

2024 Cash Rental and Custom Harvest Rate Survey

From Cornell Cooperative Extension, funded by the New York Farm Viability Institute

We're working to survey NY farmers, custom harvest operators, and agribusiness professionals to create an up-to-date snapshot of land rental rates and custom harvest fees. We invite you to complete the survey!

- All the information that we collect will be kept anonymous. Any identifying features or outlying data will be removed.
- If you are using in-kind services as payment (i.e. – you plow for me and I will bale for you, snowplowing, freezer beef, etc.), please estimate the dollar value of that service.
- If you charge for these services on a different unit basis than what is listed (ton, acre, hour, etc.), please make a note in the comments area and we will work to make that adjustment.
- Data will be reported on a regional basis.
- Please use your best judgment when filling out this survey. You might not know all the rates we're measuring, but we welcome your feedback for those you are familiar with. Skip past those you don't have sufficient knowledge about.
- If you have any concerns, please email landrental@cornell.edu or contact Katelyn Walley – kaw249@cornell.edu or Nicole Tommell nt375@cornell.edu.

You can also complete the survey online! Help streamline our data collection efforts by completing our online survey available:

<https://farmbusiness.cornell.edu/cashrates/>

Classifying Information

Please circle ALL the option(s) that best describe your role in the agricultural industry:

- Farmer
- Custom Harvester (Do work for others)
- Hire custom work done
- Non-Farming Landowner
- Agribusiness representative (lender, appraiser, sales rep, crop consultant)
- Government Representative, Regulatory Agency, or Extension
- Other: _____

Please select the region (or regions) that you work within, own, or lease land in.

- Southern Tier (Allegany, Broome, Cattaraugus, Chautauqua, Chemung, Steuben, Tioga)
- Western New York (Erie, Genesee, Livingston, Monroe, Niagara, Ontario, Orleans, Seneca, Wayne, Wyoming, Yates)
- Mohawk Valley (Oneida, Herkimer, Fulton, Montgomery, Otsego, Schoharie)
- Central (Cayuga, Chenango, Cortland, Madison, Onondaga, Oswego, Schuyler, Tompkins,)
- North Country (Clinton, Essex, Franklin, Hamilton, Jefferson, Lewis, St. Lawrence)
- Capital Area (Albany, Columbia, Greene, Rensselaer, Saratoga, Schenectady, Warren, Washington)
- Southeast (Delaware, Dutchess, Orange, Putnam, Rockland, Suffolk, Sullivan, Ulster, Westchester)

Cash Rental Rates Survey Information

For the following questions, please use these qualities to differentiate between different types of land:

- High Quality – Excellent cropland, above average corn/forage yields, excellent drainage and/or artificially drained
- Medium Quality – Good cropland, normal/average crop forage yields, acceptable drainage
- Low Quality – Poor cropland, below average crop/forage yields, poor drainage or unimproved

1. What percentage of farmland you work with (own and lease) would fall in the following categories? (please sum to 100)
 - a. High Quality _____
 - b. Medium Quality _____
 - c. Low Quality _____
 - d. I'm a regional service provider who does not own/operate land.

2. What is your estimate of the average rental price (in \$/acre) for high, medium, and low-quality cropland in your region? Please assume there is no infrastructure on the property.
 - a. High Quality \$_____ / acre / year
 - b. Medium Quality \$_____ / acre / year
 - c. Low Quality \$_____ / acre / year

3. What is the average rental price (in \$/acre) for high, medium, and low-quality pastureland in your region? Assume the pasture includes sufficient fencing and water supply, but no animal management.
 - a. High Quality \$_____ / acre / year
 - b. Medium Quality \$_____ / acre / year
 - c. Low Quality \$_____ / acre / year

4. In your region, what's the average cash rental rate/fee for dairy housing facilities? Assume no utilities.
 - a. Freestall (modern, parlor included) (on a per stall/day) _____
 - b. Traditional (tie stall) (on a per stall/day) _____
 - c. Pasture (limited housing, care included) (per cow/day) _____

5. In your region, what's the average rental rate of crop storage?
 - a. Bunk silo – per ton _____
 - b. Upright silo – per ton _____
 - c. Dry hay (large or small, adjust to tons) _____
 - d. Grain (per bushel/per season) _____

Custom Harvest Rates Survey Information

For field activities, assume machinery, power, fuel, and operator are included. If fuel is separate, please note that in your answers, or estimate the total cost.

Grain Harvest Activities (List the rate in the empty box to the right for each item)			
Corn Combining – Per Acre		Small Grain Drying – Per Acre	
Grain Corn Picking – Per Acre		Soybean Combining – Per Acre	
Corn Drying – Per Acre			
Complete Harvesting Small Grains – Per Acre (Combine, grain cart, hauling, unloading)			
Complete Harvesting Soybeans – Per Acre (Combine, grain cart, hauling, unloading)			
Complete Harvesting Shell Corn – Per Acre (Combine, grain cart, hauling, unloading)			

Grass Silage and Hay Making (List the rate in the empty box to the right for each item)			
Mowing – Per Acre		Mowing & Conditioning – Per Acre	
Tedding – Per Acre		Raking – Per Acre	
Small Square Baling – Per Bale		Large Round Baling – Per Bale	
Large Square Baling – Per Bale		Wrapping – Per Bale	
Bagging Hay Silage – Per Foot			
Complete Harvesting Silage – Per Acre (Chopping, Hauling, Packing)			

Corn Silage Activities (List the rate in the empty box to the right for each item)	
Pull-Type Chopper and Tractor – Per Hour	
Self-Propelled Chopper – Per Hour	
Bagging Corn Silage – Per Foot	
Complete Harvesting – Per Acre (Chopping, Hauling, Packing)	

Tillage (List the rate in the empty box to the right for each item)			
Moldboard Plowing – Per Acre		Disk Plowing – Per Acre	
Other Deep Plowing – Per Acre		Tandem Disking – Per Acre	
Tandem Disking with Harrow/Cultipacker – Per Acre		Harrowing – Per Acre	
Cultivating – Per Acre		All Inclusive Tiling – Per Foot	

Planting, Fertilizer Applications, and Spraying (List the rate in the empty box to the right for each item)			
No-Till Planting – Per Acre		Corn Planting – Per Acre	
Broadcast Seeding – Per Acre		Spraying – Per Acre	
Spreading Dry Fertilizer – Per Acre		Side Dressing – Per Acre	
Spraying Liquid Fertilizer – Per Acre		Injecting Fertilizer – Per Acre	
		Spreading Lime – Per Ton	
Small Grain or Grass Seeding/Drilling – Per Acre			

Tractor Use (List the rate in the empty box to the right for each item)	
Bunk Packing (One Tractor, One Operator) – Per Hour	
Tractor Rental (Less than 80 HP) – Per Hour	
Tractor Rental (80 – 120 HP) – Per Hour	
Tractor Rental (120 – 160 HP) – Per Hour	
Tractor Rental (160 + HP) – Per Hour	

Manure Handling and Management (List the rate in the empty box to the right for each item)			
Manure Loading (Solid) – Per Hour		Manure Spreading (Liquid) – Per Hour	
Agitating Boat (pits) – Per Hour		Manure Pumping (Liquid) – Per Gallon	

Don't forget – You can complete this survey online!

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