



**BILLING RATES - FY 24/25**

**DEPARTMENT NAME :**  
**Agricultural Service Laboratory**

**VICE-PRESIDENT AREA :**  
**PSA**

<b>DESCRIPTION OF COMMODITY OR SERVICE :</b>	<b>UNIT OF BILLING</b>	<b>FY 24/25 RATE</b>	<b>CUSTOMERS BEING SERVED</b>
<b>Soil Testing</b>			
Standard Test	per each	\$6.00	In State CU Departments & External Customers
Standard Test	per each	\$6.00	Out of State External Customers
Sulfur	per each	\$5.00	In State CU Departments & External Customers
Sulfur	per each	\$5.00	Out of State External Customers
Organic Matter	per each	\$7.00	In State External Customers
Organic Matter	per each	\$10.00	Out of State External Customers
Organic Matter	per each	\$5.00	In State CU Departments
Nitrate Nitrogen	per each	\$5.00	In State CU Departments & External Customers
Nitrate Nitrogen	per each	\$5.00	Out of State External Customers
Soluble Salts	per each	\$3.00	In State CU Departments & External Customers
Soluble Salts	per each	\$3.00	Out of State External Customers
Pond Bottom	per each	\$3.00	In State CU Departments & External Customers
Pond Bottom	per each	\$3.00	Out of State External Customers
Shrimp Pond	per each	\$3.00	In State CU Departments & External Customers



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Shrimp Pond	per each	\$3.00	Out of State External Customers
pH only	per each	\$3.00	In State CU Departments & External Customers
pH only	per each	\$3.00	Out of State External Customers
Soilless Mixes	per each	\$10.00	In State CU Departments & External Customers
Soilless Mixes	per each	\$10.00	Out of State External Customers
Bulk Density	per each	\$10.00	In State CU Departments & External Customers
Bulk Density	per each	\$10.00	Out of State External Customers
Heavy Metals	per each	\$20.00	In State CU Departments & External Customers
Heavy Metals	per each	\$40.00	Out of State External Customers
Heavy Metals with Digestion	per each	\$40.00	In State CU Departments & External Customers
Heavy Metals with Digestion	per each	\$80.00	Out of State External Customers
Carbon: Nitrogen	per each	\$10.00	In State CU Departments & External Customers
Carbon: Nitrogen	per each	\$20.00	Out of State External Customers
Ammonium Nitrogen	per each	\$12.00	In State CU Departments & External Customers
Ammonium Nitrogen	per each	\$24.00	Out of State External Customers



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<b>Plant Tissue Analysis</b>			
Standard Minerals	per each	\$6.00	In State CU Departments & External Customers
Standard Minerals	per each	\$12.00	Out of State External Customers
Orchard Leaf	per each	\$17.00	In State CU Departments & External Customers
Orchard Leaf	per each	\$34.00	Out of State External Customers
Nitrogen	per each	\$6.00	In State CU Departments & External Customers
Nitrogen	per each	\$12.00	Out of State External Customers
Boron	per each	\$5.00	In State CU Departments & External Customers
Boron	per each	\$10.00	Out of State External Customers
Chloride	per each	\$5.00	In State CU Departments & External Customers
Chloride	per each	\$10.00	Out of State External Customers
Nitrate Nitrogen	per each	\$5.00	In State CU Departments & External Customers
Nitrate Nitrogen	per each	\$10.00	Out of State External Customers
Fax Report	per each	\$1.00	In State CU Departments & External Customers



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Fax Report	per each	\$1.00	Out of State External Customers
Grinding Samples	per each	\$3.00	In State CU Departments & External Customers
Grinding Samples	per each	\$3.00	Out of State External Customers
Hemp Tissue Test Suite	per each	\$57.00	In State CU Departments & External Customers
Hemp Tissue Test Suite	per each	\$114.00	Out of State External Customers
<b>Feed and Forage Analysis</b>			
Standard Minerals	per each	\$6.00	In State CU Departments & External Customers
Standard Minerals	per each	\$12.00	Out of State External Customers
Nitrate Nitrogen	per each	\$5.00	In State CU Departments & External Customers
Nitrate Nitrogen	per each	\$10.00	Out of State External Customers
Crude Protein	per each	\$6.00	In State CU Departments & External Customers
Crude Protein	per each	\$12.00	Out of State External Customers
Crude Fat	per each	\$5.00	In State CU Departments & External Customers
Crude Fat	per each	\$10.00	Out of State External Customers



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Ash	per each	\$5.00	In State CU Departments & External Customers
Ash	per each	\$10.00	Out of State External Customers
Acid Detergent Fiber	per each	\$5.00	In State CU Departments & External Customers
Acid Detergent Fiber	per each	\$10.00	Out of State External Customers
Neutral Detergent Fiber	per each	\$5.00	In State CU Departments & External Customers
Neutral Detergent Fiber	per each	\$10.00	Out of State External Customers
ADFN - Bound Protein	per each	\$6.00	In State CU Departments & External Customers
ADFN - Bound Protein	per each	\$12.00	Out of State External Customers
Soluble Protein	per each	\$5.00	In State CU Departments & External Customers
Soluble Protein	per each	\$10.00	Out of State External Customers
Soluble Chloride and Sodium	per each	\$5.00	In State CU Departments & External Customers
Soluble Chloride and Sodium	per each	\$10.00	Out of State External Customers
Dry Matter only	per each	\$3.00	In State CU Departments & External Customers
Dry Matter only	per each	\$6.00	Out of State External Customers
pH	per each	\$3.00	In State CU Departments & External Customers



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pH	per each	\$6.00	Out of State External Customers
Fax Report	per each	\$1.00	In State CU Departments & External Customers
Fax Report	per each	\$1.00	Out of State External Customers
<b>Irrigation Water Analysis</b>			
Standard	per each	\$6.00	In State CU Departments & External Customers
Standard	per each	\$12.00	Out of State External Customers
Special	per each	\$25.00	In State CU Departments & External Customers
Special	per each	\$50.00	Out of State External Customers
Heavy Metals	per each	\$15.00	In State CU Departments & External Customers
Heavy Metals	per each	\$30.00	Out of State External Customers
Alkalinity	per each	\$3.00	In State CU Departments & External Customers
Alkalinity	per each	\$6.00	Out of State External Customers
Fax Report	per each	\$1.00	In State CU Departments & External Customers
Fax Report	per each	\$1.00	Out of State External Customers



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<b>Animal Waste Analysis</b>			
Special	per each	\$33.00	In State CU Departments & External Customers
Special/ VA DCR Animal Waste	per each	\$48.00	Out of State External Customers
Arsenic	per each	\$20.00	In State CU Departments & External Customers
Arsenic	per each	\$40.00	Out of State External Customers
CCE	per each	\$10.00	In State CU Departments & External Customers
CCE	per each	\$20.00	Out of State External Customers
Nitrate Nitrogen	per each	\$10.00	In State CU Departments & External Customers
Nitrate Nitrogen	per each	\$20.00	Out of State External Customers
pH	per each	\$3.00	In State CU Departments & External Customers
pH	per each	\$6.00	Out of State External Customers
Soluble Phosphorus	per each	\$5.00	In State CU Departments & External Customers
Soluble Phosphorus	per each	\$10.00	Out of State External Customers



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Fax Report	per each	\$1.00	In State CU Departments & External Customers
Fax Report	per each	\$1.00	Out of State External Customers
<b>Compost Analysis</b>			
Standard	per each	\$25.00	In State CU Departments & External Customers
Standard	per each	\$50.00	Out of State External Customers
Special	per each	\$40.00	In State CU Departments & External Customers
Special	per each	\$80.00	Out of State External Customers
Bulk Density	per each	\$10.00	In State CU Departments & External Customers
Bulk Density	per each	\$20.00	Out of State External Customers
Nitrate Nitrogen	per each	\$10.00	In State CU Departments & External Customers
Nitrate Nitrogen	per each	\$20.00	Out of State External Customers
Fax Report	per each	\$1.00	In State CU Departments & External Customers
Fax Report	per each	\$1.00	Out of State External Customers





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Carbon: Nitrogen	per each	\$10.00	In State CU Departments & External Customers
Carbon: Nitrogen	per each	\$20.00	Out of State External Customers
<b>Other Analysis</b>			
Routine Solution Minerals (Multi Minerals)	per each	\$7.50	In State CU Departments & External Customers
Routine Solution Minerals (Multi Minerals)	per each	\$15.00	Out of State External Customers
Routine minerals plus digestion (Multi Minerals with Digestion)	per each	\$15.00	In State CU Departments & External Customers
Routine minerals plus digestion (Multi Minerals with Digestion)	per each	\$30.00	Out of State External Customers
In solution - P,K,Ca,Mg,S,Zn,Cu,Mn,Fe,Na,Al,Cd,Cr,Pb,Se,Mo,Ni,As (Multi-Plus Minerals)	per each	\$20.00	In State CU Departments & External Customers
In solution - P,K,Ca,Mg,S,Zn,Cu,Mn,Fe,Na,Al,Cd,Cr,Pb,Se,Mo,Ni,As (Multi-Plus Minerals)	per each	\$40.00	Out of State External Customers
Wet Ash Digest sample - P,K,Ca,Mg,S,Zn,Cu,Mn,Fe,Na,Al,Cd,Cr,Pb,Se,Mo,Ni,As (Multi-Plus Minerals with Digestion)	per each	\$40.00	In State CU Departments & External Customers
Wet Ash Digest sample - P,K,Ca,Mg,S,Zn,Cu,Mn,Fe,Na,Al,Cd,Cr,Pb,Se,Mo,Ni,As (Multi-Plus Minerals with Digestion)	per each	\$80.00	Out of State External Customers
Wet Ash Digest sample - As or Ag	per each	\$20.00	In State CU Departments & External Customers
Wet Ash Digest sample - As or Ag	per each	\$40.00	Out of State External Customers



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Other single elements - in solution	per each	\$15.00	In State CU Departments & External Customers
Other single elements - in solution	per each	\$30.00	Out of State External Customers
Other single elements - digest	per each	\$30.00	In State CU Departments & External Customers
Other single elements - digest	per each	\$60.00	Out of State External Customers
Ammonium Nitrogen	per each	\$12.00	In State CU Departments & External Customers
Ammonium Nitrogen	per each	\$24.00	Out of State External Customers
Boron dry ash (Multi Minerals Dry Ash)	per each	\$7.00	In State CU Departments & External Customers
Boron dry ash (Multi Minerals Dry Ash)	per each	\$14.00	Out of State External Customers
TKN	per each	\$16.00	In State CU Departments & External Customers
TKN	per each	\$32.00	Out of State External Customers
Nitrate in solution	per each	\$5.00	In State CU Departments & External Customers
Nitrate in solution	per each	\$10.00	Out of State External Customers
Soil Sample Mailer	per each	\$25.00	In State CU Departments & External Customers
Soil Sample Mailer	per each	\$25.00	Out of State External Customers



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Pet Food Mailer Kit	per each	\$32.00	In State CU Departments & External Customers
Pet Food Mailer Kit	per each	\$64.00	Out of State External Customers
ICP new element development	per each	\$275.00	In State CU Departments & External Customers
ICP new element development	per each	\$275.00	Out of State External Customers
Postage for Mailed Reports	per each	\$3.00	In State External Customers
Postage for Mailed Reports	per each	\$3.00	Out of State External Customers