

2024 Iowa Farm Custom Rate Survey

Many Iowa farmers hire some custom machine work in their farm business or perform custom work for others. Others rent machinery or perform other services. The Iowa Farm Custom Rate Survey was mailed to 394 people by the U.S. Postal Service and 407 people via email in mid-February 2024. The information below is based on 130 responses and 2,805 custom rates provided by Iowa farmers, custom operators, and farm managers.

For each type of work, the average rate from the survey, the median, and the range are shown. The average is calculated as the simple average of all responses. The median is the middle number among the ordered responses (from smallest to largest). The reported range excludes the minimum and the maximum values to avoid reporting extreme values.

New for 2024 is additional insight into who responded to each operation shown. The sources of the 2,468 rates reported for custom tasks are: 48% service providers, 32% service users, 8% both service providers and users, and 12% unknown. The sources of the 69 rates reported for machinery rentals are: 38% machinery owners, 35% machinery renters, 11% machinery owners and renters, and 12% unknown. The sources of the 108 rates reported for wages are: 81% employers, 7% employees, 2% employer and employee, and 9% unknown.

The reported rates are expected to be charged or paid in 2024, and they include fuel and labor (unless otherwise noted). The average price for diesel fuel (highway-retail including taxes) was assumed to be \$3.92 per gallon (as projected by the U.S. Energy Information Administration in early February 2024). Rental rates for some machinery items are shown in the last section of this report, along with a worksheet for estimating rental rates for other items.

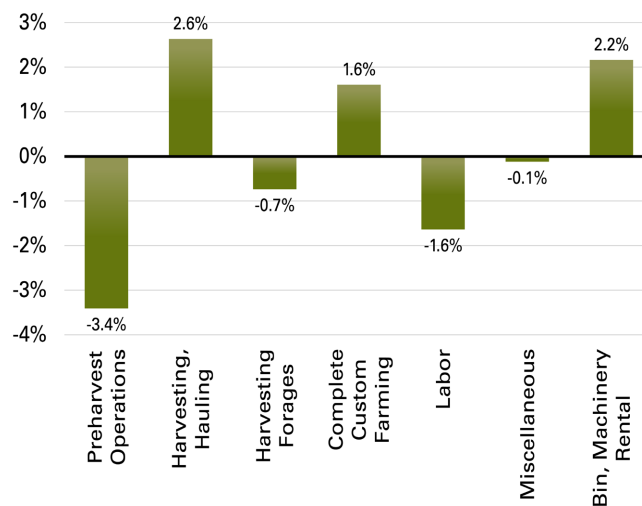
This rate schedule is intended only as a guide. Actual custom rates may vary according to availability of machinery in a given area, timeliness, operator skill, field size and shape, crop conditions, and the performance characteristics of the machine being used.

Note: All rates include fuel, repairs, depreciation, interest, labor, and all other machinery costs for the tractor and implement, unless otherwise noted.

More on estimating machinery costs and machinery management can be found on the [Ag Decision Maker website](http://www.extension.iastate.edu/agdm/cdmachinery.html), www.extension.iastate.edu/agdm/cdmachinery.html.

The information available in the Iowa Farm Custom Rate Survey is only possible due to the responses provided each year. If you are interested in joining the 2025 Iowa Farm Custom Rate Survey mailing list, send your mail or email address to: Ann Johanns, Iowa State University, Borlaug Learning Center, 3327 290th St., Nashua, IA 50658, 515-337-2766, or aholste@iastate.edu.

Percentage change by category, 2023 to 2024



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Tillage	Average Charge	Median Charge	Range	Number of Responses	Percent of Reported Rates:		
					For machinery 1–5 years old	From service providers only	For family or friends
Chopping cornstalks / acre	\$13.80	\$14.50	\$8.00 - \$20.00	26	31%	50%	4%
Moldboard plowing / acre	18.50	20.00	15.00 - 22.00	11	36%	55%	18%
Chisel plowing / acre	18.55	20.00	10.00 - 25.75	24	38%	50%	13%
Disk/chiseling / acre	21.25	23.00	12.00 - 29.00	29	45%	52%	3%
Vertical tillage / acre	21.75	22.15	12.00 - 30.00	41	61%	49%	15%
Strip tillage / acre	21.00	22.00	15.00 - 27.50	15	47%	33%	7%
- extra charge, anhydrous fertilizer, no materials / acre	7.05	4.50	2.00 - 16.00	8	63%	50%	0%
Subsoiling (8 to 15 inches deep) / acre	24.15	26.00	15.00 - 30.00	24	58%	63%	13%
V-ripping (over 15 inches deep) / acre	22.80	24.00	10.00 - 30.00	17	59%	59%	12%
V-ripping with tandem disk / acre	24.35	25.40	12.00 - 40.00	35	46%	51%	3%
Disking, tandem / acre	17.40	18.00	10.00 - 27.50	39	33%	64%	8%
Disking, heavy or offset / acre	20.35	21.75	16.00 - 25.00	15	47%	53%	7%
Harrowing or dragging / acre	9.85	11.00	6.00 - 12.00	11	36%	55%	18%
Soil finishing / acre	18.40	18.50	9.00 - 31.00	37	46%	57%	5%
Field cultivating / acre	17.75	17.90	7.60 - 32.00	54	48%	59%	9%
Rock picking / acre	14.40	14.50	4.00 - 25.00	10	60%	70%	20%
Cultivating, conventional / acre	15.45	14.25	12.00 - 22.00	14	21%	50%	14%
Rotary hoeing / acre	11.95	11.50	8.00 - 15.00	18	22%	61%	6%
Land rolling / acre	8.40	8.00	4.00 - 15.00	34	35%	29%	3%

Planting, Drilling, and Seeding	Average Charge	Median Charge	Range	Number of Responses	Percent of Reported Rates:		
					For machinery 1–5 years old	From service providers only	For family or friends
Planting							
- with fertilizer and insecticide attachments / acre	\$25.25	\$26.00	\$15.00 - \$35.00	23	57%	52%	0%
- without attachments / acre	24.20	24.75	13.00 - 37.00	49	37%	49%	6%
- with splitters and attachments / acre	23.70	24.00	13.00 - 35.00	35	60%	60%	6%
- with high-speed planter / acre	27.00	27.00	14.00 - 45.00	45	80%	44%	2%
- no-till planter / acre	26.60	26.00	13.00 - 42.00	42	55%	55%	12%
- no-till planter with splitters / acre	27.00	27.50	18.00 - 35.00	27	67%	48%	0%
Extra charge for seed shut-offs / acre	2.55	2.35	0.25 - 7.00	55	69%	58%	4%
Extra charge for variable rate seeding / acre	2.95	3.00	0.50 - 6.00	31	71%	55%	0%
Extra charge for GPS use, if used for analytics / acre	3.00	3.00	0.50 - 7.00	31	65%	58%	3%

Planting, Drilling, and Seeding	Average Charge	Median Charge	Range	Number of Responses	Percent of Reported Rates:		
					For machinery 1–5 years old	From service providers only	For family or friends
Seed tender / acre	\$4.30	\$4.60	\$0.25 - \$6.00	31	65%	52%	3%
Drilling soybean / acre	18.85	18.50	14.00 - 22.00	13	38%	23%	15%
Drilling soybean, no-till / acre	21.40	20.00	15.00 - 30.00	21	33%	43%	10%
Drilling grass seed / acre	21.05	24.50	10.00 - 27.50	14	36%	43%	0%
Drilling small grain / acre	19.30	18.00	10.00 - 28.00	13	31%	62%	0%
Seeding grass, broadcast with tractor / acre	14.35	13.00	10.00 - 15.00	6	33%	17%	0%
Aerial seeding of cover crop / acre	14.30	14.00	11.00 - 18.00	16	44%	25%	0%
Drilling cover crop seed / acre	19.90	19.00	10.00 - 35.00	22	45%	45%	5%

Spraying (materials not included)	Average Charge	Median Charge	Range	Number of Responses	Percent of Reported Rates:		
					For machinery 1–5 years old	From service providers only	For family or friends
Ground, broadcast, not incorporated, tractor / acre	\$7.00	\$7.50	\$5.00 - \$8.50	23	35%	17%	4%
Ground, incorporated, tractor / acre	7.50	8.00	6.00 - 8.50	7	57%	14%	0%
Ground, broadcast, not incorporated, self-propelled / acre	8.35	8.00	5.00 - 13.75	72	65%	42%	4%
Ground, broadcast, self-propelled tall-crop / acre	10.00	10.00	7.00 - 16.00	32	69%	28%	0%
Ground, road ditches / hour	77.60	77.50	30.00 - 120.00	18	44%	61%	11%
Aerial / acre	10.70	10.25	9.00 - 12.50	28	36%	11%	4%

Fertilizer Application (materials not included)	Average Charge	Median Charge	Range	Number of Responses	Percent of Reported Rates:		
					For machinery 1–5 years old	From service providers only	For family or friends
Dry bulk - applied / acre	\$7.25	\$7.00	\$4.00 - \$14.00	35	57%	20%	6%
Liquid - spraying / acre	7.65	7.50	5.50 - 10.00	17	71%	24%	0%
- side dressing / acre	12.00	13.00	7.00 - 16.00	15	47%	47%	0%
- high clearance, drop hose, Y spray nozzle / acre	12.10	13.65	8.00 - 16.00	10	50%	30%	10%
Anhydrous - injecting, with tool bar / acre	15.10	15.00	7.00 - 28.00	57	56%	46%	4%
- injecting, without tool bar / acre	13.25	13.00	8.00 - 19.00	23	52%	39%	4%
Spreading lime / ton	7.25	6.15	5.00 - 12.00	14	57%	36%	0%

Harvesting, Drying, and Hauling Grain	Average Charge	Median Charge	Range	Number of Responses	Percent of Reported Rates:		
					For machinery 1–5 years old	From service providers only	For family or friends
Corn combining / acre	\$44.05	\$42.00	\$30.00 - \$80.00	77	53%	52%	10%
- with chopper head / acre	44.35	44.00	23.00 - 70.00	41	73%	46%	2%
- added charge for corn reel (downed corn) / acre	8.30	8.50	4.00 - 15.00	17	76%	53%	0%
Soybean combining / acre	42.00	40.00	25.00 - 70.00	64	48%	53%	8%
- with air reel / acre	38.05	37.00	30.00 - 44.00	9	56%	22%	0%
- with draper head / acre	43.75	43.00	22.00 - 72.00	64	70%	56%	5%
Small grain combining / acre	37.65	39.00	32.00 - 45.00	8	63%	63%	0%
Complete harvesting (combine, grain cart, haul to farm storage)							
- Corn / acre	71.90	65.00	40.00 - 140.00	39	79%	59%	0%
- Soybean / acre	67.25	63.50	32.00 - 140.00	40	78%	58%	3%
Added charge for GPS mapping / acre	3.15	3.00	1.00 - 5.00	35	71%	63%	0%
Picking ear corn (farm use) / acre	30.00	35.00	30.00 - 35.00	5	20%	80%	20%
Drying corn (includes fuel, electricity, labor)							
- continuous flow dryer / point per bushel	0.045	0.050	0.030 - 0.060	13	62%	46%	8%
- bin dryer / point per bushel	0.045	0.040	0.030 - 0.070	9	56%	33%	11%
Handling grain by auger / bushel	0.100	0.095	0.040 - 0.200	24	50%	50%	0%
Hauling grain							
- grain cart, corn / acre	8.00	7.00	0.50 - 20.00	51	65%	59%	6%
- grain cart, soybean / acre	6.90	6.25	0.50 - 18.00	52	63%	60%	6%
- to farm storage, wagon / bushel	0.075	0.070	0.050 - 0.104	19	21%	26%	16%
- farm storage to market, wagon / bushel	0.095	0.100	0.070 - 0.130	13	31%	23%	8%
- to market, truck, (5 miles, 1-way trip) / bushel	0.130	0.130	0.080 - 0.180	53	36%	45%	6%
- to market, truck, (25 miles, 1-way trip) / bushel	0.200	0.200	0.090 - 0.300	50	30%	36%	4%
- to market, truck, (100 miles, 1-way trip) / bushel	0.370	0.360	0.200 - 0.500	20	55%	55%	5%

Custom Farming (tillage, planting, pest control, harvesting, and hauling to farm, no drying)	Average Charge	Median Charge	Range	Number of Responses	Percent of Reported Rates:		
					For machinery 1–5 years old	From service providers only	For family or friends
Corn / acre	\$155.05	\$150.00	\$75.00 - \$280.00	45	60%	53%	2%
Soybean / acre	141.90	140.00	71.00 - 280.00	45	60%	53%	2%

Harvesting Forages	Average Charge	Median Charge	Range	Number of Responses	Percent of Reported Rates:		
					For machinery 1–5 years old	From service providers only	For family or friends
Hay - mowing / acre	\$13.85	\$14.00	\$10.00 - \$18.00	10	60%	80%	20%
- mowing/conditioning / acre	18.10	18.00	14.00 - 25.00	13	54%	69%	0%
- raking / acre	8.15	8.00	7.00 - 9.00	9	44%	100%	11%
Hay baling - small square bales / bale	0.79	0.80	0.60 - 1.00	7	14%	43%	14%
- large round bales without wrap / bale	15.60	15.00	15.00 - 18.00	5	20%	60%	20%
- large round bales with wrap / bale	15.60	15.50	12.00 - 18.00	21	57%	67%	19%
Straw or corn stalk baling							
- large round or square bales without wrap / bale	13.60	15.00	10.00 - 15.00	5	100%	40%	0%
- large round or square bales with wrap / bale	15.55	16.25	12.00 - 18.00	18	50%	61%	11%
Silage - chopping / ton	7.10	7.00	6.00 - 8.00	5	40%	40%	0%

Miscellaneous Services (labor, fuel, and equipment included)	Average Charge	Median Charge	Range	Number of Responses	Percent of Reported Rates:		
					For machinery 1–5 years old	From service providers only	For family or friends
Removing snow (loader) / hour	\$106.45	\$105.00	\$70.00 - \$150.00	22	41%	64%	0%
Removing snow (blade) / hour / foot of blade	9.30	9.30	6.25 - 13.75	7	43%	43%	0%
Removing snow (blower) / hour / foot of blower	13.25	16.15	1.50 - 22.22	12	21%	64%	0%
Spreading liquid manure, injected / 1,000 gallon	17.25	16.50	15.00 - 24.25	9	44%	22%	0%
Power washing / hour	57.15	60.00	50.00 - 60.00	7	43%	29%	0%
Scouting crops / acre	6.10	5.00	3.00 - 10.00	9	33%	11%	0%
GPS grid soil testing / acre	6.60	6.50	2.50 - 10.00	8	50%	0%	0%
Managing stored grain / bushel	0.08	0.05	0.03 - 0.12	11	45%	55%	0%
Vacuuming grain / bushel	0.13	0.13	0.05 - 0.20	28	43%	54%	7%
Bulldozing / hour / foot of blade	17.45	17.50	14.17 - 20.95	6	25%	38%	13%
Tiling, tiling machine (excluding materials) / foot	1.10	1.00	0.75 - 1.30	5	20%	20%	0%
Backhoeing / hour	110.00	120.00	85.00 - 125.00	9	22%	44%	0%
Chain sawing / hour	78.45	80.00	50.00 - 100.00	13	54%	31%	0%
Welding machinery / hour	102.50	95.00	80.00 - 120.00	8	38%	63%	0%
Mowing CRP or pasture / acre	28.85	25.00	16.00 - 50.00	19	37%	47%	16%
Controlled burning of grass, CRP, pasture / acre	32.25	35.00	15.00 - 45.00	13	23%	23%	15%
Mowing fence rows, ditches / hour	95.70	92.00	50.00 - 150.00	25	36%	60%	4%
Mowing lawns / hour	60.35	60.00	45.00 - 75.00	15	40%	33%	0%

Farm Labor Wages for Operating Machinery	Average Charge	Median Charge	Range	Number of Responses	Percent of Reported Rates:	
					From employers only	For family or friends
Spraying or harvesting / hour	\$22.85	\$24.00	\$14.00 - \$35.00	49	80%	10%
Other operations / hour	21.95	20.00	16.00 - 30.00	59	83%	14%

Bin Rental	Average Charge	Median Charge	Range	Number of Responses	Percent of Reported Rates:		
					For machinery 1–5 years old	From owners only	For family or friends
Storing grain, bin rental / bushel / month	\$0.025	\$0.030	\$0.010 - \$0.040	17	41%	18%	12%
Storing grain, bin rental / bushel / year	0.160	0.150	0.100 - 0.200	23	26%	17%	4%

Machine Rental (operator, tractor, and fuel not included)	Average Charge	Median Charge	Range	Number of Responses	Percent of Reported Rates:		
					For machinery 1–5 years old	From machine owners only	For family or friends
Tractor / horsepower / hour	\$0.32	\$0.30	\$0.26 - \$0.38	9	60%	30%	10%
Corn head for combine / acre	12.50	12.00	10.00 - 15.00	6	83%	50%	17%
Soybean head for combine / acre	13.80	15.00	10.00 - 15.00	5	60%	60%	0%
Grain cart with auger, corn / acre	5.45	3.00	2.50 - 12.00	7	86%	71%	0%
Grain cart with auger, soybean / acre	4.45	3.00	2.50 - 8.00	7	71%	71%	0%
Grain truck (semi) / bushel / round trip	0.16	0.15	0.15 - 0.18	5	20%	20%	0%
Grain auger / bushel	0.10	0.11	0.10 - 0.12	5	20%	20%	0%
Grain vacuum / bushel	0.12	0.12	0.10 - 0.14	7	29%	43%	0%
Anhydrous fertilizer applicator / acre	6.80	5.90	3.00 - 10.00	8	50%	13%	13%

Estimating a machinery rental rate for items not surveyed

**Example:
Tandem Disk**

The following worksheet can be used to estimate a rental value for equipment items not shown above.

1. Custom charge (includes labor, fuel, tractor)	\$ _____/acre	\$17.40
2. Percent of custom charge that is for interest, insurance, depreciation, and repairs (to exclude fuel and labor) (use 60% for tillage, 65% for planting and harvesting)	× _____%	× 60%
3. Rental value, for tractor and implement (1 × 2)	= \$ _____/acre	= \$10.44
4. Tractor rental value, if tractor is not provided: _____hp × \$ _____ per hp-hour rental rate (see above) / _____acres/hour ^{1/} = Ex: 150 hp × \$0.32 (per hp-hour rental rate) / 15 acres/hour = \$3.20	– \$ _____/acre	– \$3.20
5. Implement rental value, without tractor (3 minus 4)	= \$ _____/acre	= \$7.24/acre

^{1/} Typical values for acres covered per hour can be found in AgDM File A3-24 [Estimating the Field Capacity of Farm Machines](http://www.extension.iastate.edu/agdm/crops/pdf/a3-24.pdf), www.extension.iastate.edu/agdm/crops/pdf/a3-24.pdf.