

2020 North Dakota Custom Rates

Part I – Early Season Operations

August 2020

Introduction

The data in this report are the result of a survey conducted during July and August. Approximately 1,540 reports from aerial sprayers, farmer/ranchers, and other custom operators were tabulated. The survey was designed to provide state averages for custom work rates. The early season survey was last conducted in 2016. Prior to 2020, the early season survey had been conducted every three years since 1962, except during the early 1980's when it was conducted every other year.

Appreciation is expressed to all survey participants who provided the data for this report and to the North Dakota State University Extension Service personnel for their assistance on this project.

The Data

This report contains state level custom work rates for land tillage, planting, fertilizer and pesticide application, haying operations and other custom work.

Included for each operation is the number of reports, range, most frequently reported and average rates. Also included are state level 2016 average rates, 2020 rates as a percentage of 2016, and historical comparisons back to 1995 for selected operations.

We advise the reader to exercise discretion when using rates where fewer than fifteen reports were tabulated.

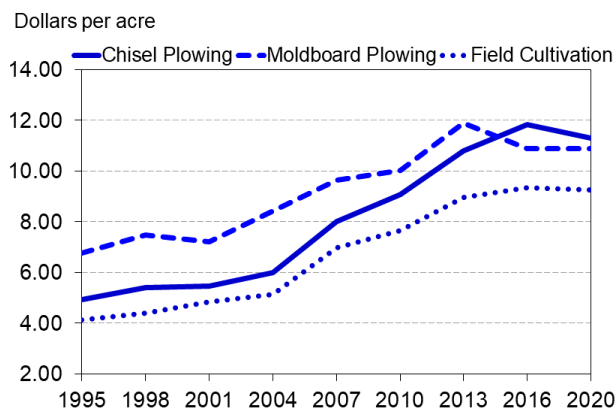
The range shows the minimum and maximum rate reported for each custom operation. The range is affected by the locality of the reporter and the size of the custom operator. A farmer/rancher who does a small amount of custom work for his or her neighbors may charge less than a large-scale operator.

The rates in this report include charges for equipment, power, fuel and the operator. Exchange work is not considered custom work for this survey.

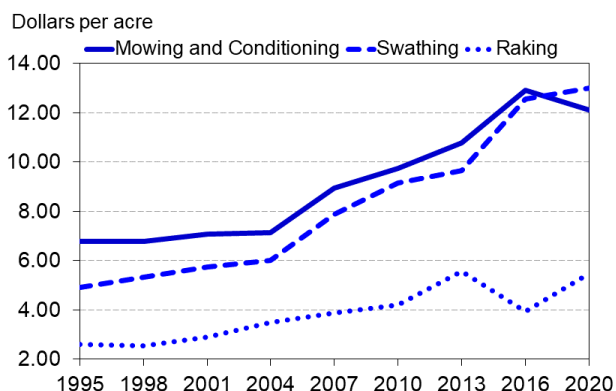
Other Reports

A late season custom rates survey will be conducted in September and October. It will collect data on harvesting, grain drying, crop and hay hauling and other miscellaneous custom rates. This information will be released in December.

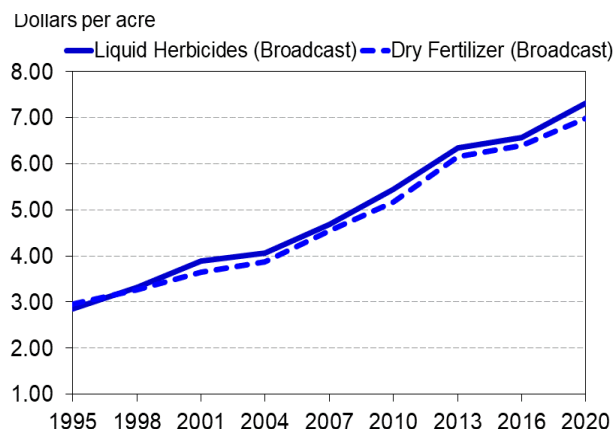
Land Tillage – Average rate: 1995-2020



Haying Operations – Average rate: 1995-2020



Chemical Application – Average rate: 1995-2020



LAND TILLAGE, SMALL GRAIN SEEDING AND ROW CROP PLANTING

STATEWIDE AVERAGES, NORTH DAKOTA, 2020

Operation	2020				2016 Average Rate	2020 as Percent of 2016
	Number of Reports	Range in Rates	Most Frequent Rate Reported	Average Rate		
DIESEL FUEL	(number) 687	(dollars per gallon) 0.93 - 3.68	(dollars per gallon) 2.00	(dollars per gallon) 1.80	(dollars per gallon) 1.99	(percent) 90
LAND TILLAGE	(number)	(dollars per acre)	(dollars per acre)	(dollars per acre)	(dollars per acre)	(percent)
Primary Tillage (Deep):						
Plowing (Moldboard)	7	6.00 - 15.00	10.00	10.50	10.88	97
Sod Breaking	7	7.00 - 20.00	20.00	14.43	21.40	67
Heavy Disking.....	20	5.00 - 17.00	9.00	11.12	14.03	79
Chisel Plowing.....	27	5.00 - 18.00	1/	11.30	11.85	95
Sub Soiling (16-20 inches deep)	8	9.00 - 33.00	10.00	15.18	18.36	83
Disk/Chisel Plowing	15	2.00 - 20.00	15.00	13.09	12.65	103
Secondary Tillage (Shallow):						
Field Cultivation.....	32	2.00 - 16.00	10.00	9.27	9.36	99
One-Way Disking	13	6.00 - 18.00	10.00	11.04	13.39	82
Tandem Disking	21	6.00 - 28.00	10.00	12.83	11.80	109
Rotary Hoe	7	4.00 - 15.00	10.00	8.47	8.92	95
Vertical Tillage.....	32	5.00 - 28.00	10.00	10.74	12.10	89
Land Rolling.....	74	2.00 - 15.00	5.00	5.46	5.53	99
Light Harrowing.....	16	2.10 - 20.00	8.00	7.95	6.32	126
Heavy Harrowing	21	2.50 - 12.00	8.00	7.38	7.27	102
Row Crop Cultivation	7	3.50 - 10.00	10.00	8.57	8.75	98
SMALL GRAIN SEEDING						
With Fertilizer:						
Regular Drilling.....	34	4.20 - 25.00	25.00	14.99	17.97	83
Drilling & Tillage	15	7.50 - 30.00	10.00	17.17	18.73	92
Air Seeding	48	7.00 - 30.00	1/	17.82	18.07	99
No Till Drill.....	38	10.00 - 40.00	20.00	19.39	20.99	92
Without Fertilizer:						
Regular Drilling	29	4.50 - 25.00	1/	14.28	16.94	84
Drilling & Tillage.....	13	4.00 - 28.00	20.00	15.92	14.60	109
Air Seeding	32	6.00 - 25.00	18.00	16.13	16.67	97
No Till Drill	30	8.00 - 36.00	1/	16.47	17.80	93
ROW CROP PLANTING						
With Fertilizer:						
Corn, Soybean, Sunflower (Regular)	47	3.00 - 42.00	20.00	18.70	18.25	102
Corn, Soybean, Sunflower (Air Seed)	20	8.50 - 30.00	15.00	17.85	18.21	98
Dry Edible Beans	19	9.00 - 40.00	1/	20.89	20.13	104
Sugarbeet.....	(D)	(D)	(D)	(D)	(D)	(D)
Without Fertilizer:						
Corn, Soybean, Sunflower (Regular)	42	5.00 - 36.00	15.00	17.53	17.33	101
Corn, Soybean, Sunflower (Air Seed)	22	8.00 - 35.00	18.00	18.51	18.80	98
Dry Edible Beans	18	9.00 - 35.00	15.00	18.75	21.60	87
Sugarbeet.....	(D)	(D)	(D)	(D)	(D)	(D)
No Till With Fertilizer:						
Corn, Soybean, Sunflower	31	10.00 - 42.00	20.00	20.23	22.76	89
No Till Without Fertilizer:						
Corn, Soybean, Sunflower	27	9.00 - 35.00	18.00	19.04	17.63	108

^{1/} Data not available due to multiple rates being reported at the highest frequency. (D) Withheld to avoid disclosing data for individual operations.

FERTILIZER AND PESTICIDE APPLICATION AND HAYING OPERATIONS

STATEWIDE AVERAGES, NORTH DAKOTA, 2020

Operation	2020				2016 Average Rate	2020 as Percent of 2016
	Number of Reports	Range in Rates	Most Frequent Rate Reported	Average Rate		
	(number)	(dollars per acre)	(dollars per acre)	(dollars per acre)	(dollars per acre)	(percent)
FERTILIZER APPLICATION						
Dry Fertilizer:						
Broadcast	220	1.00 - 20.00	1/	6.98	6.39	109
Deep Banded	11	6.00 - 35.00	12.00	14.55	21.78	67
Liquid Fertilizer:						
Broadcast.....	37	4.50 - 13.00	7.00	7.38	6.92	107
Side-Dressing.....	11	6.00 - 15.00	1/	9.91	9.75	102
Anhydrous Ammonia:						
With Knife Applicator.....	11	6.00 - 15.00	12.00	10.23	10.78	95
While Chiseling.....	11	8.00 - 22.50	9.00	13.33	15.16	88
PESTICIDE APPLICATION						
By Surface Vehicles						
Herbicides:						
Broadcast, Liquid	202	2.00 - 28.00	7.00	7.32	6.57	111
Dry	44	4.00 - 26.00	7.00	7.85	6.28	125
Incorporated, Liquid	17	5.00 - 15.00	7.00	8.43	7.01	120
Dry	9	5.00 - 13.50	1/	9.11	7.89	115
Insecticides:						
Broadcast, Liquid	76	2.00 - 9.00	7.00	6.89	6.60	104
Dry	20	6.00 - 9.00	6.50	7.06	6.81	104
Incorporated, Liquid	6	6.00 - 12.00	1/	7.58	7.98	95
Dry	(D)	(D)	(D)	(D)	(D)	(D)
Fungicides	80	2.00 - 10.00	7.00	6.99	6.57	106
Desiccants.....	47	2.00 - 10.00	6.75	7.00	6.76	104
By Aircraft (All Pesticides):						
1 Gallon.....	32	6.50 - 27.00	8.00	8.95	7.74	116
2-3 Gallons.....	74	4.00 - 12.00	7.50	8.00	7.82	102
4-5 Gallons.....	56	5.00 - 25.00	8.00	8.27	7.93	104
Over 5 Gallons	33	5.00 - 15.00	8.00	8.42	8.17	103
HAYING OPERATIONS						
Mowing and Raking:						
Mowing.....	18	1.00 - 30.00	1/	9.83	12.06	82
Mowing and Conditioning	25	3.00 - 30.00	1/	12.12	12.90	94
Swathing.....	18	8.00 - 25.00	12.00	13.00	12.54	104
Raking	23	1.00 - 25.00	5.00	5.48	3.93	139
Baling (Wire or Twine Included):						
		(dollars per bale)	(dollars per bale)	(dollars per bale)	(dollars per bale)	
Small Square Bales, 250 lbs or less	7	0.50 - 8.00	2.00	2.50	1.79	140
Large Square Bales, Over 250 lbs ..	7	3.00 - 14.00	1/	8.43	8.40	100
Round Bales, 1,500 lbs or less.....	36	6.00 - 25.00	10.00	11.43	9.34	122
Round Bales, Over 1,500 lbs	25	3.00 - 25.00	10.00	10.88	10.08	108

^{1/} Data not available due to multiple rates being reported at the highest frequency. (D) Withheld to avoid disclosing data for individual operations.

OTHER CUSTOM WORK AND HISTORICAL DATA

OTHER CUSTOM WORK, STATEWIDE AVERAGES, NORTH DAKOTA, 2020

Operation	2020				2016 Average Rate	2020 as Percent of 2016
	Number of Reports	Range in Rates	Most Frequent Rate Reported	Average Rate		
	(number)	(dollars per head)	(dollars per head)	(dollars per head)	(dollars per head)	(percent)
Branding Calves	13	2.00 - 12.00	4.00	6.23	1.55	402
Shearing Sheep	7	3.00 - 10.00	1/	5.57	3.38	165
Custom Feeding Livestock:		(dollars/head/day)	(dollars/head/day)	(dollars/head/day)	(dollars/head/day)	
Weaned Calves	8	1.00 - 2.50	1.50	1.71	2.48	69
Yearlings and Cull Cows	8	1.00 - 2.50	1.00	1.64	3.08	53
Wintering Pregnant Beef Cows	15	1.00 - 3.75	1.00	1.83	5.02	36
Calving Out Cows	7	1.00 - 3.75	1.00	1.89	(D)	
On-Farm Feed Grinding & Mixing:		(dollars per ton)	(dollars per ton)	(dollars per ton)	(dollars per ton)	
Mobile Truck	(D)	(D)	(D)	(D)	(D)	(D)
PTO Unit	(D)	(D)	(D)	(D)	(D)	(D)
Tub Grinding Hay:		(dollars per hour)	(dollars per hour)	(dollars per hour)	(dollars per hour)	
Farmer Supplies Power	6	72.50 - 300.00	1/	224.58	(D)	
Power Supplied.....	7	70.00 - 250.00	250.00	191.43	235.83	81
Self Contained Unit.....	25	75.00 - 385.00	250.00	241.20	223.57	108
		(dollars per bushel)	(dollars per bushel)	(dollars per bushel)	(dollars per bushel)	
Pneumatic Handling of Grain	17	0.03 - 0.15	0.10	0.08	0.19	42
Post Hole Digging:		(dollars per hole)	(dollars per hole)	(dollars per hole)	(dollars per hole)	
Digging.....	9	1.00 - 25.00	1/	7.44	5.00	149
Building Multi-Strand Wire Fence: (No Supplies Included)		(dollars)	(dollars)	(dollars)	(dollars)	
Per Rod.....	10	1.10 - 25.00	16.50	13.51	13.60	99
Per Hour	(D)	(D)	(D)	(D)	(D)	(D)
Loader Work:		(dollars per hour)	(dollars per hour)	(dollars per hour)	(dollars per hour)	
Skid-Steer Loader.....	21	20.00 - 150.00	100.00	74.76	60.96	123
Tractor Loader.....	13	20.00 - 150.00	40.00	63.46	66.64	95
Industrial Loader.....	13	25.00 - 175.00	1/	87.23	99.82	87

^{1/} Data not available due to multiple rates being reported at the highest frequency. (D) Withheld to avoid disclosing data for individual operations.

HISTORICAL DATA, STATEWIDE AVERAGES, NORTH DAKOTA, 1995 - 2020

Operation	1995	1998	2001	2004	2007	2010	2013	2016	2020
	(\$/acre)	(\$/acre)	(\$/acre)	(\$/acre)	(\$/acre)	(\$/acre)	(\$/acre)	(\$/acre)	(\$/acre)
Plowing (Moldboard)	6.78	7.48	7.22	8.44	9.65	10.03	11.88	10.88	10.50
Chisel Plowing	4.93	5.41	5.47	5.99	8.01	9.09	10.80	11.85	11.30
Field Cultivation	4.13	4.40	4.85	5.15	6.96	7.65	8.97	9.36	9.27
Small Grain Drilling:									
Regular, With Fertilizer	6.00	6.48	7.30	7.95	10.32	12.37	13.69	17.97	14.99
Regular, Without Fertilizer.....	5.44	6.27	6.38	7.18	9.53	10.93	13.24	16.94	14.28
Air Seeding ¹	7.36	7.92	8.50	9.49	11.46	13.24	14.35	16.67	16.13
No-Till Drilling ¹	8.60	9.00	9.19	10.26	12.14	14.37	15.06	17.80	16.47
Fertilizer Application									
Dry Fertilizer (Broadcast)	2.95	3.27	3.64	3.87	4.54	5.17	6.15	6.39	6.98
Liquid Fertilizer (Broadcast) ²								6.92	7.38
Anhydrous Ammonia:									
With Knife Applicator.....	4.66	5.11	5.33	6.12	7.62	9.39	10.40	10.78	10.23
While Chiseling	5.38	5.79	6.32	6.61	8.76	10.00	12.44	15.16	13.33
Ground Application of:									
Liquid Herbicides (Broadcast).....	2.85	3.32	3.89	4.07	4.69	5.44	6.35	6.57	7.32
Liquid Insecticides (Broadcast).....	2.88	3.38	3.93	4.11	4.77	5.42	6.61	6.60	6.89
Haying:									
Mowing and Conditioning	6.77	6.76	7.06	7.14	8.95	9.73	10.78	12.90	12.12
Swathing	4.89	5.31	5.72	6.01	7.88	9.13	9.66	12.54	13.00
Raking.....	2.60	2.54	2.90	3.47	3.88	4.18	5.57	3.93	5.48
Post Holes:	(\$/hole)	(\$/hole)	(\$/hole)	(\$/hole)	(\$/hole)	(\$/hole)	(\$/hole)	(\$/hole)	(\$/hole)
Digging.....	1.82	2.38	2.49	2.64	4.60	4.04	6.33	5.00	7.44

¹ Without fertilizer. ² Data series began in 2016.