

Warm Season Grass Hay

ESTIMATED COSTS AND RETURNS PER ACRE
4 TON YIELD

Acres
1

	UNIT	QUANTITY PER ACRE	PRICE OR COST/UNIT	TOTAL PER ACRE	YOUR FARM
1. GROSS RECEIPTS					
Warm Season Grass Hay	TON	4.00	\$50.00	\$200.00	_____
TOTAL RECEIPTS:				\$200.00	_____
2. PRE-HARVEST VARIABLE COSTS					
Prorated Establishment Cost	10 Years -Acre	1.00	\$20.07	\$20.07	_____
FERTILIZER*	Soil Test Recommendations				
NITROGEN	LBS	160.00	\$0.38	\$60.80	_____
PHOSPHATE	LBS	60.00	\$0.32	\$19.20	_____
POTASH	LBS	232.00	\$0.26	\$60.32	_____
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	\$89.19	7.0%	\$6.24	_____
TOTAL PRE-HARVEST COSTS			\$46.15 PER TON	\$184.61	_____
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	4.00	\$0.00	\$0.00	_____
STORAGE	TON	4.00	\$0.00	\$0.00	_____
BALER TWINE	TON	4.00	\$1.75	\$7.00	_____
TOTAL HARVEST COSTS:			\$15.98 PER TON	\$63.90	_____
4. TOTAL VARIABLE COSTS		Breakeven Yield 5.0 TONS	Breakeven Price \$62.13 PER TON	\$248.51	_____
5. RETURN OVER TOTAL VARIABLE COSTS				-\$48.51	_____
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.	\$248.51	8.0%	\$19.88	_____
8. TOTAL FIXED COSTS:				\$56.34	_____
9. TOTAL VARIABLE & FIXED COSTS			\$76.21 PER TON	\$304.85	_____
10. PROJECTED NET RETURNS TO LAND, RISK AND MANAGEMENT:				-\$104.85	_____

* 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.

Warm Season Grass 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
3.2	\$231.21	(\$103.21)	(\$87.21)	(\$71.21)	(\$55.21)	(\$39.21)
3.6	\$239.86	(\$95.86)	(\$77.86)	(\$59.86)	(\$41.86)	(\$23.86)
4.0	\$248.51	(\$88.51)	(\$68.51)	(\$48.51)	(\$28.51)	(\$8.51)
4.4	\$257.16	(\$81.16)	(\$59.16)	(\$37.16)	(\$15.16)	\$6.84
4.8	\$265.81	(\$73.81)	(\$49.81)	(\$25.81)	(\$1.81)	\$22.19

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.