

Timothy Hay

ESTIMATED COSTS AND RETURNS PER ACRE
3 TON YIELD

Acres
1

| | UNIT | QUANTITY PER ACRE | PRICE OR COST/UNIT | TOTAL PER ACRE | YOUR FARM |
|--|---------------------------|------------------------------------|---|-------------------|--------------|
| 1. GROSS RECEIPTS | | | | | |
| Timothy Hay | TON | 3.00 | \$50.00 | \$150.00 | _____ |
| TOTAL RECEIPTS: | | | | \$150.00 | _____ |
| 2. PRE-HARVEST VARIABLE COSTS | | | | | |
| Prorated Establishment Cost | 5 Years -Acre | 1.00 | \$46.93 | \$46.93 | _____ |
| FERTILIZER* | Soil Test Recommendations | | | | |
| NITROGEN | LBS | 114.00 | \$0.38 | \$43.32 | _____ |
| PHOSPHATE | LBS | 45.00 | \$0.32 | \$14.40 | _____ |
| POTASH | LBS | 174.00 | \$0.26 | \$45.24 | _____ |
| FERTILIZER APPLICATION | ACRE | 1.00 | \$7.25 | \$7.25 | _____ |
| LIME (PRORATED) | TON | 0.33 | \$32.50 | \$10.73 | _____ |
| HERBICIDES | ACRE | 1.00 | \$0.00 | \$0.00 | _____ |
| INSECTICIDES | ACRE | 1.00 | \$0.00 | \$0.00 | _____ |
| FUNGICIDES | ACRE | 1.00 | \$0.00 | \$0.00 | _____ |
| CHEMICAL APPLICATION | ACRE | 0.00 | \$7.00 | \$0.00 | _____ |
| FUEL,OIL, LUBE | Eq Gallons | 0.00 | \$2.35 | \$0.00 | _____ |
| REPAIRS | ACRE | 1.00 | \$0.00 | \$0.00 | _____ |
| PRE-HARVEST LABOR | HRS | 0.00 | \$12.00 | \$0.00 | _____ |
| CASH RENT OR LAND CHARGE | ACRE | 1.00 | \$0.00 | \$0.00 | _____ |
| CROP INSURANCE | ACRE | 1.00 | \$0.00 | \$0.00 | _____ |
| SCOUTING | ACRE | 1.00 | \$0.00 | \$0.00 | _____ |
| OTHER COSTS | ACRE | 1.00 | \$0.00 | \$0.00 | _____ |
| PRODUCTION INTEREST | 6 MONTHS | \$83.94 | 7.0% | \$5.88 | _____ |
| TOTAL PRE-HARVEST COSTS | | \$57.92 PER TON | | \$173.75 | _____ |
| 3. HARVEST VARIABLE COSTS | | | | | |
| FUEL,OIL, LUBE | Eq Gallons | 5.51 | \$2.35 | \$12.96 | _____ |
| REPAIRS | ACRE | 1.00 | \$11.78 | \$11.78 | _____ |
| HARVEST LABOR | HRS | 2.68 | \$12.00 | \$32.16 | _____ |
| HAULING | TON | 3.00 | \$0.00 | \$0.00 | _____ |
| STORAGE | TON | 3.00 | \$0.00 | \$0.00 | _____ |
| DRYING | TON | 3.00 | \$0.00 | \$0.00 | _____ |
| TOTAL HARVEST COSTS: | | \$18.97 PER TON | | \$56.90 | _____ |
| 4. TOTAL VARIABLE COSTS | | Breakeven Yield 4.6 TONS | Breakeven Price \$76.88 PER TON | \$230.65 | _____ |
| 5. RETURN OVER TOTAL VARIABLE COSTS | | | | -\$80.65 | _____ |
| 6. MACHINERY FIXED COSTS (BASED ON NEW EQUIPMENT COST) | | | | | |
| TRACTOR & MACHINERY | ACRE | 1.00 | \$36.46 | \$36.46 | _____ |
| 7. OTHER FIXED COSTS | | | | | |
| GENERAL OVERHEAD | DOL. | \$230.65 | 8.0% | \$18.45 | _____ |
| 8. TOTAL FIXED COSTS: | | | | \$54.91 | _____ |
| 9. TOTAL VARIABLE & FIXED COSTS | | \$95.19 PER TON | | \$285.56 | _____ |
| 10. PROJECTED NET RETURNS TO LAND, RISK AND MANAGEMENT: | | | | -\$135.56 | _____ |

* This BUDGET is for PLANNING PURPOSES ONLY. Fertilizer rates are based on projected nutrient removal of harvested crop.
* Fertilizer requirements will vary with application method, manure use and/or residual nutrient levels in the soil.

| Timothy Hay | | | | | | | |
|---|----------------------------------|---------------|----------------|------------------|----------------------|-----------------|----------------|
| PER ACRE MACHINERY AND LABOR REQUIREMENTS | | | | | | | |
| MONTH | OPERATION | Times OVER | LABOR HOURS | MACHINE HOURS | FUEL, OIL, & LUBE | REPAIR COSTS | FIXED COSTS |
| PRE-HARVEST | | | | | | | |
| 25% | UNALLOCATED LABOR(HRS./AC.) | | 0.00 | | | | |
| SUB-TOTAL PRE-HARVEST | | | | | | | |
| HARVEST | | | | | | | |
| | 55HP + Mower-Conditioner - 9 FT | 2 | 0.62 | 0.56 | \$3.66 | \$3.26 | \$12.00 |
| | 35HP + Tedder - 10 FT | 2 | 0.44 | 0.40 | \$1.66 | \$1.04 | \$4.34 |
| | 55HP + Side Delivery Rake - 9 FT | 2 | 0.51 | 0.46 | \$3.00 | \$1.46 | \$6.60 |
| | 75HP + Round Baler PTO 750# | 2 | 0.57 | 0.52 | \$4.64 | \$6.02 | \$13.52 |
| 25% | UNALLOCATED LABOR(HRS./AC.) | | 0.54 | | | | |
| SUB-TOTAL HARVEST | | | | | | | |
| | | | 2.68 | 1.94 | \$12.96 | \$11.78 | \$36.46 |
| \$2.35 Fuel | | | | | | | |

| INCOME ABOVE VARIABLE COSTS AT DIFFERING YIELDS AND PRICES | | | | | | |
|--|-----------------------------------|---------------------|------------|-----------|-----------|-----------|
| FARM YIELD TONS | TOTAL VARIABLE COSTS COST/ACRE | FARM PRICE (\$/ton) | | | | |
| | | \$40.00 | \$45.00 | \$50.00 | \$55.00 | \$60.00 |
| 2.4 | \$218.72 | (\$122.72) | (\$110.72) | (\$98.72) | (\$86.72) | (\$74.72) |
| 2.7 | \$224.69 | (\$116.69) | (\$103.19) | (\$89.69) | (\$76.19) | (\$62.69) |
| 3.0 | \$230.65 | (\$110.65) | (\$95.65) | (\$80.65) | (\$65.65) | (\$50.65) |
| 3.3 | \$236.61 | (\$104.61) | (\$88.11) | (\$71.61) | (\$55.11) | (\$38.61) |
| 3.6 | \$242.58 | (\$98.58) | (\$80.58) | (\$62.58) | (\$44.58) | (\$26.58) |

10% Table Sensitivity

| CHEMICAL USE ASSUMPTIONS | | | | | | |
|--|------------|------|----------|-----------------------|-------------------|-------|
| TYPE | Trade Name | UNIT | QUANTITY | PRICE OR COST/UNIT | TOTAL PER ACRE | MONTH |
| | | | | | | |
| Notes Chemical Type: H = Herbicide; I = Insecticide; F = Fungicide | | | | | | |

Trade and brand names are used only for the purpose of providing information. Virginia Cooperative Extension does not guarantee or warrant the standard of any product named to the exclusion of others which also may be suitable.