

ALABAMA, 2017-2018
 FESCUE FOR HAY
 ESTIMATED ANNUAL COSTS AND RETURNS PER ACRE
 FOLLOWING RECOMMENDED MANAGEMENT PRACTICES

| ITEM | UNIT | QUANTITY | PRICE OR COST/UNIT | TOTAL PER ACRE | YOUR FARM |
|--|------|----------|--------------------|----------------|-----------|
| 1. GROSS RECEIPTS | | | | | |
| HAY | TONS | 4.00 | 100.00 | 400.00 | _____ |
| | | | | 0.00 | _____ |
| 2. VARIABLE COSTS | | | | 0.00 | _____ |
| SOIL TEST | ACRE | 1.00 | 1.00 | 1.00 | _____ |
| FERTILIZER | | | | 0.00 | _____ |
| NITROGEN | LBS. | 200.00 | 0.45 | 90.00 | _____ |
| PHOSPHATE | LBS. | 40.00 | 0.40 | 16.00 | _____ |
| POTASH | LBS. | 160.00 | 0.30 | 48.00 | _____ |
| LIME (PRORATED) | TONS | 0.33 | 35.00 | 11.55 | _____ |
| HERBICIDE | ACRE | 1.00 | 9.00 | 9.00 | _____ |
| LABOR(WAGES & FRINGE) | HOUR | 2.98 | 12.50 | 37.22 | _____ |
| LAND RENT | ACRE | 1.00 | 22.00 | 22.00 | _____ |
| TRACTOR & EQUIPMENT | ACRE | 1.00 | 34.07 | 34.07 | _____ |
| INTEREST ON OP. CAP. | DOL. | 134.42 | 0.0550 | 7.39 | _____ |
| TOTAL VARIABLE COST | | | | 276.23 | _____ |
| 3. INCOME ABOVE VARIABLE COSTS | | | | 123.77 | _____ |
| 4. FIXED COSTS | | | | | |
| TRACTOR & EQUIPMENT | ACRE | 1.00 | 30.53 | 30.53 | _____ |
| PRORATED ESTAB. COST | DOL. | 309.90 | 0.10 | 30.99 | _____ |
| GENERAL OVERHEAD | DOL. | 276.23 | 0.070 | 19.34 | _____ |
| TOTAL FIXED COSTS | | | | 80.86 | _____ |
| 5. TOTAL COSTS OF ALL SPECIFIED EXPENSES | | | | 357.09 | _____ |
| 6. NET RETURNS ABOVE ALL SPECIFIED EXPENSES | | | | 42.91 | _____ |

FERTILIZER RATES (50#N-10#P-40#K per ton harvested) BASED ON MEDIUM LEVEL OF SOIL FERTILITY.
 SOIL TESTING IS RECOMMENDED ANNUALLY ON INDIVIDUAL HAY FIELDS. ONE SOIL TEST SAMPLE INVOLVES
 PULLING APPROXIMATELY 20 CORES OVER 10 ACRES. COST IS ABOUT \$10 PER SOIL TEST SAMPLE.
 FERTILIZER AND LIME COSTS REFLECT CUSTOM SPREADING;
 FOR ESTABLISHMENT COSTS, SEE FESCUE ESTABLISHMENT BUDGET.
 THIS BUDGET ASSUMES TWO CUTTINGS OF FESCUE HAY.

THESE ESTIMATES SHOULD BE USED AS GUIDES FOR PLANNING PURPOSES ONLY.

FESCUE FOR HAY

ALABAMA, 2017-2018

PER ACRE MACHINERY AND LABOR REQUIREMENTS FOR TYPICAL OPERATIONS

| OPERATION * | MONTH | TIMES OVER | LABOR HOURS | MACHINE HOURS | VARIABLE COSTS | FIXED COSTS |
|---|-------|------------|----------------------|---------------|----------------|-------------|
| | | | ----- per trip ----- | | | |
| BROADCAST SPRAYE | MARCH | 1.00 | 0.07 | 0.06 | 1.49 | 0.95 |
| CUTTER CONDITONE | MAY | 1.00 | 0.19 | 0.17 | 6.88 | 6.03 |
| HAY RAKE 17" | MAY | 1.00 | 0.11 | 0.10 | 1.79 | 1.19 |
| HAY BALER MED | MAY | 1.00 | 0.23 | 0.21 | 6.15 | 5.75 |
| HAY TRAILER 20' | MAY | 1.00 | 0.10 | 0.09 | 1.47 | 1.82 |
| CUTTER CONDITONE | AUG | 1.00 | 0.19 | 0.17 | 6.88 | 6.03 |
| HAY RAKE 17" | AUG | 1.00 | 0.11 | 0.10 | 1.79 | 1.19 |
| HAY BALER MED | AUG | 1.00 | 0.23 | 0.21 | 6.15 | 5.75 |
| HAY TRAILER 20' | AUG | 1.00 | 0.10 | 0.09 | 1.47 | 1.82 |
| PER ACRE TOTALS FOR SELECTED OPERATIONS | | | 1.32 | 1.20 | 34.07 | 30.53 |
| UNALLOCATED LABOR (HRS./AC.) | | | 1.65 | | | |

* THE NUMBER AND DATES OF YOUR OPERATIONS MAY VARY WITH REGION, VARIETY AND WEATHER CONDITIONS.

NET RETURNS ABOVE SPECIFIED EXPENSES
AT VARYING YIELDS AND SELLING PRICES(1)

| YIELD TON/AC. | PRICE PER TON (DOLLARS) | | | | |
|---------------|----------------------------|---------|---------|---------|---------|
| | 80.00 | 90.00 | 100.00 | 110.00 | 120.00 |
| | ----- (dollars/acre) ----- | | | | |
| 2.00 | -197.09 | -177.09 | -157.09 | -137.09 | -117.09 |
| 3.00 | -117.09 | -87.09 | -57.09 | -27.09 | 2.91 |
| 4.00 | -37.09 | 2.91 | 42.91 | 82.91 | 122.91 |
| 5.00 | 42.91 | 92.91 | 142.91 | 192.91 | 242.91 |
| 6.00 | 122.91 | 182.91 | 242.91 | 302.91 | 362.91 |

(1) Production costs are held constant.

REFERENCE CONTACTS: KEN KELLEY - REGIONAL EXTENSION AGENT
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