill, field size and shape, crop conditions, the performance characteristics of the machine being used, the relationship between the custom operator and the person needing custom work done, competitive pressures, and economic circumstances of the custom operator. The variation of reported rates was large for many of the operations and thus should only be used as a starting point for establishing a rate in any given situation.

In Indiana, custom work is often done by farming neighbors after they complete their own work. In these situations, the custom operator may charge a custom rate that is well below the full cost of owning and operating their farm machinery either to build goodwill or to more fully utilize their machinery capacity. For that reason, readers of this publication should not interpret the average rates reported here as indicative of the total cost of completing these operations. Custom operators who do large amounts of custom work should estimate the full

ownership and operating costs of their services before agreeing to work for the "going rate" in their area.

Land Preparation Operations					
Operation	**Unit**	**Responses**	**Average**	**Variation**	
Shredding Corn Stalks	$/acre	4	7.25		
Chisel Plowing	$/acre	10	14.30		
Vertical Tillage	$/acre	16	13.34		
Disking with Tandom Disk	$/acre	14	10.64		
Field Cultivating	$/acre	16	11.63		
V-Ripping or Sub-Soiling	$/acre	6	17.17		
Fertilizer and Chemical Application Operations					
Fertilizer Application - Ground	**Unit**	**Responses**	**Average**	**Variation**	
Broadcasting Bulk Dry Fertilizer	$/acre	34	6.18	4.62	7.74
Spraying Liquid Fertilizer	$/acre	9	6.72		
Knifing-In Liquid Fertilizer	$/acre	11	10.25		
Anhydrous Application Pre-Plant	$/acre	8	12.75		
Side-Dress Anhydrous Application	$/acre	11	10.05		
Spreading Manure	$/acre	6	9.00		
Chemical Application	**Unit**	**Responses**	**Average**	**Variation**	
Tractor and Sprayer	$/acre	5	5.80		
Self-Propelled Sprayer	$/acre	47	6.73	5.37	8.09
Aerial Sprayer	$/acre	15	12.22		
Precision Agriculture	**Unit**	**Responses**	**Average**	**Variation**	
Precision Fertilizer Application	$/acre	19	6.95		
Precision Chemical Application	$/acre	11	7.28		
Grain Planting Operations					
Operation	**Unit**	**Responses**	**Average**	**Variation**	
Conventional Till Corn - 30" row	$/acre	27	17.49		
No-Till Corn - 30" row	$/acre	32	17.45	12.73	22.16
Conventional Till Soybeans - 15" row	$/acre	18	17.63		
No-Till Soybeans - 15" row	$/acre	23	17.34		
Conventional Till Soybeans - Drilled	$/acre	2	16.00		
No-Till Soybeans - Drilled	$/acre	7	15.50		
Conventional Till Small Grains	$/acre	4	14.75		
No-Till Small Grains	$/acre	10	17.50		
Grain Harvesting Operations					
Operation	**Unit**	**Responses**	**Average**	**Variation**	
Corn - Combine Only	$/acre	46	28.97	24.76	33.18
Soybeans - Combine Only	$/acre	46	28.43	24.37	32.50
Small Grain - Combine Only	$/acre	15	28.00		
Corn - Combine and Haul to Bin	$/acre	25	37.52		
Soybeans - Combine and Haul to Bin	$/acre	27	33.56		
Small Grain - Combine and Haul to Bin	$/acre	7	37.43		

Hiring Machinery and Operator for All Growing and Harvesting Operations				
Crop	**Unit**	**Responses**	**Average**	**Variation**
Corn	$/acre	5	112.00	
Soybeans	$/acre	4	96.50	
On-Farm Corn Drying				
Points of Moisture Removed	**Unit**	**Responses**	**Average**	**Variation**
Five	¢/bushel	8	15	
Ten	¢/bushel	5	35	
Grain Hauling				
Item	**Unit**	**Responses**	**Average**	**Variation**
Total Cost of Hauling Grain to Market	¢/bushel	23	14	
Average Farm to Market Haul One-Way	Miles	23	26	
Hay/Straw or Corn Stover Harvesting Operations				
Mowing and Conditioning Hay or Straw	**Unit**	**Responses**	**Average**	**Variation**
Tractor and Mower/Conditioner	$/acre	8	14.50	
Tedding	$/acre	6	7.50	
Raking (windrowing)	$/acre	7	8.43	
Baling Hay/Straw or Corn Stover	**Unit**	**Responses**	**Average**	**Variation**
Small Rectangular Bales (25-60 lbs.)	$/bale	11	1.07	
Large Rectangular Bales (over 1000 lbs.)	$/bale	8	10.19	
Medium Round Bales (4 feet wide)	$/bale	7	9.71	
Large Round Bales (5 feet wide)	$/bale	14	12.18	
Large Round Corn Stover Bales	$/bale	5	11.40	
Bale Wrapping and Moving	**Unit**	**Responses**	**Average**	**Variation**
Charge for Plastic Wrapping Large Bales	$/bale	5	7.40	
Charge for Moving Bales to Farm Storage	$/bale	2	5.00	
Bale Hay on Shares	**Unit**	**Responses**	**Average**	**Variation**
Custom Operator's Share of Harvest	%	6	57	
Miscellaneous Custom Work				
Type of Activity or Machine Operation	**Unit**	**Responses**	**Average**	**Variation**
Tiling (excluding cost of tile)	¢ / per foot	11	65	
Mowing Pasture or CRP Acres	$/acre	12	19.58	
Bulldozing (blade = 9 feet wide or less)	$/hour	9	88	
Bulldozing (blade = larger than 9 feet)	$/hour	4	116	
Machine Rental Rates (Excluding Operator and Fuel Cost)				
Machine Type	**Unit**	**Responses**	**Average**	**Variation**
Tractor (Average HP = 210)	$/hour	7	63	
Combine with Corn Head	$/hour	5	48	
Combine with Small Grain Head	$/hour	4	33	