



# WISCONSIN CUSTOM RATE GUIDE 2020

APRIL 2021

## GENERAL:

The 2020 Wisconsin Custom Rate Guide was compiled by the USDA's National Agricultural Statistics Service (NASS), Wisconsin Field Office, in cooperation with the Wisconsin Department of Agriculture, Trade, and Consumer Protection, the University of Wisconsin-Extension, and the College of Agricultural & Life Sciences, University of Wisconsin-Madison.

This summary is the result of a mail and phone survey which collected rates paid by farmers for custom work performed in 2020. The figures are based on reports by custom operators and farmers who performed custom work and/or rent out equipment. There were 494 reports compiled.

**Thank you to all survey participants who provided data for this publication! Your input made this report possible.**

Most of the rates in this release include the cost of hiring a machine with fuel and operator, but exclude the cost of any materials. No attempt was made to distinguish between rates charged by custom operators who perform these operations as their main source of income and those who do custom work as a secondary source of income. This summary makes no effort to evaluate fairness of rates being charged.

## DATA:

Included in this release are the number of reports, the average rate, and the median rate. The average provides an estimate of the prevailing charge with reliability improving as the number of responses increases. Median values offer an additional measure of the central tendency of the survey response distribution. Median values that represent an individual operation are withheld. Rates are typically influenced by fuel costs, soil conditions, topography, field size and shape, traditional practices in an area, and type, age, and availability of equipment. Reports were edited to remove items for which the respondent's figures were widely outside the range of other respondents' replies. Certain items may have appeared on the questionnaire, but were not summarized due to an insufficient number of responses.

Price changes for machinery, fuel, and labor should be taken into account when using this 2020 data for subsequent years.

## REGIONAL DATA:

Beyond statewide figures, averages and medians at the regional level are included in this release where sufficient data was available. Please refer to Figure 1 to determine in which region your operation falls.

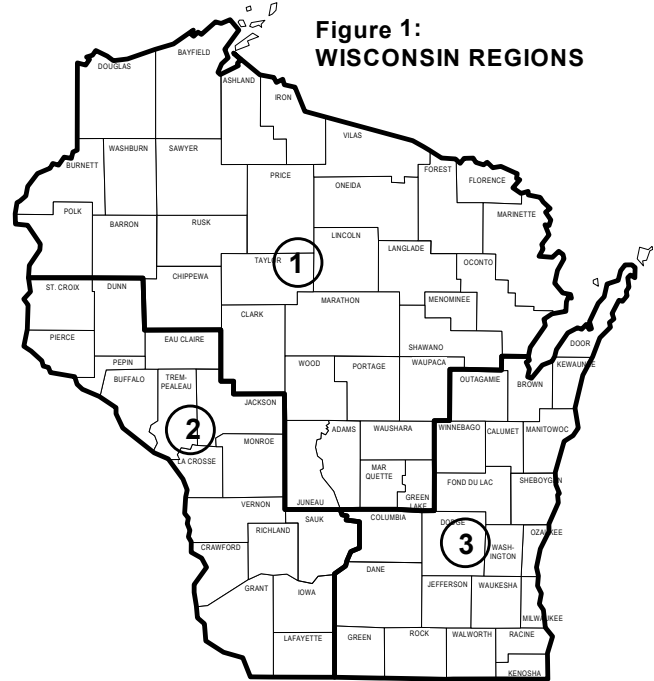


Figure 1:  
WISCONSIN REGIONS

### CUSTOM LAND TILLAGE SERVICES, WISCONSIN, 2020

Operation	Wisconsin			Region 1			Region 2			Region 3		
	Number of reports	Average	Median	Number of reports	Average	Median	Number of reports	Average	Median	Number of reports	Average	Median
	Dollars/acre			Dollars/acre			Dollars/acre			Dollars/acre		
Chisel plowing	86	18.61	18.00	30	18.50	20.00	17	16.59	17.00	39	19.58	20.00
Disk/ripper/harrow combination	43	18.62	18.00	14	18.64	18.50	13	18.15	18.00	16	18.97	20.00
Field cultivating	87	14.94	15.00	23	15.61	16.00	15	14.53	15.00	49	14.76	15.00
Moldboard plowing	20	23.37	24.00	12	21.50	21.00	-	-	-	8	26.18	24.50
Rotary hoe	6	11.58	11.50	-	-	-	-	-	-	-	-	-
Vertical tillage	66	17.04	16.00	12	17.05	15.80	15	16.00	15.00	39	17.44	16.00
Finishing disk	35	17.77	18.00	15	17.67	18.00	-	-	-	16	17.81	16.00
Offset disk	9	16.89	20.00	-	-	-	-	-	-	5	19.60	20.00
Disk w/ digger & drag	7	20.43	-	5	22.80	-	-	-	-	-	-	-
Row cultivator with fertilizer	15	12.75	13.00	-	-	-	-	-	-	10	13.20	13.50
Row cultivator without fertilizer	9	15.11	14.00	-	-	-	-	-	-	6	16.17	15.50
Subsoiling (16-20 in. deep)	39	21.01	20.00	11	22.18	20.00	11	18.27	-	17	22.03	22.00

- Insufficient data.

CUSTOM APPLICATION OF FERTILIZERS AND CHEMICALS, WISCONSIN, 2020<sup>1</sup>

Operation	Wisconsin			Region 1			Region 2			Region 3		
	Number of reports	Average	Median	Number of reports	Average	Median	Number of reports	Average	Median	Number of reports	Average	Median
		Dollars/acre			Dollars/acre			Dollars/acre			Dollars/acre	
<b>Fertilizer</b>												
Anhydrous (knife applicator)	6	13.00	13.75	-	-	-	-	-	-	-	-	-
Bulk dry (broadcast)	37	6.19	6.00	15	6.07	5.00	8	7.31	7.00	14	5.68	5.50
<b>Liquid</b>												
Broadcast	9	8.06	8.00	-	-	-	-	-	-	8	8.06	8.00
Side-Dressing with Drop Nozzles	21	10.48	10.00	-	-	-	-	-	-	14	11.14	10.50
<b>Pesticides (Ground Application)</b>												
Fungicide	35	8.91	-	13	10.00	10.00	6	8.83	8.50	16	8.06	8.00
<b>Herbicide</b>												
Boom Sprayer	74	8.58	8.00	25	8.58	8.00	14	9.21	9.00	35	8.32	8.00
Broadcast or banded (only)	11	12.27	10.00	6	14.67	10.00	-	-	-	-	-	-
<b>Insecticide</b>												
Broadcast or banded (only)	18	9.00	9.00	8	9.38	9.50	-	-	-	6	8.67	8.50

- Insufficient data. <sup>1</sup>The prices listed reflect application only. Cost of materials is excluded.

## CUSTOM MANURE SERVICES, WISCONSIN, 2020

Operation	Wisconsin			Region 1			Region 2			Region 3		
	Number of reports	Average	Median	Number of reports	Average	Median	Number of reports	Average	Median	Number of reports	Average	Median
		Dollars/hour			Dollars/hour			Dollars/hour			Dollars/hour	
<b>Cost Per Hour</b>												
<b>Solid Manure</b>												
Removal	7	99.43	-	-	-	-	-	-	-	5	92.00	-
Removal and spreading	15	135.00	100.00	5	182.00	-	-	-	-	8	115.00	100.00
Spreading	12	111.67	100.00	-	-	-	-	-	-	8	113.13	105.00
<b>Liquid Manure</b>												
Hauling and spreading (surface)	26	105.12	100.00	8	111.25	115.00	-	-	-	15	106.00	100.00
Hauling and spreading (injection)	6	132.50	145.00	-	-	-	-	-	-	-	-	-
Agitation boat	16	283.44	295.00	-	-	-	-	-	-	10	279.50	295.00
<b>Cost Per Gallon</b>		Dollars/1,000 gallons			Dollars/1,000 gallons			Dollars/1,000 gallons			Dollars/1,000 gallons	
<b>Liquid Manure</b>												
Hauling and spreading (surface)	8	9.37	8.50	-	-	-	-	-	-	-	-	-
Dragline pumping and spreading (surface)	11	9.41	10.00	-	-	-	-	-	-	8	9.63	10.00
Dragline pumping and spreading (injection)	15	9.30	9.00	-	-	-	-	-	-	9	9.94	9.00

- Insufficient data.

**CUSTOM SEEDING, PLANTING, AND DRILLING SERVICES, WISCONSIN, 2020**

Operation	Wisconsin			Region 1			Region 2			Region 3		
	Number of reports	Average	Median	Number of reports	Average	Median	Number of reports	Average	Median	Number of reports	Average	Median
		Dollars/acre			Dollars/acre			Dollars/acre			Dollars/acre	
<b>Air seeding with fertilizer</b>												
Small grains	5	18.40	20.00	-	-	-	-	-	-	-	-	-
Soybeans	12	19.50	19.50	-	-	-	-	-	-	8	19.63	19.50
<b>Air seeding without fertilizer</b>												
Small grains	12	19.67	20.00	-	-	-	5	20.40	20.00	7	19.14	20.00
Soybeans	12	20.21	20.00	-	-	-	5	20.30	20.00	7	20.14	20.00
<b>Planting</b>												
Corn (with fertilizer)	190	20.95	20.00	53	21.19		59	20.62	20.00	78	21.05	20.00
Corn (without fertilizer)	86	20.35	20.00	19	21.47	22.00	27	21.09	20.00	40	19.31	20.00
Small grains	43	19.29	18.00	8	18.88	19.50	11	17.09		24	20.44	19.00
Soybeans (with fertilizer)	40	21.13	21.50	12	20.88	22.50	14	21.32	22.00	14	21.14	20.00
Soybeans (without fertilizer)	150	19.86	20.00	36	19.58	20.00	47	20.96	20.00	67	19.24	19.00
<b>Drilling</b>												
Alfalfa	77	19.84	20.00	17	20.47	20.00	21	18.62	18.00	39	20.23	20.00
Soybeans	83	19.35	20.00	20	19.28	20.00	15	18.93		48	19.51	20.00
Small grains	93	19.07	19.00	19	18.84	20.00	21	18.76	18.00	53	19.27	19.00

- Insufficient data.

**CUSTOM HARVESTING AND COMBINING SERVICES, WISCONSIN, 2020**

Operation	Wisconsin			Region 1			Region 2			Region 3		
	Number of reports	Average	Median	Number of reports	Average	Median	Number of reports	Average	Median	Number of reports	Average	Median
		Dollars/acre			Dollars/acre			Dollars/acre			Dollars/acre	
<b>Corn</b>												
Combine	234	33.59	33.25	55	32.65	32.00	74	34.01	35.00	105	33.79	33.00
Harvest (combine, grain cart, haul local to farm)	83	41.56	40.00	21	43.67	-	21	43.79	40.00	41	39.34	-
<b>Corn stalks</b>												
Shredding	26	17.87	15.00	7	21.86	12.00	8	15.50	15.00	11	17.05	-
Baling (dollars/large bale)	28	11.46	10.50	7	10.07	-	13	13.04	11.00	8	10.13	9.00
<b>Small grains</b>												
Combine (from swath)	29	33.59	32.00	10	32.30	30.00	11	36.64	35.00	8	31.00	30.00
Combine (straight)	112	33.53	33.00	27	33.36	-	22	35.09	35.00	63	33.05	33.00
Swathing (self-propelled)	10	22.00	20.50	-	-	-	-	-	-	-	-	-
<b>Soybeans</b>												
Combine	222	32.96	32.00	55	31.57	32.00	70	34.24	35.00	97	32.83	32.00
Harvest (combine, grain cart, haul local to farm)	67	39.06	38.00	15	39.53	-	20	39.85	39.00	32	38.34	38.00

- Insufficient data.

**CUSTOM GRAIN DRYING, WISCONSIN, 2020**

Operation	Wisconsin		
	Number of reports	Average	Median
		Dollars	
<b>Corn</b>			
Dollars/bushel	7	0.10	-
Dollars/bushel/point	7	0.06	0.04

## CUSTOM HAY HARVEST SERVICES, WISCONSIN, 2020

Operation	Wisconsin			Region 1			Region 2			Region 3		
	Number of reports	Average	Median	Number of reports	Average	Median	Number of reports	Average	Median	Number of reports	Average	Median
<b>Cost Per Acre</b>		Dollars/acre			Dollars/acre			Dollars/acre			Dollars/acre	
Mowing	26	14.48	14.00	10	14.40	14.50	5	16.40	-	11	13.68	14.00
Mowing and conditioning	113	16.61	15.00	37	15.35	15.00	25	17.80	15.00	51	16.94	15.00
Raking	88	8.14	8.00	29	8.12	8.00	19	7.76	8.00	40	8.33	7.75
Swathing	7	14.00	-	-	-	-	-	-	-	-	-	-
Tedding	41	7.58	7.00	17	7.30	7.00	6	7.50	8.50	18	7.88	7.50
<b>Cost Per Bale</b>		Dollars/bale			Dollars/bale			Dollars/bale			Dollars/bale	
<b>Small Round Bales (&lt;1,500 lbs)</b>												
Baling	91	9.72	9.50	41	9.28	9.00	22	10.69	10.00	28	9.61	9.00
Cutting, raking, and baling	11	11.86	9.00	-	-	-	-	-	-	7	7.79	-
<b>Large Round Bales (&gt;1,500 lbs)</b>												
Baling	70	10.78	10.00	20	10.15	10.00	30	11.34	11.00	20	10.58	9.75
Cutting, raking, and baling	5	23.20	-	-	-	-	-	-	-	-	-	-
Moving from field to storage	12	2.98	2.50	5	3.35	-	-	-	-	-	-	-
<b>Small square Bales (&lt;250 lbs)</b>												
Baling	17	1.00	1.00	7	1.07	1.00	-	-	-	9	0.89	-
Cutting, raking, and baling	10	1.80	1.13	-	-	-	-	-	-	5	1.88	-
<b>Large square bales (&gt;250 lbs)</b>												
Baling	80	9.04	9.00	15	10.13	10.00	25	8.19	-	40	9.15	9.00

- Insufficient data.

## CUSTOM SILAGE AND HAYLAGE MAKING SERVICES, WISCONSIN, 2020

Operation and unit	Wisconsin			Region 1			Region 2			Region 3		
	Number of reports	Average	Median	Number of reports	Average	Median	Number of reports	Average	Median	Number of reports	Average	Median
<b>Bagging silage (dollars/ton)</b>	13	5.18	4.50	6	6.50	4.75	-	-	-	-	-	-
<b>Blower (dollars/hour)</b>	6	30.50	27.50	-	-	-	-	-	-	-	-	-
<b>Corn silage</b>												
Chopping only												
Dollars/acre	7	165.71	100.00	-	-	-	-	-	-	-	-	-
Dollars/hour	71	481.80	450.00	19	482.63	-	18	429.58	387.50	34	508.99	475.00
Dollars/ton	9	5.57	-	-	-	-	-	-	-	-	-	-
Chopping and hauling only												
Dollars/hour	37	567.01	-	12	352.08	275.00	7	717.86	-	18	651.62	-
Dollars/ton	9	7.27	-	-	-	-	-	-	-	-	-	-
Chopping, hauling and filling												
Dollars/hour	22	629.45	462.50	7	716.43	-	5	726.00	-	10	520.30	375.00
Dollars/ton	7	9.00	8.00	-	-	-	-	-	-	-	-	-
Earlage/Snaplage (dollars/acre)	9	180.00	100.00	-	-	-	7	210.00	-	-	-	-
<b>Other silage</b>												
Chopping only (dollars/hour)	48	411.41	400.00	14	414.29	450.00	15	363.50	350.00	19	447.11	500.00
Chopping and hauling only												
Dollars/hour	19	471.68	-	7	417.86	-	5	436.00	-	7	551.00	-
Chopping, hauling and filling (dollars/hour)	8	421.25	460.00	-	-	-	-	-	-	-	-	-
<b>Pull-type chopper and tractor (dollars/hour)</b>	17	131.18	120.00	5	117.00	-	5	135.00	-	7	138.57	-
<b>Self-propelled chopper (dollars/hour)</b>	66	473.10	450.00	15	520.33	-	21	449.38	400.00	30	466.08	475.00
<b>Silo filling, upright (dollars/acre)</b>	5	96.60	85.00	-	-	-	-	-	-	-	-	-
<b>Silo filling, trench or bunker (dollars/hour)</b>	22	189.77	125.00	5	128.00	125.00	5	393.00	00	12	130.83	135.00

- Insufficient data.

## CUSTOM CROPS HAULING AND TRUCKING, WISCONSIN, 2020

Commodity hauled	Wisconsin			Region 1			Region 2			Region 3		
	Number of reports	Average	Median	Number of reports	Average	Median	Number of reports	Average	Median	Number of reports	Average	Median
<b>Corn</b>												
Dollars/bushel	93	0.16	0.15	31	0.19	0.18	19	0.15	0.16	43	0.14	0.14
Maximum one way mileage	59	28.1	15.0	23	34.4	20.0	11	25.6	-	25	23.2	15.0
Extra charge per bushel over base mileage (dollars)	34	0.09	0.05	17	0.11	0.05	5	0.03	0.02	12	0.08	0.05
<b>Corn silage</b>												
Dollars/hour	27	93.08	100.00	-	-	-	8	86.88	87.50	16	95.20	100.00
<b>Hay (all, dry baled)</b>												
Dollars/hour	6	90.83	90.00	-	-	-	-	-	-	-	-	-
Dollars/bale	9	3.29	2.00	-	-	-	-	-	-	-	-	-
<b>Oats</b>												
Dollars/bushel	16	0.17	0.15	5	0.20	0.20	-	-	-	10	0.15	0.15
Maximum one way mileage	9	57.4	20.0	-	-	-	-	-	-	5	47.4	-
Extra charge per bushel over base mileage (dollars)	8	0.11	0.05	-	-	-	-	-	-	-	-	-
<b>Other silage</b>												
Dollars/hour	18	94.44	100.00	-	-	-	-	-	-	11	100.00	100.00
<b>Soybeans</b>												
Dollars/bushel	85	0.21	0.15	26	0.20	0.20	17	0.15	0.15	42	0.23	0.14
Maximum one way mileage	54	28.8	15.0	19	37.9	20.0	11	24.3	-	24	23.8	15.0
Extra charge per bushel over base mileage (dollars)	31	0.09	0.05	14	0.12	0.06	5	0.03	0.02	12	0.08	0.05
<b>Wheat (all)</b>												
Dollars/bushel	35	0.15	0.15	5	0.19	0.15	5	0.15	-	25	0.15	0.15
Maximum one way mileage	27	26.3	15.0	5	38.0	-	-	-	-	18	25.7	15.0
Extra charge per bushel over base mileage (dollars)	16	0.11	0.05	5	0.16	0.07	-	-	-	9	0.10	0.05

- Insufficient data.

## CUSTOM TRACTOR AND MACHINE RENTAL, WISCONSIN, 2020

Machine rented	Wisconsin			Region 1			Region 2			Region 3		
	Number of reports	Average	Median	Number of reports	Average	Median	Number of reports	Average	Median	Number of reports	Average	Median
		Dollars/hour			Dollars/hour			Dollars/hour			Dollars/hour	
<b>Tractors</b>												
Tractor loader	16	48.19	42.50	5	43.60	-	-	-	-	8	49.75	42.50
2 wheel drive, 150-250 hp	12	43.83	39.00	-	-	-	-	-	-	6	41.00	39.00
2 wheel drive, 100-150 hp	16	36.00	37.50	5	37.00	-	-	-	-	7	33.71	-
4 wheel drive, < 175 hp	39	49.33	45.00	14	47.90	45.00	9	53.67	-	16	48.15	45.00
4 wheel drive, > 175 hp	58	62.92	55.00	16	60.81	51.00	18	65.39	50.00	24	62.48	62.50
<b>Bulldozer</b>	7	105.71	100.00	-	-	-	-	-	-	-	-	-
<b>Skid steer loader</b>	28	46.41	44.00	10	51.70	57.50	7	36.29	35.00	12	47.92	47.50

- Insufficient data.

**CONTACT:**

Your input is important to us. If you have any comments or suggestions regarding this report, please call (800)789-9277 or write to:

USDA, NASS, Wisconsin Field Office,  
2811 Agriculture Dr, Madison, WI 53718-6777.  
[nassrfourmr@usda.gov](mailto:nassrfourmr@usda.gov)

This report may be viewed and printed online at:  
[www.nass.usda.gov/wj](http://www.nass.usda.gov/wj) under "More State Features."

**FURTHER INFORMATION:**

To better determine an appropriate charge in your situation, you are encouraged to obtain Bulletin A3510, titled "Estimating Agricultural Field Machinery Costs" from your county UWExtension office or at:

<https://learningstore.uwex.edu/Assets/pdfs/A3510.pdf>