

2026 Missouri Custom Rates Survey



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Purpose: This survey is collected once every three years. Your responses provide price transparency for farm services to farmers, lenders, machine contractors, and agri-service providers. More responses produce more accurate information on a larger number of custom services.

Instructions: Identify the types of custom services you use or perform in the table of contents below. Open the survey to the pages with the applicable services and respond to applicable questions to the best of your ability. If you engage in an activity not listed or have notes about the way an activity is performed, please write those details in the “Other” row provided at the bottom of each form.

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Respondent information: By providing basic information about your operation, we can better explain the survey results and offer region-specific data. Please answer the following questions. Your individual response will not be reported in any way.

Counties where you perform or use services: _____

In general, what best describes the equipment used:

☐ Less than 3 years old ☐ 3-8 years old
☐ 8-15 years old ☐ >15 years old

Form 1. Full-service custom farming		Rate charged
Corn production	Conventional tillage	\$_____ / acre
	No-till	\$_____ / acre
Soybean production	Conventional tillage	\$_____ / acre
	No-till	\$_____ / acre
Wildlife plot establishment	Size of plot:_____ acres	
		\$_____ / acre
		\$_____ / plot
Other (describe):		\$_____ / _____

Note: custom farming is described as field preparation, planting, weed control, harvest and hauling.

Form 2. Tillage operations		Rate charged
Heavy tillage	Moldboard plow	\$_____ / acre
	Chisel plow	\$_____ / acre
	Disk chisel	\$_____ / acre
	Heavy/offset disk	\$_____ / acre
	Inline ripping/subsoil	\$_____ / acre
	Disk ripper	\$_____ / acre
Finishing tillage	Tandem disk	\$_____ / acre
	High-speed disk	\$_____ / acre
	Vertical tillage	\$_____ / acre
	Vertical tillage with cover crop seeder	\$_____ / acre
	Harrow or crumbler only	\$_____ / acre
	1-pass field prep (till-all, etc.)	\$_____ / acre
	Mulch finisher	\$_____ / acre
	Phillips harrow/ chain disk	\$_____ / acre
	Field cultivator	\$_____ / acre
	Cultipacker	\$_____ / acre
Other (describe):		\$_____ / _____

Form 3. Planting operations

(Not including cost of seed, plants, fertilizer, or chemicals)

			Rate charged
Conventional planting			
		Row width	
Corn or milo:	Plant only	_____ inches.	\$ _____ /acre
	Plant + apply liquid fertilizer	_____ inches.	\$ _____ /acre
Soybeans:	Plant	_____ inches.	\$ _____ /acre
	Drill		\$ _____ /acre
Small grains or cover crops:	Drill		\$ _____ /acre
Grass or clover:	Drill		\$ _____ /acre
No-till planting			
Corn or milo:	Plant only	_____ inches.	\$ _____ /acre
	Plant + apply liquid fertilizer	_____ inches.	\$ _____ /acre
Soybeans:	Plant	_____ inches.	\$ _____ /acre
	Drill		\$ _____ /acre
Small grains or cover crops:	Drill		\$ _____ /acre
Grass or clover:	Drill		\$ _____ /acre
Extra charge for variable rate			\$ _____ /acre
Broadcasting seed			\$ _____ /acre
Other (describe):			\$ _____ /acre

Form 4. Fertilizer and Chemical Application

(equipment and labor, **not including cost of fertilizer**)

			Rate charged
Dry fertilizer	Type of applicator (check all that you operate)	☐ Floater ☐ Hi-Boy	☐ Standard buggy/truck ☐ AirBoom
	Dry fertilizer on cropland:	Single spread	\$ _____ /acre
		Double spread	\$ _____ /acre
		Variable rate application	\$ _____ /acre
	Dry fertilizer on pasture (top dressing)		\$ _____ /acre
	Dry fertilizer + seed broadcast		\$ _____ /acre
	Variable rate application – added costs only		\$ _____ /acre

Form 4. Fertilizer and Chemical Application (continued)

(equipment and labor, **not including cost of fertilizer**)

		Rate charged
Liquid fertilizer	Type of applicator (check all that you operate)	
	☐ Truck-sprayer	☐ Floater sprayer
	☐ Row-crop sprayer	☐ Injection Toolbar
	☐ Pull-type or mounted sprayer	
	Spray or stream liquid fertilizer	\$ _____ /acre
	Spray liquid fertilizer and chemicals	\$ _____ /acre
	Side dress corn with drop-nozzles	\$ _____ /acre
	Inject liquid fertilizer (knife or coulter)	\$ _____ /acre
	Side dress liquid fertilizer (knife or coulter)	\$ _____ /acre
	Variable rate application – added costs only	\$ _____ /acre
NH3	Inject Anhydrous ammonia	\$ _____ /acre
	Variable rate application – added costs only	\$ _____ /acre
Ag lime	Deliver & spread, flat rate:	
	Including cost of line	\$ _____ /ton
	Not including cost of line	\$ _____ /ton
	Deliver only, flat rate:	
	Including cost of lime	\$ _____ /ton
	Not including cost of lime	\$ _____ /ton
	Spread only	\$ _____ /ton
		\$ _____ /acre
	Variable rate application	Added cost only, not including costs above.
		\$ _____ /ton
		\$ _____ /acre
Other (describe):		\$ _____ / _____
Applying chemicals	Spray with truck	\$ _____ /acre
	Spray with flotation sprayer	\$ _____ /acre
	Spray with self-propelled row crop sprayer	\$ _____ /acre
	Spray corn fungicide with hi-clearance sprayer	\$ _____ /acre
	Spray with tractor mounted or pulled sprayer	\$ _____ /acre
	Targeted application (See and Spray, Greeneye, etc.)	
	additional charges only	\$ _____ /acre
Other (describe):		\$ _____ / _____

Form 5. Aerial application – Select your application vehicle below**Do not include cost of seeds, chemical, or fertilizer in the rate reported**
☐ Airplane ☐ Helicopter ☐ Drone

	Rate Charged
Spraying liquid chemicals or fertilizer on fields	\$ _____ /acre \$ _____ /gallon
Spraying liquids over brush or trees	\$ _____ /acre \$ _____ /gallon
Spreading dry fertilizer	_____ cents/lb.
Seeding fields	_____ cents/lb.
Seeding over brush	_____ cents/lb.
Other (describe):	\$ _____ / _____

Form 6. Manure and Litter ApplicationHaul and spread manure or litter*(equipment and labor only)*

	Rate charged
Solid manure or poultry litter	
Loading, hauling in spreader, and spreading	\$ _____ /ton \$ _____ /acre \$ _____ /hour
☐ Manure Load in-field and spread only	\$ _____ /ton
☐ Litter	\$ _____ /acre \$ _____ /hour
Variable rate application – additional charge only	\$ _____ /acre
Liquid manure	
Pump, haul, and spread/inject with tank wagon	\$ _____ / 1,000 gallons
Pump and spread/inject with dragline	\$ _____ / 1,000 gallons
Pump and agitate manure only	\$ _____ /hour
Variable rate application – additional charge only	\$ _____ /acre
Other (describe):	\$ _____ / _____

Form 7. Harvesting Grain, Seed & Silage

<u>Harvesting grain</u>		Rate Charged
Combining ☐ Check if use of grain cart is included in your combining rate	Corn	\$ _____/acre
	Soybeans	\$ _____/acre
	Grain sorghum	\$ _____/acre
	Small grains	\$ _____/acre
	Clover or alfalfa seed	\$ _____/acre
		_____ % of crop
	Fescue or other grass seed	\$ _____/acre
	_____ % of crop	
Transporting	Grain or seed, field to farm storage, with farm vehicle or wagon	\$ _____/bushel
Grain Cart (if additional charge)	In-field transport (circle how you charge)	\$ _____/ (acre or hour)
Bagging grain	In-field storage in plastic bags	\$ _____/bushel
Reclaiming bagged grain	Loading trucks from grain bag	\$ _____/bushel
Other (describe):		\$ _____/_____
<u>Making silage</u>		
	Field chop only	\$ _____/acre
		\$ _____/hour
		\$ _____/ton
	Field chop with kernel processor	\$ _____/acre
		\$ _____/hour
		\$ _____/ton
	Chop, haul & pile or fill bunker	\$ _____/acre
		\$ _____/hour
		\$ _____/ton
	Fill silage bags	\$ _____/hour
		\$ _____/ton
	Pack silage in bunker or pit	\$ _____/hour
		\$ _____/ton
Other (describe):		\$ _____/_____

Form 8. Processing Grain & Seed

			Rate Charged
Grain drying	Charge for each 1% moisture removed		_____ ¢ /bushel
	With a shrinkage rate of		_____ % of gross wt.
Grinding & mixing grains for feed	At farm		\$_____/ton
	At elevator		\$_____/ton
Cleaning and bagging Including cost of bags	Small grains:	Clean	\$_____/bushel
		Clean & bag	\$_____/bushel
	Clover or other dense seed:	Clean	\$_____/bushel
		Clean & bag	\$_____/Cwt. rough wt.
	Grass or other light seed	Clean	\$_____/bushel
		Clean and bag	\$_____/Cwt. rough wt.
Bagging only:	Grain or seed, not including cost of bag		\$_____/Cwt.
Other (describe):			\$_____/_____

Form 9. Off-Farm Hauling

(not including loading charge)

		Rate Charged
Grain:	Bin to market, over 20 miles	_____ ¢ /bushel flat rate
		\$_____/loaded mile
		_____ ¢/bu. x loaded mile
Hay:	Large round bales, over 20 miles	\$_____/loaded mile
	Square bales, over 20 miles	\$_____/loaded mile
Livestock:	With gooseneck trailer or farm truck	\$_____/loaded mile
	With semi and livestock trailer	\$_____/loaded mile
Other (describe):		\$_____/_____

Form 10. Harvesting Hay

		Rate Charged	
Mowing, curing and windrowing	Cutting hay (disk or sickle mower)	\$_____/acre	
	Cutting and conditioning	\$_____/acre	
	Raking hay	\$_____/acre	
	Hay tedding	\$_____/acre	
Other (describe):		\$ ____/____	
Small square bales Max 100 lb.	Baling only	\$_____/bale	or \$_____/hour
	Cut, rake & bale	\$_____/bale	or ____% of crop
	Complete harvest (cut, rake, bale, haul, stack)	\$_____/bale	or ____% of crop
	Haul & stack square bales (field to barn)	\$_____/bale	or \$_____/hour
	Other (describe):	\$ ____/____	
Large square bales 3'x3'x6' or larger	Baling only	\$_____/bale	or \$_____/hour
	Cut, rake & bale	\$_____/bale	or ____% of crop
	Complete harvest (cut, rake, bale, haul, stack)	\$_____/bale	or ____% of crop
	Haul & stack square bales (field to shed/stack)	\$_____/bale	or \$_____/hour
	Tarp haystacks– labor only	\$_____/stack	\$_____/hour
	Other (describe):	\$ ____/____	
Round bales	Baling only – twine	Less than 1,000 lb. bales	\$_____/bale or ____% of crop
		1,000+lb. bales	\$_____/bale or ____% of crop
Baling only – net wrap	Less than 1,000 lb. bales	\$_____/bale	or ____% of crop
	1,000+lb. bales	\$_____/bale	or ____% of crop
Cut, rake & bale with twine	Less than 1,000 lb. bales	\$_____/bale	or ____% of crop
	1,000+lb. bales	\$_____/bale	or ____% of crop
Cut, rake, bale, net wrap	Less than 1,000 lb. bales	\$_____/bale	or ____% of crop
	1,000+lb. bales	\$_____/bale	or ____% of crop
Store and haul	Wrap bales individually	\$_____/bale	or \$_____/hour
	Tube-wrap bales	\$_____/bale	or \$_____/hour
	Move bales locally	\$_____/bale	or \$_____/hour
Other (describe):		\$ ____/____	

Form 11. Cattle Services – select your primary profession

☐ Veterinarian ☐ Other veterinary professional ☐ Farmer/rancher/feeder

		Rate charged
Facility use (no feed or supplies included)	Feedlot yardage – per day	\$_____/head
	Corral and chute use	\$_____/head
	Individual animal weighing	\$_____/head
Animal services – check box if rate includes medicine or supplies	Calf vaccinations and deworming (at weaning)	\$_____/head
	Inserting implants	\$_____/head
	Castration	\$_____/head
	Bull testing	\$_____/head
	Artificial insemination administration (not including semen)	Full protocol \$_____/head Synchronization \$_____/head Insemination only \$_____/head
	Pregnancy testing	Blood \$_____/head Palpation \$_____/head Ultrasound \$_____/head
	Embryo transfer (not including embryo)	\$_____/head
	Other (describe):	
	\$_____ / _____	

Form 12. Fence Work, Mowing and Miscellaneous

		Rate Charged	
Fence work <i>(not including cost of materials)</i>			
Inspection & minor repairs		\$_____/hour	\$_____/foot
Fence removal:	By hand and tractor	\$_____/hour	\$_____/foot
	With large equipment, no salvage	\$_____/hour	\$_____/foot
Fence building, easy terrain:	Barbed wire, set posts	\$_____/hour	\$_____/foot
	Combination barbed & woven wire, set posts	\$_____/hour	\$_____/foot
Fence building, rough terrain:	Barbed wire, set posts	\$_____/hour	\$_____/foot
	Combination barbed & woven wire, set posts	\$_____/hour	\$_____/foot
Dig holes & set corner posts		\$_____/hour	\$_____/post
Drive posts:	Metal T-posts	\$_____/hour	\$_____/post
	Steel pipe posts	\$_____/hour	\$_____/post
	Wooden posts	\$_____/hour	\$_____/post

Build corral fencing

\$_____/hour

\$_____/foot

Form 12. Fence Work, Mowing and Miscellaneous *(continued)*

		Rate Charged	
Rotary mowing	Mow overgrown property	\$_____/hour	\$_____/acre
	Mow pasture or CRP land	\$_____/hour	\$_____/acre
	Chop stalks	\$_____/hour	\$_____/acre
Farm jobs with tractor & loader:	Tractor 50-100 hp	\$_____/hour	
	Tractor over 100 hp	\$_____/hour	
Other (describe):		\$_____/hour	\$_____/acre

Form 13. Earth Moving & Land Management*Please give rates both by equipment type and by job if you bill using both methods.*

		Rate Charged	
By equipment used		<i>All rates should include labor.</i>	
Bulldozer	Under 150 hp	\$_____/hour	
	Over 150 hp	\$_____/hour	
Scraper	> 13 cu. yd. capacity	\$_____/hour	
	13+ cu. yd. capacity	\$_____/hour	
Motor grader		\$_____/hour	
Track-type grader		\$_____/hour	
Skid loader		\$_____/hour	
Excavator	Mini (2 to 6 tons)	\$_____/hour	
	Med & large	\$_____/hour	
Backhoe		\$_____/hour	
Tile plow		\$_____/hour	\$___/ lin. ft.
Trencher		\$_____/hour	\$___/ lin. ft.
Tree shear		\$_____/hour	
Other (describe):		\$_____/_____	

Form 13. Earth Moving & Land Management *(continued)*

Please give rates both by equipment type and by job if you bill using both methods.

		Rate Charged		
By job performed				
Building terraces:	Gradient, surface drainage	\$_____/lin. ft.	\$_____/cu. yd.	\$_____/hr.
	Gradient, tile drainage	\$_____/lin. ft.	\$_____/cu. yd.	\$_____/hr.
	Parallel, surface drainage	\$_____/lin. ft.	\$_____/cu. yd.	\$_____/hr.
	Parallel, tile drainage	\$_____/lin. ft.	\$_____/cu. yd.	\$_____/hr.
Grade/shape grass waterways		\$_____/lin. ft.	\$_____/cu. yd.	\$_____/hr.
Ditch construction		\$_____/lin. ft.	\$_____/cu. yd.	\$_____/hr.
Building ponds & lakes		\$_____/acre	\$_____/cu. yd.	\$_____/hr.
Land leveling		\$_____/acre	\$_____/cu. yd.	\$_____/hr.
Land clearing	Cut brush & trees, pile on site		\$_____/acre	\$_____/hr.
	Remove brush, trees & stumps, pile on site		\$_____/acre	\$_____/hr.
	Mulch trees and brush		\$_____/acre	\$_____/hr.
Other (describe):				
\$_____/_____				

Form 14. Machinery Rental

(Machine rental does not include operator, fuel, or lubrication)

		Rate charged	
Tractor rental	<50 horsepower without loader	\$_____/eng. hr.	\$_____/month
	<50 horsepower with loader	\$_____/eng. hr.	\$_____/month
	50-100 horsepower without loader	\$_____/eng. hr.	\$_____/month
	50-100 horsepower with loader	\$_____/eng. hr.	\$_____/month
	100+ horsepower with loader	\$_____/eng. hr.	\$_____/month
	100-150 horsepower MFWD	\$_____/eng. hr.	\$_____/month
	150-250 horsepower MFWD	\$_____/eng. hr.	\$_____/month
	250-350 horsepower MFWD	\$_____/eng. hr.	\$_____/month
	350+ horsepower MFWD	\$_____/eng. hr.	\$_____/month
	<500 horsepower 4WD	\$_____/eng. hr.	\$_____/month
	>500 horsepower 4WD	\$_____/eng. hr.	\$_____/month
	<500 horsepower rubber track	\$_____/eng. hr.	\$_____/month
	>500 horsepower rubber track	\$_____/eng. hr.	\$_____/month
	Combine rental	Class 6-7 (8 row, 30-35 foot)	\$_____/eng. hr.
Class 8-9 (12 row, 35-45 foot)		\$_____/eng. hr.	\$_____/sep. hr.
Class 10 (12+ row, 45+ foot)		\$_____/eng. hr.	\$_____/sep. hr.

Form 14. Machine Rental (continued)*(Machine rental does not include operator, fuel, or lubrication)*

		Rate charged	
Other farm equipment rental	Grain vacuum	\$_____/hour	\$_____/bushel
	Grain bagger	\$_____/hour	\$_____/bushel
	Grain bag unloader	\$_____/hour	\$_____/bushel
	Hay wrapper	\$_____/hour	\$_____/bale
	Fertilizer spreader	\$_____/hour	\$_____/acre
Heavy truck rental	Truck only	\$_____/mile	\$_____/month
	Semi-truck plus trailer	\$_____/mile	\$_____/month
	Semi-trailer only	\$_____/mile	\$_____/month
Light construction rental	Mini-skid steer	\$_____/eng. hr.	\$_____/month
	Tracked skid steer	\$_____/eng. hr.	\$_____/month
	Wheeled skid steer	\$_____/eng. hr.	\$_____/month
	Mini excavator	\$_____/eng. hr.	\$_____/month
Other (describe):		\$_____/_____	

Form 15. Horticulture and Small Equipment Operations –*(Using tractors less than 75 horsepower or ATV/UTV for power source)*

Do you charge by the hour or the acre? Circle your method.		Rate charged
Tillage and soil preparation	Moldboard plowing	\$_____/ (acre or hour)
	Disking	\$_____/ (acre or hour)
	Rototilling	\$_____/ (acre or hour)
	Bed making	\$_____/ (acre or hour)
	Planting or drilling (rows)	\$_____/ (acre or hour)
	Broadcasting seed or fertilizer	\$_____/ (acre or hour)
Weed and vegetation control	Row cultivating	\$_____/ (acre or hour)
	Lawn mowing	\$_____/ (acre or hour)
	Rotary mowing (brush hog)	\$_____/ (acre or hour)
	Spraying	\$_____/ (acre or hour)
Other (describe):		\$_____/ (acre or hour)

Thank you for sharing your custom rates for services used or provided. Look for the new Custom Rates Survey Summary in Spring 2026. (extension.missouri.edu/publications/g302)