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## Oklahoma Farm and Ranch **Custom Rates**, 2021-2022

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This Current Report summarizes data collected from Oklahoma farmers, ranchers and custom operators during the fall of 2021. Respondents were recipients of a mailing by the Oklahoma Field Office, USDA-NASS. Custom

work is defined as a service or operation performed for the customer with the custom operator furnishing the farm implement, fuel, labor and other inputs directly associated with the employment. Custom operators typically do not furnish materials such as seed or fertilizer unless it is explicitly stated. With few exceptions, custom rates increased since the 2019 survey. Inflationary pressures felt in 2021 influenced the prices paid for labor, fuel, and supplies as well as machinery repair and ownership. These factors all contributed to higher rates in many situations. Approximately 675 surveys were returned with usable data.

### **Summary Procedure**

The rates quoted herein were collected by a survey of both farmers and custom operators. A list of over 180 operations was provided from which each respondent quoted rates for only selected operations. Some respondents quoted rates for only one or two operations while others were familiar with rates for many of the machines listed. Fair rates are negotiated. Regional or state average rates may be used as a beginning point for discussion. However, differences in operations, requirements, and circumstances may impact rates.

The rates summarized on the inside pages were edited to remove those replies for which the respondent's interpretation of the information being requested did not match the interpretation of other respondents.

### Interpreting the Rate Tables

A statewide rate summary for each operation is quoted in the included table. If available, separate quotes are listed for the east and west region of the state as shown in Figure 1. The number of estimates obtained, the average rate, and the median rate are shown. The average rate for a specific operation provides an estimate of the prevailing charge with its reliability improving as the number of responses increase.

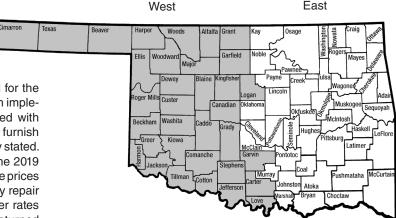


Figure 1. Regions used in reporting custom rate survey results.

Median values provide an additional measure of the central tendency of the survey response distribution. In most cases the number of observations was insufficient to allow statistical analysis. Results must be interpreted, therefore, with these limitations in mind.

Figure 2 shows the distribution of survey responses for operations with at least 29 observations. For example, a distribution of 56 responses for herbicide application with a boom sprayer is one of several graphs shown. Thirteen percent reported a custom rate less than \$5 per acre, 52 percent reported a custom rate between \$5 and \$7 per acre, 21 percent reported a custom rate between \$7 and \$9 per acre, 11 percent reported a custom rate between \$9 and \$11 per acre, and 4 percent of the respondents reported a custom rate of \$11 or more per acre.

If you are interested in a rate quotation for a specific operation in an area which shows a small number of reports, consider rates for other areas of the state where the operation is more common or refer to the statewide summary. Additional adjustments for field size, terrain and soil type may be necessary.

No.   Avg   Median   No.   Avg   No.   No.   Avg   No.   No.   Avg   No.   No.   Avg   No.	OPERATION		(	Oklahoma			West		I	East	
Discing- Indexed			No.	Avg.	Median	No.	Avg.	Median	No.	Avg.	Median
Display - Landsm   Shape   11   12.27   13.00   8   (D)   12.50											
Blade or Wide sweeps	· ·		1	10.79			. ,				
Spike tooth harrow   Share   5 780 8.00   5 780 8.00	Discing - tandem	\$/acre	11	12.27	13.00	8	(D)	12.50			
FERTILIZER AND CHEMICAL RESULTS   Applying builk dry fertilizer   Share   20   5.20   5.50   32   5.60   5.00   32   6.58   6.25   Applying liquid fertilizer   Share   20   5.82   5.90   16   (D)   5.90   Applying liquid fertilizer   Share   20   5.82   5.90   16   (D)   5.90   Applying liquid fertilizer   Share   20   5.82   5.90   16   (D)   5.90   Applying liquid fertilizer   Share   Shale   5.90   5   (D)   Ground appl - herbicides with born sprayer   Share   56   6.48   6.00   35   5.82   21   7.58   8.00   Applying liquid fertilizer   Applying liquid fe		\$/acre	6	13.17	12.50		13.17	12.50			
Applying blukd for fertilizer Sacre 64 6.09 5.50 32 5.60 5.00 32 6.58 6.25 Applying blukd fertilizer Sacre 8 788 6.00 8 788 6.00 5 5 (D) 5.90 Applying liquid fertilizer Sacre 8 788 6.00 8 788 6.00 5 (D) 5.90 Applying liquid fertilizer, side-dress Sacre 8 788 6.00 8 788 6.00 5 (D) 5.90 Applying liquid fertilizer, side-dress Sacre 8 788 6.00 8 788 6.00 5 (D) 5.90 Applying liquid fertilizer, side-dress Sacre 8 788 6.00 8 788 6.00 5 (D) 5.90 Applying liquid fertilizer, side-dress Sacre 9 12.04 6 (D) 13.93 Applying liquid fertilizer, side-dress Sacre 9 12.04 6 (D) 13.93 Applying liquid fertilizer, side-dress Sacre 9 12.04 6 (D) 13.93 Applying liquid fertilizer, side-dress Sacre 13 10.20 6 12.58 13.50 7 8.16 7.00 Arrapplication - herbicides, dry broadcast or banded Sacre 13 10.20 6 12.58 13.50 7 8.16 7.00 Arrapplication - herbicides Sacre 8 7.33 7.50 7 (D) 7.50 Arrapplication - herbicides Sacre 8 7.33 7.50 7 (D) 7.50 Arrapplication - herbicides Sacre 8 7.33 7.50 7 (D) 7.50 Arrapplication - herbicides Sacre 8 7.33 7.50 7 (D) 7.50 Arrapplication - desiccants Sacre 8 7.33 7.50 7 (D) 7.50 Arrapplication - desiccants Sacre 8 7.33 7.50 7 (D) 7.50 Arrapplication - desiccants Sacre 6 7.57 5 7 (D) 7.50 Arrapplication - desiccants Sacre 6 7.57 5 7 (D) 7.50 Arrapplication - desiccants Sacre 7 (D) 7.50 Arrapplication - desiccants Sacre 8 7.50 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8	Spike tooth harrow	\$/acre	5	7.80	8.00	5	7.80	8.00			
Applying blukd for fertilizer Sacre 64 6.09 5.50 32 5.60 5.00 32 6.58 6.25 Applying blukd fertilizer Sacre 8 788 6.00 8 788 6.00 5 5 (D) 5.90 Applying liquid fertilizer Sacre 8 788 6.00 8 788 6.00 5 (D) 5.90 Applying liquid fertilizer, side-dress Sacre 8 788 6.00 8 788 6.00 5 (D) 5.90 Applying liquid fertilizer, side-dress Sacre 8 788 6.00 8 788 6.00 5 (D) 5.90 Applying liquid fertilizer, side-dress Sacre 8 788 6.00 8 788 6.00 5 (D) 5.90 Applying liquid fertilizer, side-dress Sacre 9 12.04 6 (D) 13.93 Applying liquid fertilizer, side-dress Sacre 9 12.04 6 (D) 13.93 Applying liquid fertilizer, side-dress Sacre 9 12.04 6 (D) 13.93 Applying liquid fertilizer, side-dress Sacre 13 10.20 6 12.58 13.50 7 8.16 7.00 Arrapplication - herbicides, dry broadcast or banded Sacre 13 10.20 6 12.58 13.50 7 8.16 7.00 Arrapplication - herbicides Sacre 8 7.33 7.50 7 (D) 7.50 Arrapplication - herbicides Sacre 8 7.33 7.50 7 (D) 7.50 Arrapplication - herbicides Sacre 8 7.33 7.50 7 (D) 7.50 Arrapplication - herbicides Sacre 8 7.33 7.50 7 (D) 7.50 Arrapplication - desiccants Sacre 8 7.33 7.50 7 (D) 7.50 Arrapplication - desiccants Sacre 8 7.33 7.50 7 (D) 7.50 Arrapplication - desiccants Sacre 6 7.57 5 7 (D) 7.50 Arrapplication - desiccants Sacre 6 7.57 5 7 (D) 7.50 Arrapplication - desiccants Sacre 7 (D) 7.50 Arrapplication - desiccants Sacre 8 7.50 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8											
Applying blukd for fertilizer Sacre 64 6.09 5.50 32 5.60 5.00 32 6.58 6.25 Applying blukd fertilizer Sacre 8 788 6.00 8 788 6.00 5 5 (D) 5.90 Applying liquid fertilizer Sacre 8 788 6.00 8 788 6.00 5 (D) 5.90 Applying liquid fertilizer, side-dress Sacre 8 788 6.00 8 788 6.00 5 (D) 5.90 Applying liquid fertilizer, side-dress Sacre 8 788 6.00 8 788 6.00 5 (D) 5.90 Applying liquid fertilizer, side-dress Sacre 8 788 6.00 8 788 6.00 5 (D) 5.90 Applying liquid fertilizer, side-dress Sacre 9 12.04 6 (D) 13.93 Applying liquid fertilizer, side-dress Sacre 9 12.04 6 (D) 13.93 Applying liquid fertilizer, side-dress Sacre 9 12.04 6 (D) 13.93 Applying liquid fertilizer, side-dress Sacre 13 10.20 6 12.58 13.50 7 8.16 7.00 Arrapplication - herbicides, dry broadcast or banded Sacre 13 10.20 6 12.58 13.50 7 8.16 7.00 Arrapplication - herbicides Sacre 8 7.33 7.50 7 (D) 7.50 Arrapplication - herbicides Sacre 8 7.33 7.50 7 (D) 7.50 Arrapplication - herbicides Sacre 8 7.33 7.50 7 (D) 7.50 Arrapplication - herbicides Sacre 8 7.33 7.50 7 (D) 7.50 Arrapplication - desiccants Sacre 8 7.33 7.50 7 (D) 7.50 Arrapplication - desiccants Sacre 8 7.33 7.50 7 (D) 7.50 Arrapplication - desiccants Sacre 6 7.57 5 7 (D) 7.50 Arrapplication - desiccants Sacre 6 7.57 5 7 (D) 7.50 Arrapplication - desiccants Sacre 7 (D) 7.50 Arrapplication - desiccants Sacre 8 7.50 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8	EEDTII IZED AND CHEMICAL DESLIITS										
Apphyniquid fertilizer		¢/aoro	64	6.00	5 50	22	5.60	5.00	22	6 50	6.25
Applying liquid fertilizer, side-dress Sarce 8 7.88 6.00 5 (D)    Applying liquid fertilizer, side-dress Sarce 8 7.88 6.00 6			1						52	0.50	0.23
Lime application   Shon   6   9.92   9.25     5   (D)   Ground appl - herbicides (liquid broadcast or banded   Skacre   5   8.80     Ground appl - herbicides, liquid broadcast or banded   Skacre   5   8.80     Ground appl - herbicides, liquid broadcast or banded   Skacre   5   8.80     Ground appl - herbicides, liquid broadcast or banded   Skacre   13   10.20     Ground appl - herbicides, liquid broadcast or banded   Skacre   13   10.20     Ground appl - herbicides, liquid broadcast or banded   Skacre   13   10.20     Ground appl - herbicides, liquid broadcast or banded   Skacre   10   5.33   5.25   9   (ID)   5.00   Skacre   10   12.55   12.25   10   12.55   12.25   12.25   Skacre   10   12.55   12.25   10   12.55   12.25   10   12.55   12.25   Skacre   10   12.55   12.25   10   12.55   12.25   10   12.55   12.25   Skacre   10   12.55   12.25   10   12.55   12.25   10   12.55   12.25   Skacre   10   12.55   12.25   10   12.55   10   10.00   Skacre   10   10   10   10   10   10   10   1	11,7 0 1		1				. ,				
Start   Star						O	7.00	0.00	5	(D)	
Doom prayer   Sacre   Face		φ/ ιστι		3.32	3.23					(D)	
Ground appl - herbicides, dry broadcast or banded S/acre 9 12.04 6 (D) 13.93  From the properties of t		\$/acre	56	6 48	6.00	35	5.82		21	758	8.00
broadcast or banded Sacre		φιασιο		0.40	0.00	00	0.02			7.00	0.00
Caround appl - herbicides		\$/acre	l a	12 04		6	(D)	13 03			
broadcast or banded   Stacre   5   8.80		ψ/ασισ	9	12.04		U	(D)	10.90			
Air application - herbicides   Sacre   13   10.20   6   12.58   13.50   7   8.16   7.00		\$/acre	5	8 80							
Ground appl - fungicides with boom sprayer   \$/acre   10   5.33   5.25   9   (D)   5.00						6	12 58	13 50	7	8 16	700
Sprayer   Sincre   10   5.33   5.25   9   (D)   5.00		φιασισ	10	10.20		0	12.00	10.00		0.10	7.00
Air application - fungicides   S/acre   6   5.63   6.00   5   (D)   6.00		\$/acre	10	5.33	5 25	9	(D)	5.00			
Strong appl   insecticides with boom   Sprayer   Sacre   Sac	1 ,		1				. ,				
Sprayer   Spra		φιασιο	Ŭ	7.00	7.00	,	(D)	7.00			
Air application - insecticides \$/acre   8   6,69   6,88   6   (D)   6,88   Ground application - desiccants \$/acre   6   5,75   5,00   Air application - desiccants \$/acre   6   6,00   6,00   Air application - growth regulators \$/acre   6   6,21   6,50    PLANTING  Air Seeder - conventional tillage, small grains wo fertilizer \$/acre   5   16,60   Drill small grains - conventional tillage \$/acre   10   12,55   12,25   10   12,55   12,25   Drill small grains - no-till \$/acre   17   (D)   16,00    HAYING  Mowing hay \$/acre   27   16,19   16,00   22   16,59   16,00   Swathing \$/acre   27   4,22   4,00   23   (D)   4,00   Swathing \$/acre   27   4,22   4,00   23   (D)   4,00   Swathing \$/acre   116   16,09   16,00   111   16,11   16,00   Small square bales  Baling a small square bale \$/bale   20   2,05   2,00   Satcking sm squares) \$/bale   10   2,22   2,00   Satcking sm squares) \$/bale   10   2,22   2,00   Satcking sm squares bale, 4-foot width \$/bale   8   17,58   18,00   5   (D)   Saling a large square bale, 4-foot width \$/bale   5   4,55   5,00   Saling a round bales, 4-foot width \$/bale   22   14,67   15,00   9   15,44   15,00   13   14,13   15,00   Cutting, raking, baling round bales, 4-foot width \$/bale   166   22,56   22,00   14   22,71   23,50   152   22,54   22,00   Saling a round bales, 4-foot width \$/bale   166   22,56   22,00   14   22,71   23,50   152   22,54   22,00   Saling a round bale, 5-foot width \$/bale   166   22,56   22,00   14   22,71   23,50   152   22,54   22,00   Saling a round bale, 5-foot width \$/bale   175   25,55   25,00   60   26,85   26,00   115   24,87   25,00   Saling a round bale, 5-foot width \$/bale   175   25,55   25,00   60   26,85   26,00   115   24,87   25,00   Saling a round bale, 5-foot width \$/bale   175   25,55   25,00   60   26,85   26,00   115   24,87   25,00   Saling a round bale, 5-foot width \$/bale   175   25,55   25,00   60   26,85   26,00   115   24,87   25,00   Saling a round 5-foot width \$/bale   175   25,55   25,00   60   26,85   26,00   115   24,87   25,00   Saling		\$/acre	6	5 63	6.00	5	(D)	6.00			
Ground application - desiccants							. ,				
Air application - desiccants						U	(D)	0.00			
Air application - growth regulators \$/acre   6   6.21   6.50    PLANTING  Air Seeder - conventional tillage, small grains w/o fertilitizer   S/acre   5   16.60   5   16.60    Drill small grains - conventional tillage   S/acre   10   12.55   12.25   10   12.55   12.25    Drill small grains - no-till   S/acre   17   (D)   16.00   14   (D)   16.00    HAYING  Mowing hay   S/acre   27   16.19   16.00   22   16.59   16.00   5   14.40   15.00    Raking hay   S/acre   27   4.22   4.00   23   (D)   4.00    Swathing   S/acre   116   16.09   16.00   111   16.11   16.00   5   15.60    Small square bales   Shale   20   2.05   2.00   8   (D)   2.05    Cost of all haying operations (cutting to stacking sm squares)   S/bale   10   2.22   2.00   8   (D)   2.00    Elar tate for hauling small square bale, other trailer   S/bale   8   1.05   1.10   7   (D)   1.10    Large square bale, 4-foot width   S/bale   5   4.55   5.00   5   4.55   5.00    Balling a round bale, 4-foot width   S/bale   22   14.67   15.00   9   15.44   15.00   13   14.13   15.00    Cutting, raking, baling round 4-foot width   S/bale   18   5.13   5.00   5   2.00   17   (D)   5.00    Baling a round bale, 5-foot width   S/bale   18   5.13   5.00   5   2.00   17   (D)   5.00    Baling a round bale, 5-foot width   S/bale   18   5.13   5.00   5   6.00   15.90   15.50    Cutting, raking, baling round bales, 5-foot width   S/bale   175   25.55   25.00   60   26.85   26.00   115   24.87   25.00    Flat rate for hauling round 5-foot width   S/bale   7   4.93   5.00			1								
PLANTING	• •										
Air Seeder - conventional tillage, small grains w/o fertilizer \$/acre   5   16.60   16.60	in approance grown regulators	φιασισ		0.2.	0.00						
small grains w/o fertilizer         \$/acre         5         16.60         5         16.60         5         16.60         Dill small grains - conventional tillage         \$/acre         10         12.55         12.25         10         12.55         12.25         10         12.55         12.25         10         12.55         12.25         10         12.55         12.25         10         12.55         12.25         10         12.55         12.25         10         12.55         12.25         10         12.55         12.25         10         12.55         12.25         10         16.00         14         (D)         16.00         16.00         16.00         16.00         16.00         16.00         20         16.00	PLANTING										
small grains w/o fertilizer         \$/acre         5         16.60         5         16.60         5         16.60         Dill small grains - conventional tillage         \$/acre         10         12.55         12.25         10         12.55         12.25         10         12.55         12.25         10         12.55         12.25         10         12.55         12.25         10         12.55         12.25         10         12.55         12.25         10         12.55         12.25         10         12.55         12.25         10         12.55         12.25         10         16.00         14         (D)         16.00         16.00         16.00         16.00         16.00         16.00         20         16.00	Air Seeder - conventional tillage,										
Drill small grains - no-till   \$/acre   17	small grains w/o fertilizer	\$/acre	5	16.60		5	16.60				
HAYING	Drill small grains - conventional tillage	\$/acre	10	12.55	12.25	10	12.55	12.25			
Mowing hay	Drill small grains - no-till	\$/acre	17	(D)	16.00	14	(D)	16.00			
Mowing hay	•			, ,			. ,				
Raking hay   \$/acre   27   4.22   4.00   23   (D)   4.00	HAYING										
Swathing         \$/acre         116         16.09         16.00         111         16.11         16.00         5         15.60           Small square bales         Baling a small square bale         \$/bale         20         2.05         2.00         16         (D)         2.05           Cost of all haying operations (cutting to stacking sm squares)         \$/bale         10         2.22         2.00         8         (D)         2.00           Flat rate for hauling small square bale, other trailer         \$/bale         8         1.05         1.10         7         (D)         1.10           Large square bales         Baling a large square bale, 4-foot width \$/bale         8         17.58         18.00         5         (D)         5         4.55         5.00           Large round bales         Baling a round bale, 4-foot width \$/bale         5         4.55         5.00         5         4.55         5.00           Large round bale, 4-foot width \$/bale         22         14.67         15.00         9         15.44         15.00         13         14.13         15.00           Cutting, raking, baling round 4-foot width \$/bale         22         14.67         15.00         9         15.44         15.00         152         22.54	Mowing hay	\$/acre	27	16.19	16.00	22	16.59	16.00	5	14.40	15.00
Small square bales         Baling a small square bale         \$/bale         20         2.05         2.00         16         (D)         2.05           Cost of all haying operations (cutting to stacking sm squares)         \$/bale         10         2.22         2.00         8         (D)         2.00           Flat rate for hauling small square bale, other trailer         \$/bale         8         1.05         1.10         7         (D)         1.10           Large square bales         Baling a large square bale, 4-foot width \$/bale         8         17.58         18.00         5         (D)         5         4.55         5.00         5         4.55         5.00         5         4.55         5.00         5         4.55         5.00         5         4.55         5.00         5         4.55         5.00         5         4.55         5.00         5         4.55         5.00         5         4.55         5.00         5         4.55         5.00         5         4.55         5.00         5         4.55         5.00         5         4.55         5.00         5         4.55         5.00         4.50         4.55         5.00         5         4.55         5.00         4.50         4.50         4.50         4	Raking hay	\$/acre	27	4.22	4.00	23	(D)	4.00			
Baling a small square bale \$/bale 20 2.05 2.00	Swathing	\$/acre	116	16.09	16.00	111	16.11	16.00	5	15.60	
Cost of all haying operations (cutting to stacking sm squares) \$/bale	•										
Stacking sm squares   \$/bale	0 1	\$/bale	20	2.05	2.00				16	(D)	2.05
Flat rate for hauling small square bale, other trailer											
other trailer         \$/bale         8         1.05         1.10         7         (D)         1.10           Large square bales         Baling a large square bale, a large square bale, other trailer         8         17.58         18.00         5         (D)         5         4.55         5.00           Large round bales         Baling a round bale, 4-foot width         \$/bale         22         14.67         15.00         9         15.44         15.00         13         14.13         15.00           Cutting, raking, baling round bales, 4-foot width         \$/bale         166         22.56         22.00         14         22.71         23.50         152         22.54         22.00           Flat rate for hauling round 4-foot width bales, other trailer         \$/bale         18         5.13         5.00         17         (D)         5.00           Baling a round bale, 5-foot width         \$/bale         123         16.16         16.00         113         16.19         16.00         10         15.90         15.50           Cutting, raking, baling round bales, 5-foot width         \$/bale         175         25.55         25.00         60         26.85         26.00         115         24.87         25.00           Flat rate for hauling round 5-fo		\$/bale	10	2.22	2.00				8	(D)	2.00
Large square bales       Baling a large square bale, 4-foot width \$/bale       8       17.58       18.00       5       (D)         Flat rate for hauling large square bale, other trailer       \$/bale       5       4.55       5.00       5       4.55       5.00         Large round bales       Baling a round bales, 4-foot width       \$/bale       22       14.67       15.00       9       15.44       15.00       13       14.13       15.00         Cutting, raking, baling round bales, 4-foot width       \$/bale       166       22.56       22.00       14       22.71       23.50       152       22.54       22.00         Flat rate for hauling round 4-foot width bales, other trailer       \$/bale       18       5.13       5.00       17       (D)       5.00         Baling a round bale, 5-foot width       \$/bale       123       16.16       16.00       113       16.19       16.00       10       15.90       15.50         Cutting, raking, baling round bales, 5-foot width       \$/bale       175       25.55       25.00       60       26.85       26.00       115       24.87       25.00         Flat rate for hauling round 5-foot width       \$/bale       7       4.93       5.00         Flat rate for hauling round 5-foot width<	• • • • • • • • • • • • • • • • • • • •										
Baling a large square bale, 4-foot width \$/bale Flat rate for hauling large square bale, other trailer \$/bale 5 4.55 5.00  Large round bales Baling a round bale, 4-foot width \$/bale Cutting, raking, baling round bales, 4-foot width \$/bale 166 22.56 22.00 14 22.71 23.50 152 22.54 22.00  Flat rate for hauling round 4-foot width bales, other trailer \$/bale 18 5.13 5.00 Baling a round bale, 5-foot width \$/bale 123 16.16 16.00 113 16.19 16.00 10 15.90 15.50  Cutting, raking, baling round bales, 5-foot width \$/bale 175 25.55 25.00 60 26.85 26.00 115 24.87 25.00  Flat rate for hauling round 5-foot width bales, semi-trailer \$/bale 7 4.93 5.00  Flat rate for hauling round 5-foot width bales, semi-trailer \$/bale 7 4.93 5.00		\$/bale	8	1.05	1.10				7	(D)	1.10
Flat rate for hauling large square bale, other trailer \$/bale 5 4.55 5.00  Large round bales  Baling a round bale, 4-foot width \$/bale 22 14.67 15.00 9 15.44 15.00 13 14.13 15.00  Cutting, raking, baling round bales, 4-foot width \$/bale 166 22.56 22.00 14 22.71 23.50 152 22.54 22.00  Flat rate for hauling round 4-foot width bales, other trailer \$/bale 18 5.13 5.00  Baling a round bale, 5-foot width \$/bale 123 16.16 16.00 113 16.19 16.00 10 15.90 15.50  Cutting, raking, baling round bales, 5-foot width \$/bale 175 25.55 25.00 60 26.85 26.00 115 24.87 25.00  Flat rate for hauling round 5-foot width bales, semi-trailer \$/bale 7 4.93 5.00  Flat rate for hauling round 5-foot width		<b>.</b>	_	.=		_	<i>/-</i> :				
other trailer         \$/bale         5         4.55         5.00           Large round bales         Baling a round bale, 4-foot width         \$/bale         22         14.67         15.00         9         15.44         15.00         13         14.13         15.00           Cutting, raking, baling round bales, 4-foot width         \$/bale         166         22.56         22.00         14         22.71         23.50         152         22.54         22.00           Flat rate for hauling round 4-foot width bales, other trailer         \$/bale         18         5.13         5.00         17         (D)         5.00           Baling a round bale, 5-foot width         \$/bale         123         16.16         16.00         113         16.19         16.00         10         15.90         15.50           Cutting, raking, baling round bales, 5-foot width         \$/bale         175         25.55         25.00         60         26.85         26.00         115         24.87         25.00           Flat rate for hauling round 5-foot width         \$/bale         7         4.93         5.00           Flat rate for hauling round 5-foot width         17         4.93         5.00         115         24.87         25.00		\$/bale	8	17.58	18.00	5	(D)				
Large round bales  Baling a round bale, 4-foot width \$/bale  Cutting, raking, baling round bales, 4-foot width \$/bale  Flat rate for hauling round 4-foot width bales, other trailer \$/bale  Baling a round bale, 5-foot width \$/bale  Cutting, raking, baling round 4-foot width bales, other trailer \$/bale  Cutting, raking, baling round bale, 5-foot width \$/bale  Cutting, raking, baling round bales, 5-foot width \$/bale  To bale		Φ/Ι '	_	4	- 00				_	4 ==	F 00
Baling a round bale, 4-foot width \$/bale		\$/Dale	5	4.55	5.00				5	4.55	5.00
Cutting, raking, baling round bales, 4-foot width \$/bale	· · ·	¢/b = l =		14.07	45.00		15.44	15.00	40	14.40	15.00
4-foot width     \$/bale     166     22.56     22.00     14     22.71     23.50     152     22.54     22.00       Flat rate for hauling round 4-foot width bales, other trailer     \$/bale     18     5.13     5.00     17     (D)     5.00       Baling a round bale, 5-foot width, raking, baling round bales, 5-foot width     \$/bale     123     16.16     16.00     113     16.19     16.00     10     15.90     15.50       Cutting, raking, baling round bales, 5-foot width     \$/bale     175     25.55     25.00     60     26.85     26.00     115     24.87     25.00       Flat rate for hauling round 5-foot width     \$/bale     7     4.93     5.00       Flat rate for hauling round 5-foot width     \$/bale     7     4.93     5.00	The state of the s	\$/Dale	22	14.67	15.00	9	15.44	15.00	13	14.13	15.00
Flat rate for hauling round 4-foot width bales, other trailer \$/bale 18 5.13 5.00  Baling a round bale, 5-foot width \$/bale 123 16.16 16.00 113 16.19 16.00 10 15.90 15.50  Cutting, raking, baling round bales, 5-foot width \$/bale 175 25.55 25.00 60 26.85 26.00 115 24.87 25.00  Flat rate for hauling round 5-foot width bales, semi-trailer \$/bale 7 4.93 5.00  Flat rate for hauling round 5-foot width		¢/holo	100	00.50	20.00	1.4	00.71	02.50	150	00.54	22.00
other trailer         \$/bale         18         5.13         5.00         17         (D)         5.00           Baling a round bale, 5-foot width         \$/bale         123         16.16         16.00         113         16.19         16.00         10         15.90         15.50           Cutting, raking, baling round bales,         \$/bale         175         25.55         25.00         60         26.85         26.00         115         24.87         25.00           Flat rate for hauling round 5-foot width         \$/bale         7         4.93         5.00           Flat rate for hauling round 5-foot width         \$/bale         7         4.93         5.00			100	22.50	22.00	14	22./	23.50	152	22.54	22.00
Baling a round bale, 5-foot width \$/bale 123 16.16 16.00 113 16.19 16.00 10 15.90 15.50 Cutting, raking, baling round bales, 5-foot width \$/bale 175 25.55 25.00 60 26.85 26.00 115 24.87 25.00 Flat rate for hauling round 5-foot width bales, semi-trailer \$/bale 7 4.93 5.00 Flat rate for hauling round 5-foot width	•		10	E 10	E 00				17	(D)	E 00
Cutting, raking, baling round bales, 5-foot width \$/bale 175 25.55 25.00 60 26.85 26.00 115 24.87 25.00 Flat rate for hauling round 5-foot width bales, semi-trailer \$/bale 7 4.93 5.00 Flat rate for hauling round 5-foot width			1			110	16 10	16.00	1	. ,	
5-foot width \$/bale 175 25.55 25.00 60 26.85 26.00 115 24.87 25.00 Flat rate for hauling round 5-foot width bales, semi-trailer \$/bale 7 4.93 5.00 Flat rate for hauling round 5-foot width	-	φ/Dale	123	10.10	16.00	113	10.19	10.00	10	15.90	10.50
Flat rate for hauling round 5-foot width bales, semi-trailer \$/bale 7 4.93 5.00 Flat rate for hauling round 5-foot width		¢/hala	475	05.55	05.00	00	00.05	06.00	115	04.07	05.00
bales, semi-trailer \$/bale 7 4.93 5.00 Flat rate for hauling round 5-foot width		φ/bale	1/5	25.55	25.00	00	20.65	20.00	115	24.67	25.00
Flat rate for hauling round 5-foot width		¢/hala	7	4.02	5.00						
, i i i i i i i i i i i i i i i i i i i		φ/Dale		4.93	5.00						
Dation, out of station with the state of the	•	\$/hale	10	5 50	5.00	7	5 57	5.00	5	5.40	5 00
		φισαιο	12	0.00	5.00		0.07	<u> </u>		0.70	0.00

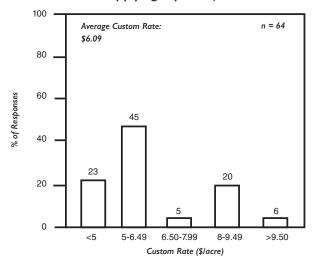
OPERATION		1	Oklahoma		I	West		1	East	
		No.	Avg.	Median	No.	Avg.	Median	No.	Avg.	Median
SMALL GRAIN HARVEST										
Combining wheat & sm. grains (flat rate	te) \$/acre	61	23.89	24.00	58	(D)	24.00			
Base rate for combining small grains	\$/acre	38	23.61	24.00	38	23.61	24.00			
extra charge per bushel	\$/bu.	38	0.24	0.24	38	0.24	0.24			
for excess over XX bushels/acre	bu.	38	21.68	20.00	38	21.68	20.00			
Flat rate for hauling small grains	\$/bu.	28	0.24	0.24	27	(D)	0.24			
Combining soybeans (flat rate)	\$/acre	9	27.11	25.00	8	(D)	25.00			
LIVESTOCK OPERATIONS										
Artificial insemination, cattle	\$/head	1 11	12.09	10.00				7	(D)	12.50
Branding cattle	\$/day	10	115.40	122.00	5	141.00	150.00	5	89.80	
Branding cattle	\$/head	13	4.65					9	(D)	5.00
Castrating cattle	\$/day	5	87.80						(-)	3.00
Castrating cattle	\$/head	20	5.28	5.00	9	3.78		11	6.50	6.00
Chute fee, cattle	\$/head	17	3.89	4.00	10	3.80	3.50	7	4.03	5.00
Custom feeding - calving out cows	\$/hd/day	6	1.44	1.13	10	0.00	0.00	5	(D)	1.00
Custom feeding - weaned calves	\$/hd/day	11	2.37		5	2.63		6	2.15	1.50
Custom feeding - wintering pregnant	φ/ Ha/ day		2.07			2.00			2.10	1.00
beef cows	\$/hd/day	7	1.68							
Dehorning cattle	\$/head	7	12.64	10.00				7	12.64	10.00
Pregnancy test cattle	\$/head	27	4.78		12	4.50	4.00	15	5.00	5.00
Processing cattle	\$/day	6	129.83	137.50						
Processing cattle	\$/head	14	14.39	17.25	7	14.39		7	14.39	
Spraying cattle	\$/head	5	2.40	2.00				5	2.40	2.00
Worming cattle	\$/head	20	4.43	3.00	7	4.26	3.00	13	4.52	3.00
Hauling cattle belly semi truck	\$/day	6	550.00	475.00						
Hauling cattle belly semi truck	\$/mile	21	3.92	4.00	13	4.00	4.00	8	3.79	3.90
Hauling cattle trailer	\$/day	13	246.15	250.00				11	(D)	150.00
Hauling cattle trailer	\$/mile	11	2.49					8	(D)	2.30
Hauling other livestock gooseneck	\$/mile	5	2.12					5	2.12	
MISCELLANEOUS										
Brush hogging	\$/hour	29	55.24	60.00	7	62.86		22	52.82	55.00
Clearing cedar trees	\$/hour	21	92.24	85.00				17	(D)	85.00
Dozing (D6 or smaller)	\$/hour	43	107.44	100.00	15	111.33	100.00	28	105.36	100.00
Dozing (D7 or larger)	\$/hour	17	143.18	150.00	7	139.57		10	145.70	145.00
Sawing wood, chainsaw	\$/hour	10	31.20	35.00				9	(D)	
Welding	\$/hour	28	54.46	50.00	10	50.00	45.00	18	56.94	50.00
Building new fence w/materials										
(4-6 wire, steel posts)	\$/mile	14	15005	14816	7	16060		7	13950	
Building new fence w/o materials										
(4-6 wire, steel posts)	\$/hour	16	26.33	22.00				12	(D)	18.50
Building new fence w/o materials	7,							1	(-)	. 3.00
(4-6 wire, steel posts)	\$/mile	30	4875	5240	15	4757		15	4994	
Fence maintenence - inspection and	Ŧ*************************************			-=.0				'		
minor repair	\$/hour	17	19.12	20.00				13	(D)	20.00
Fence removal	\$/hour	8	47.63	27.50				1 .	(2)	_0.00
T CHOO TOTHOVAL	φποσι	J	77.00	27.00						

(D) Regional average withheld due to disclosure.

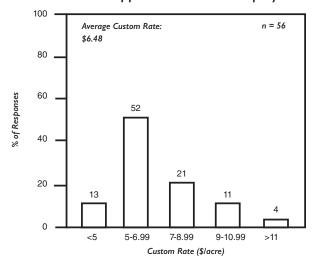
Median values representing an individual reports are withheld.

Figure 2. Relative frequency of responses for selected operations, 2021-2022

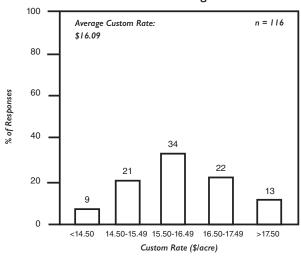
### Applying dry bulk fertilizer



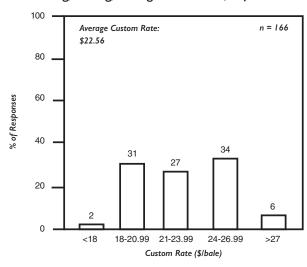
### Herbicide application with boom sprayer



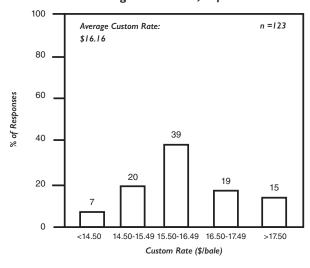
### **Swathing**



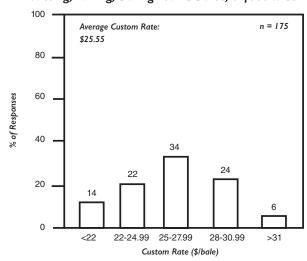
### Cutting, raking, baling round bales, 4-foot width



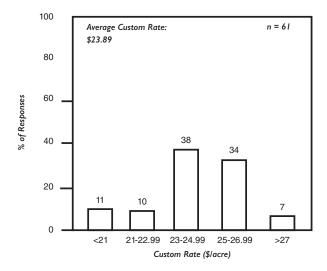
### Baling round bales, 5-foot width



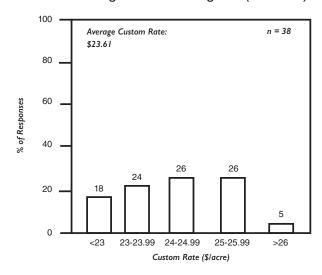
### Cutting, raking, baling round bales, 5-foot width



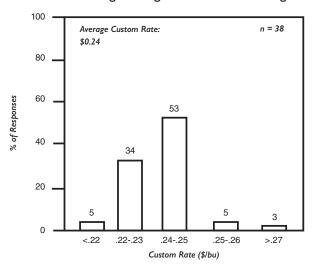
### Combining wheat & small grains (flat rate)



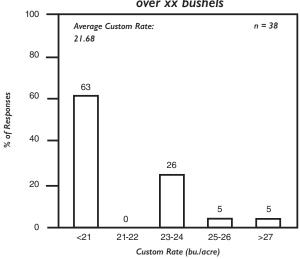
### Combining wheat & small grains (base rate)



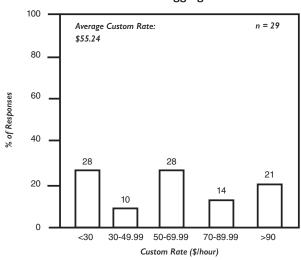
### Combining small grains additional charge



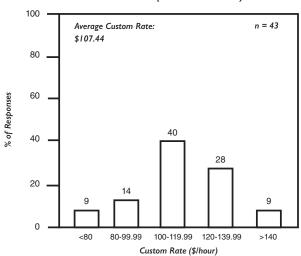
### Combining small grains for excess over xx bushels



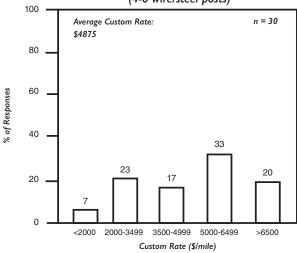
### Brushhogging



### Dozer (D6 or smaller)



### Building a new fence w/o materials (4-6 wire/steel posts)



### Reporting Regions

Area rates are summarized for the State of Oklahoma as shown in Figure 1. Regional differences are apparent in the rate table with higher rates prevailing when:

- · Fields are small.
- · Soils are heavy.
- · Slopes are steep.
- Machines are scarce.
- · Custom operators are not available.

Rates tend to be lower than expected when exchange work is common between relatives and neighbors. Under these circumstances, fixed costs of ownership such as depreciation and interest on investment (sometimes even labor) tend to be discounted when a rate is established for a particular job.

#### Custom Service vs. Ownership

Individual circumstances—cash flow, ownership and operating costs, labor availability, reliability and timeliness of custom operators, pride of ownership—will influence an individual's decision on whether to buy or lease machinery and equipment or custom hire work done. A worksheet at the end of this article is designed to help evaluate the cost of machinery ownership and operation.

### Possible Advantages of Using Custom

#### **Operations**

- · Ownership costs are avoided.
- · Capital and labor can be channeled to other uses.
- Machine use can be readily adjusted to changes in crop mix and market conditions.

- Specialized operations may benefit from an experienced and skilled operator.
- Jobs may be completed faster using several machines.

# Possible Disadvantages of Using Custom Operations

- Service may not be available during the ideal time.
- Reliability of the custom operator may not be known.
- · Rates may be excessive during the optimal time.

Each manager must choose the best combination of owned and hired machines. The quotations here will be helpful in estimating custom costs and to provide a base figure for agreement on a rate when well established local rates are not available. If you have questions, ask your Extension Educator- Agriculture or Area Agricultural Economics Specialist for additional information.

#### Considerations to Keep in Mind

Be aware that there is a wide variation in rates charged for most jobs, even within the same geographic area, partly because some custom work is done for friends, relatives, and neighbors at reduced rates, partly because some custom work is done late by farmers who do their own work first and therefore do not attempt to include the full cost of machine ownership in their rates, and partly because it is easy to under estimate the full cost of ownership and operation of machinery.

A small number of reports for a given custom rate in a particular area may not be representative. In this case, it is particularly important to check rates in other areas or statewide where a larger number of reports are found.

### Costs of Ownership and Operation

The management decision to own a machine, to custom hire operations performed, or to custom perform operations is partially determined by cost, which is heavily influenced by the amount of use realized over the period of machine ownership. Estimates of fixed and variable costs per hour can be approximated using the following steps. Unless accurate records are used to estimate costs, variability in machine and operator efficiencies can cause actual results to be significantly different from estimated results.

A.	Acres per hour = Acres covered in normal day $\div$ hours in normal	al day =		_ acres ÷	hou	ırs =
В.	Average investment = (Original cost + Trade-in value) $\div$ 2 = ( $\$$ _		+ \$		) ÷ 2	= \$
C.	Annual Original cost – Trade-in value  Depreciation = Number of years owned = (\$	\$		) ÷	_ years	= \$
D.	Annual Interest = Average Investment x Interest rate = \$	x		_%		= \$
E.	Annual Personal  Taxes = Average Investment x Tax rate (1) = \$		_ x	%		= \$
F.	Annual Insurance Insurance = Average Investment x rate (2) = \$		x	%		= \$
G.	Total Annual Ownership Costs (Sum of C through F)					= \$
	Ownership Annual Acres					
	Costs per acre = Ownership Costs ÷ Per Year = \$					= \$
l.	Repairs Acres Per acre = Repairs (3) ÷ Per Year = \$ ÷		acres	/year		= \$
J.	Fuel Cost Fuel Gallons Acres  Per acre = Price x Per Hour ÷ Per Hour = (\$/g	gal. x	gal./hour)	÷ acres	/hour	= \$
K.	Labor costs Daily Acres  Per acre = Wage ÷ Per day = \$/d	day ÷		acres/day		= \$
L.	Total Cost Per Acre = Sum of items H through K above					= \$

- (1) Use local tax rate if known. One to two percent is a reasonable "guesstimate".
- (2) Use own insurance rate if known. One-half to one percent is a reasonable "guesstimate".
- (3) Use your repair expense data, if available. One percent of original price for each year machine is kept is a rough estimate; e.g., 10% per year if machine is to be used for 10 years.

# The Oklahoma Cooperative Extension Service Bringing the University to You!

The Cooperative Extension Service is the largest, most successful informal educational organization in the world. It is a nationwide system funded and guided by a partnership of federal, state, and local governments that delivers information to help people help themselves through the land-grant university system.

Extension carries out programs in the broad categories of agriculture, natural resources and environment; family and consumer sciences; 4-H and other youth; and community resource development. Extension staff members live and work among the people they serve to help stimulate and educate Americans to plan ahead and cope with their problems.

Some characteristics of the Cooperative Extension system are:

- The federal, state, and local governments cooperatively share in its financial support and program direction.
- It is administered by the land-grant university as designated by the state legislature through an Extension director.
- Extension programs are nonpolitical, objective, and research-based information.

- It provides practical, problem-oriented education for people of all ages. It is designated to take the knowledge of the university to those persons who do not or cannot participate in the formal classroom instruction of the university.
- It utilizes research from university, government, and other sources to help people make their own decisions.
- More than a million volunteers help multiply the impact of the Extension professional staff.
- It dispenses no funds to the public.
- It is not a regulatory agency, but it does inform people of regulations and of their options in meeting them.
- Local programs are developed and carried out in full recognition of national problems and goals.
- The Extension staff educates people through personal contacts, meetings, demonstrations, and the mass media.
- Extension has the built-in flexibility to adjust its programs and subject matter to meet new needs.
   Activities shift from year to year as citizen groups and Extension workers close to the problems advise changes.

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