

# 2024 North Dakota Custom Rates

## Part I – Early Season Operations

August 2024

### Introduction

The data in this report are the result of a survey conducted during July and August. Approximately 1,420 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 2020. Prior to 2020, the early season survey was conducted in 2016 and then 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 2020 average rates, 2024 rates as a percentage of 2020, and historical comparisons back to 1998 for selected operations. **We advise the reader to exercise discretion when using rates where fewer than fifteen reports were tabulated.**

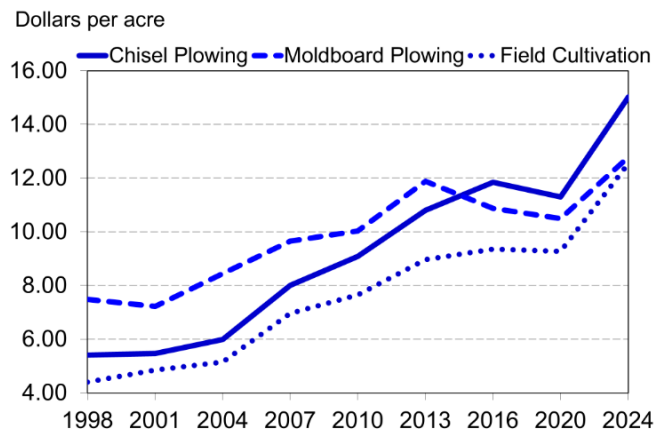
The range shows the minimum and maximum rate reported for each custom operation. The range is affected by the locality of the reporter and the size of the custom operator. A farmer/rancher who does a small amount of custom work for his or her neighbors may charge less than a large-scale operator.

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

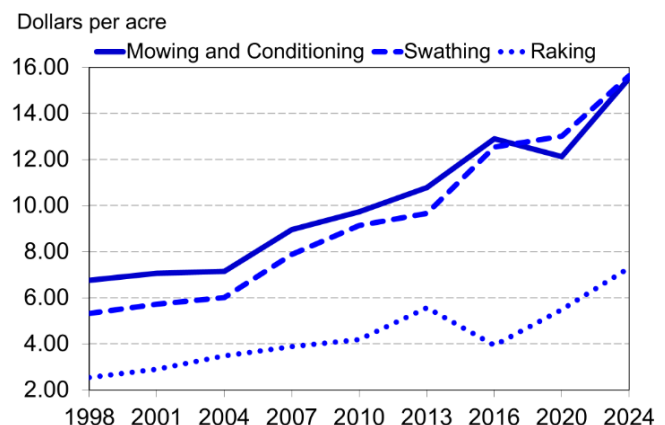
### Other Reports

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

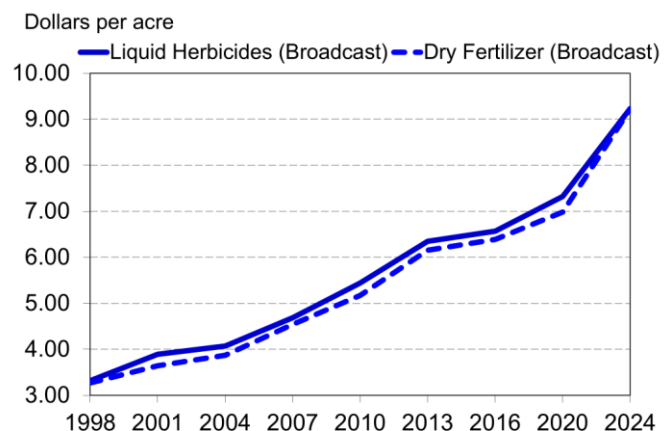
### Land Tillage – Average Rate: 1998-2024



### Haying Operations – Average Rate: 1998-2024



### Chemical Applications – Average Rate: 1998-2024



**LAND TILLAGE, SMALL GRAIN SEEDING AND ROW CROP PLANTING**

**STATEWIDE AVERAGES, NORTH DAKOTA, 2024**

Operation	2024				2020 Average Rate	2024 as Percent of 2020
	Number of Reports	Range in Rates	Most Frequent Rate Reported	Average Rate		
<b>DIESEL FUEL</b> .....	(number)	(dollars per gallon)	(dollars per gallon)	(dollars per gallon)	(dollars per gallon)	(percent)
408	2.00 - 4.69	3.50	3.31	1.80	184	
<b>LAND TILLAGE</b> .....	(number)	(dollars per acre)	(dollars per acre)	(dollars per acre)	(dollars per acre)	(percent)
<b>Primary Tillage (Deep):</b>						
Plowing (Moldboard) .....	6	10.00 - 17.00	12.00	12.78	10.50	122
Sod Breaking .....	(D)	(D)	(D)	(D)	14.43	(D)
Heavy Disking .....	13	5.00 - 35.00	1/	16.92	11.12	152
Chisel Plowing .....	15	6.00 - 25.00	1/	15.03	11.30	133
Sub Soiling (16-20 inches deep) .....	4	12.00 - 30.00	30.00	23.00	15.18	152
Disk/Chisel Plowing .....	11	10.00 - 24.00	20.00	17.55	13.09	134
<b>Secondary Tillage (Shallow):</b>						
Field Cultivation .....	19	5.00 - 22.00	10.00	12.55	9.27	135
One-Way Disking .....	5	10.00 - 20.00	10.00	12.80	11.04	116
Tandem Disking .....	11	10.00 - 32.00	10.00	15.55	12.83	121
Rotary Hoe .....	4	5.00 - 13.00	1/	9.00	8.47	106
Vertical Tillage .....	20	5.00 - 40.00	10.00	15.78	10.74	147
Land Rolling .....	27	2.00 - 18.00	5.00	7.32	5.46	134
Light Harrowing .....	7	4.00 - 15.00	10.00	9.86	7.95	124
Heavy Harrowing .....	9	5.00 - 15.00	10.00	9.67	7.38	131
Row Crop Cultivation .....	4	9.50 - 15.00	1/	11.50	8.57	134
<b>SMALL GRAIN SEEDING</b>						
<b>With Fertilizer:</b>						
Regular Drilling .....	24	3.00 - 40.00	25.00	23.25	14.99	155
Drilling & Tillage .....	9	8.00 - 25.00	20.00	18.33	17.17	107
Air Seeding .....	34	10.00 - 40.00	20.00	22.29	17.82	125
No Till Drill .....	17	12.50 - 40.00	25.00	23.32	19.39	120
<b>Without Fertilizer:</b>						
Regular Drilling .....	23	3.00 - 30.00	20.00	18.26	14.28	128
Drilling & Tillage .....	7	14.00 - 40.00	20.00	20.57	15.92	129
Air Seeding .....	20	8.00 - 30.00	20.00	17.43	16.13	108
No Till Drill .....	26	10.00 - 30.00	20.00	21.04	16.47	128
<b>ROW CROP PLANTING</b>						
<b>With Fertilizer:</b>						
Corn, Soybean, Sunflower (Regular)	29	15.00 - 75.00	25.00	28.83	18.70	154
Corn, Soybean, Sunflower (Air Seed)	14	15.00 - 40.00	25.00	25.86	17.85	145
Dry Edible Beans .....	12	15.00 - 47.00	25.00	29.25	20.89	140
Sugarbeet .....	(D)	(D)	(D)	(D)	(D)	(D)
<b>Without Fertilizer:</b>						
Corn, Soybean, Sunflower (Regular)	28	12.50 - 35.00	20.00	21.02	17.53	120
Corn, Soybean, Sunflower (Air Seed)	14	12.00 - 25.00	20.00	19.21	18.51	104
Dry Edible Beans .....	10	10.00 - 26.00	20.00	19.15	18.75	102
Sugarbeet .....	(D)	(D)	(D)	(D)	(D)	(D)
<b>No Till With Fertilizer:</b>						
Corn, Soybean, Sunflower .....	23	18.00 - 40.00	20.00	25.96	20.23	128
<b>No Till Without Fertilizer:</b>						
Corn, Soybean, Sunflower .....	15	14.00 - 35.00	25.00	22.73	19.04	119

<sup>1/</sup> 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, 2024

Operation	2024				2020 Average Rate	2024 as Percent of 2020
	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)
<b>FERTILIZER APPLICATION</b>						
<b>Dry Fertilizer:</b>						
Broadcast .....	147	5.00 - 40.00	8.00	9.22	6.98	132
Deep Banded .....	13	8.00 - 35.00	15.00	20.15	14.55	138
<b>Liquid Fertilizer:</b>						
Broadcast.....	23	4.00 - 20.00	1/	9.47	7.38	128
Side-Dressing.....	6	5.00 - 22.00	1/	11.25	9.91	114
<b>Anhydrous Ammonia:</b>						
With Knife Applicator.....	9	8.00 - 26.00	10.00	16.33	10.23	160
While Chiseling.....	9	8.00 - 28.00	15.00	18.00	13.33	135
<b>PESTICIDE APPLICATION</b>						
<b>By Surface Vehicles</b>						
Herbicides:						
Broadcast, Liquid .....	111	3.00 - 26.50	8.00	9.23	7.32	126
Dry .....	27	3.00 - 12.00	9.00	8.22	7.85	105
Incorporated, Liquid .....	22	5.00 - 15.00	8.00	8.65	8.43	103
Dry .....	12	8.00 - 25.00	1/	11.04	9.11	121
Insecticides:						
Broadcast, Liquid .....	46	4.25 - 12.00	8.00	8.45	6.89	123
Dry .....	16	5.00 - 12.00	9.00	8.67	7.06	123
Incorporated, Liquid .....	11	7.00 - 10.00	8.00	8.58	7.58	113
Dry .....	7	8.50 - 25.00	10.00	11.57	(D)	(D)
Fungicides .....	63	4.25 - 13.00	9.00	8.68	6.99	124
Desiccants.....	43	4.00 - 13.00	10.00	8.72	7.00	125
<b>By Aircraft (All Pesticides):</b>						
1 Gallon.....	29	4.50 - 15.00	9.75	9.76	8.95	109
2-3 Gallons.....	40	6.00 - 15.00	10.00	9.77	8.00	122
4-5 Gallons.....	34	8.00 - 20.00	10.00	10.00	8.27	121
Over 5 Gallons .....	20	8.25 - 25.00	11.00	11.25	8.42	134
<b>HAYING OPERATIONS</b>						
<b>Mowing and Raking:</b>						
Mowing.....	11	6.00 - 25.00	12.00	13.73	9.83	140
Mowing and Conditioning .....	16	6.50 - 25.00	1/	15.53	12.12	128
Swathing.....	11	7.00 - 25.00	1/	15.64	13.00	120
Raking .....	14	2.00 - 12.00	10.00	7.29	5.48	133
<b>Baling (Wire or Twine Included):</b>						
		(dollars per bale)	(dollars per bale)	(dollars per bale)	(dollars per bale)	
Small Square Bales, 250 lbs or less	6	1.00 - 9.00	1/	3.00	2.50	120
Large Square Bales, Over 250 lbs ..	4	8.00 - 15.00	15.00	12.00	8.43	142
Round Bales, 1,500 lbs or less.....	21	5.00 - 30.00	15.00	12.99	11.43	114
Round Bales, Over 1,500 lbs .....	13	5.00 - 60.00	15.00	15.27	10.88	140

<sup>1/</sup>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, 2024**

Operation	2024				2020 Average Rate	2024 as Percent of 2020
	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)
<b>Branding Calves</b> .....	(D)	(D)	(D)	(D)	6.23	(D)
<b>Shearing Sheep</b> .....	5	4.50 - 10.00	1/	6.80	5.57	122
<b>Custom Feeding Livestock:</b>		(dollars/head/day)	(dollars/head/day)	(dollars/head/day)	(dollars/head/day)	
Weaned Calves .....	4	2.00 - 3.00	2.00	2.38	1.71	139
Yearlings and Cull Cows .....	5	1.45 - 4.00	2.50	2.48	1.64	151
Wintering Pregnant Beef Cows .....	4	2.50 - 4.00	3.00	3.13	1.83	171
Calving Out Cows.....	4	2.00 - 3.00	2.50	2.50	1.89	132
<b>On-Farm Feed Grinding &amp; Mixing:</b>		(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)
<b>Tub Grinding Hay:</b>		(dollars per hour)	(dollars per hour)	(dollars per hour)	(dollars per hour)	
Farmer Supplies Power .....	(D)	(D)	(D)	(D)	224.58	(D)
Power Supplied.....	(D)	(D)	(D)	(D)	191.43	(D)
Self-Contained Unit.....	8	100.00 - 500.00	1/	280.00	241.20	116
		(dollars per bushel)	(dollars per bushel)	(dollars per bushel)	(dollars per bushel)	
<b>Pneumatic Handling of Grain</b> .....	4	0.05 - 0.30	1/	0.18	0.08	225
<b>Post Hole Digging:</b>		(dollars per hole)	(dollars per hole)	(dollars per hole)	(dollars per hole)	
Digging.....	(D)	(D)	(D)	(D)	7.44	(D)
<b>Building Multi-Strand Wire Fence:</b> (No Supplies Included)		(dollars)	(dollars)	(dollars)	(dollars)	
Per Rod.....	4	1.70 - 31.25	1/	15.96	13.51	118
Per Hour .....	5	20.00 - 200.00	20.00	61.00	(D)	(D)
<b>Loader Work:</b>		(dollars per hour)	(dollars per hour)	(dollars per hour)	(dollars per hour)	
Skid-Steer Loader.....	22	20.00 - 200.00	100.00	104.09	74.76	139
Tractor Loader.....	6	20.00 - 125.00	1/	67.50	63.46	106
Industrial Loader.....	8	75.00 - 200.00	1/	137.50	87.23	158

<sup>1/</sup> 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, 1998 – 2024**

Operation	1998	2001	2004	2007	2010	2013	2016	2020	2024
	(\$/acre)	(\$/acre)	(\$/acre)	(\$/acre)	(\$/acre)	(\$/acre)	(\$/acre)	(\$/acre)	(\$/acre)
<b>Plowing (Moldboard)</b> .....	7.48	7.22	8.44	9.65	10.03	11.88	10.88	10.50	12.78
<b>Chisel Plowing</b> .....	5.41	5.47	5.99	8.01	9.09	10.80	11.85	11.30	15.03
<b>Field Cultivation</b> .....	4.40	4.85	5.15	6.96	7.65	8.97	9.36	9.27	12.55
<b>Small Grain Drilling:</b>									
Regular, With Fertilizer .....	6.48	7.30	7.95	10.32	12.37	13.69	17.97	14.99	23.25
Regular, Without Fertilizer.....	6.27	6.38	7.18	9.53	10.93	13.24	16.94	14.28	18.26
Air Seeding, Without Fertilizer.....	7.92	8.50	9.49	11.46	13.24	14.35	16.67	16.13	17.43
No-Till Drilling, Without Fertilizer.....	9.00	9.19	10.26	12.14	14.37	15.06	17.80	16.47	21.04
<b>Fertilizer Application</b>									
Dry Fertilizer (Broadcast) .....	3.27	3.64	3.87	4.54	5.17	6.15	6.39	6.98	9.22
Liquid Fertilizer (Broadcast) <sup>1</sup> .....							6.92	7.38	9.47
Anhydrous Ammonia:									
With Knife Applicator.....	5.11	5.33	6.12	7.62	9.39	10.40	10.78	10.23	16.33
While Chiseling .....	5.79	6.32	6.61	8.76	10.00	12.44	15.16	13.33	18.00
<b>Ground Application of:</b>									
Liquid Herbicides (Broadcast).....	3.32	3.89	4.07	4.69	5.44	6.35	6.57	7.32	9.23
Liquid Insecticides (Broadcast).....	3.38	3.93	4.11	4.77	5.42	6.61	6.60	6.89	8.45
<b>Haying:</b>									
Mowing and Conditioning .....	6.76	7.06	7.14	8.95	9.73	10.78	12.90	12.12	15.53
Swathing .....	5.31	5.72	6.01	7.88	9.13	9.66	12.54	13.00	15.64
Raking.....	2.54	2.90	3.47	3.88	4.18	5.57	3.93	5.48	7.29
<b>Loader Work:</b>	(\$/hour)	(\$/hour)	(\$/hour)	(\$/hour)	(\$/hour)	(\$/hour)	(\$/hour)	(\$/hour)	(\$/hour)
Skid-Steer Loader.....	31.78	34.05	36.07	44.29	52.45	59.84	60.96	74.76	104.09

<sup>1/</sup> Data series began in 2016.