

Alfalfa, Hay
Estimated Expenses per Acre

Item	Description	Unit	Quantity	Price	Amount (\$/acre)	Your Farm
Variable Expenses¹						
Fertilizer	P2O5	lb	60.00	\$ 0.34	\$ 20.40	_____
	K2O	lb	190.00	\$ 0.23	\$ 43.70	_____
	Boron	lb	2.00	\$ 2.38	\$ 4.76	_____
	Custom Application	acre	1.00	\$ 5.00	\$ 5.00	_____
Lime ²	Custom Application	ton	0.67	\$ 21.00	\$ 14.07	_____
Insect Control ³	Furadan 4F	pt	2.00	\$ 9.23	\$ 18.46	_____
Weed Control						
Post-Emerge	Poast Plus ⁴	pt	1.50	\$ 6.50	\$ 9.75	_____
	Crop Oil	pt	2.00	\$ 1.73	\$ 3.46	_____
	Custom Application	acre	1.00	\$ 5.00	\$ 5.00	_____
	2,4-DB ⁵	pt	1.00	\$ 4.26	\$ 4.26	_____
	Custom Application	acre	0.25	\$ 5.00	\$ 1.25	_____
Dormant Spray	Gramoxone Max	pt	1.00	\$ 4.91	\$ 4.91	_____
	Surfactant	pt	0.50	\$ 1.63	\$ 0.82	_____
	Custom Application	acre	1.00	\$ 5.00	\$ 5.00	_____
Twine		bale	140.00	\$ 0.04	\$ 5.79	_____
Machinery						
Fuel		acre	1.00	\$ 28.96	\$ 28.96	_____
Oil & Filter		acre	1.00	\$ 4.34	\$ 4.34	_____
Repairs & Maintenance		acre	1.00	\$ 26.78	\$ 26.78	_____
Interest on Operating Capital 6 months		acre	\$ 206.72	8.0%	\$ 8.27	_____
Total Variable Expenses					\$ 214.98	_____
Fixed Expenses						
Establishment Cost	Prorated over 4 years	acre	1.00	\$ 50.31	\$ 50.31	_____
Machinery						
Depreciation		acre	1.00	\$ 19.94	\$ 19.94	_____
Interest		acre	1.00	\$ 24.66	\$ 24.66	_____
Housing & Insurance		acre	1.00	\$ 2.21	\$ 2.21	_____
Total Fixed Expenses					\$ 97.11	_____
Labor Expenses						
Labor ⁶		hour	5.62	\$ 8.50	\$ 47.80	_____
Total Budgeted Expenses					\$ 359.89	_____

Footnotes:

¹A hay preservative may be needed, please include the expense.

²Lime is applied at the rate of 2 tons every 3 years.

³Other materials may be used at slightly less cost, but do not appear as effective.

⁴Poast Plus is included for control of crabgrass, which is a common problem. If johnsongrass is a problem, Select may be used.

⁵Applied once every four years.

⁶Labor expense is \$8.50 per hour, including wages, Social Security and Medicaid taxes and payroll administration costs.

Alfalfa, Hay
Estimated Machinery and Labor Requirements per Acre

Month	Operation	Power Unit	Implement	Hours per Acre	
				Machine	Labor
Feb	Fertilize	Custom	Custom	---	---
Mar	Insect Control	Tractor, 70 hp	Boom Sprayer, 20'	0.07	0.08
May	Post-Emerge (2-4,DB)	Custom	Custom	---	---
May	Post-Emerge (Poast Plus)	Custom	Custom	---	---
May	Mow	Tractor, 70 hp	Mower-Conditioner, 9'	0.37	0.46
May	Tedder, 10'	Tractor, 70 hp	Tedder, 10'	0.10	0.13
May	Rake, 18'	Tractor, 70 hp	Rake, 18'	0.19	0.24
May	Bale	Tractor, 70 hp	Baler, Square	0.35	0.44
May	Stack & Move	Tractor, 70 hp	Bale Wagon, Pull Type	0.17	0.22
Jun	Mow	Tractor, 70 hp	Mower-Conditioner, 9'	0.37	0.46
Jun	Rake, 18'	Tractor, 70 hp	Rake, 18'	0.19	0.24
Jun	Bale	Tractor, 70 hp	Baler, Square	0.35	0.44
Jun	Stack & Move	Tractor, 70 hp	Bale Wagon, Pull Type	0.17	0.22
Jul	Mow	Tractor, 70 hp	Mower-Conditioner, 9'	0.37	0.46
Jul	Rake, 18'	Tractor, 70 hp	Rake, 18'	0.19	0.24
Jul	Bale	Tractor, 70 hp	Baler, Square	0.35	0.44
Jul	Stack & Move	Tractor, 70 hp	Bale Wagon, Pull Type	0.17	0.22
Sep	Mow	Tractor, 70 hp	Mower-Conditioner, 9'	0.37	0.46
Sep	Rake, 18'	Tractor, 70 hp	Rake, 18'	0.19	0.24
Sep	Bale	Tractor, 70 hp	Baler, Square	0.35	0.44
Sep	Stack & Move	Tractor, 70 hp	Bale Wagon, Pull Type	0.17	0.22
Oct	Lime	Custom	Custom	---	---
Dec	Spray (Gramoxone Max)	Custom	Custom	---	---
				Total	5.62

Estimated Machinery Expenses per Acre

Machine	Hours per Acre	Variable Cost			Total Variable Costs	Fixed Cost			Total Fixed Costs
		Fuel	Oil & Filter	Repairs		Depreciation	Interest	Housing & Insurance	
Tractor, 70 hp	4.50	28.96	4.34	9.54	42.85	5.77	6.86	0.16	12.80
Boom Sprayer, 20'	0.07	0.00	0.00	0.05	0.05	0.06	0.07	0.01	0.14
Mower-Conditioner, 9'	1.47	0.00	0.00	7.53	7.53	4.07	6.62	0.55	11.23
Tedder, 10'	0.10	0.00	0.00	0.05	0.05	0.04	0.07	0.02	0.13
Rake, 18'	0.76	0.00	0.00	0.54	0.54	0.44	0.50	0.13	1.08
Baler, Square	1.40	0.00	0.00	6.80	6.80	6.17	6.76	0.81	13.73
Bale Wagon, Pull Type	0.70	0.00	0.00	2.27	2.27	3.39	3.77	0.53	7.69
Total		\$ 28.96	\$ 4.34	\$ 26.78	\$ 60.09	\$ 19.94	\$ 24.66	\$ 2.21	\$ 46.80
Total Machinery Cost									\$ 106.89

Break-even Analysis

		<u>Yield/Acre</u>		<u>Break-even Price/Ton</u>
Break-even Price over Total Variable Expenses:	Below-Average Yield	2.5	tons	\$ 85.99
	Average Yield	3.5	tons	\$ 61.42
	Above-Average Yield	4.5	tons	\$ 47.77
Break-even Price over Total Budgeted Expenses:	Below-Average Yield	2.5	tons	\$ 143.96
	Average Yield	3.5	tons	\$ 102.83
	Above-Average Yield	4.5	tons	\$ 79.98