

## Garfield County Crop Production Costs and Returns, 2011

*Kevin Heaton*, Extension Associate Professor, Garfield County, Utah State University

*Kynda Curtis*, Associate Professor and Extension Specialist, Department of Applied Economics, Utah State University

### Introduction

Sample costs and returns to establish and produce alfalfa hay and oat hay under flood irrigation, or alfalfa hay under wheel line irrigation in Garfield County, Utah, are presented in this publication. This publication is intended to be a guide used to make production decisions, determine potential returns and prepare business and marketing plans. The practices described are not the recommendations of Utah State University, but rather the production practices and materials considered typical of a well-managed farm in the region, as determined by producer survey results from 2011. Costs, materials, and practices are not applicable to all situations as management and cultural practices vary among growers within the region. The “*Your Farm*” column in all tables is provided for your use.

**Farm.** The representative farm consists of 200 acres of land on which 100 acres are cultivated for alfalfa production and 100 acres are cultivated for oat hay production. The market value in 2011 was approximately \$5,000 per acre for agricultural land in Garfield County with water rights.

**Crop Pricing.** Five-year average pricing (2006-2010) for alfalfa hay is \$125/ton and for oat hay \$104/ton (UDAF, 2011).

**Owner Labor.** The owner is provided \$15,000 annually for the 200 acres under production, or \$75/acre.

**Hired Labor.** Hired labor is paid \$10/hr at an annual expense of \$5,000 for the 200 acres under production, or \$25/acre.

**Irrigation System.** Wheel line system is estimated at \$13,000 for a new ¼ mile with maximum of 40 acre coverage (Valley Irrigation Company, March 2011).

**Cash Overhead.** Cash overhead consists of various cash expenses paid out during the year. These costs include property taxes, interest, office expenses, liability and property insurance, accounting/legal costs, as well as investment/machinery repairs.

**Property Taxes.** Property taxes in Utah differ across counties. For the purposes of this publication, property taxes on buildings are calculated at 1 percent of the average asset value of the property. Property taxes on land should be taken into consideration, but are not included here.

**Insurance.** Insurance on farm investments vary, depending on the assets included and the amount of coverage. Property insurance provides coverage for property loss at .666 percent of the average asset value. Liability and crop insurance covers accidents and crop loss on the 200 acre farm at an annual cost of \$500.

**Fuel and Lube.** The fuel and lube for machinery and vehicles is calculated at 8 percent of the average asset value.

**Investment Repairs.** Annual repairs on all farm investments or capital recovery items that require maintenance are calculated at 2 percent of the average asset value for buildings, improvements, and

equipment and 7 percent of the average asset value for machinery and vehicles.

**Office & Travel.** Office and travel costs are estimated at \$1,000 for an average year for the 200 acre farm. These expenses include office supplies, telephone service, Internet service, and travel expenses to educational seminars.

**Accounting & Legal.** Annual accounting and legal costs are estimated at \$500 for an average year for the 200 acre farm.

**Capital Recovery.** Capital recovery costs are the annual depreciation (opportunity cost) of all farm investments. Capital recovery costs are calculated using straight line depreciation. All equipment listed is new unless otherwise noted. For used machinery the price is calculated as one-half of the new purchase price and useful life is two-thirds that of new machinery (Painter, 2011)

**Salvage Value.** Salvage value is 10 percent of the purchase price, which is an estimate of the remaining value of an investment at the end of its useful life. The

salvage value for land is the purchase price, as land does not normally depreciate.

### Average Asset Value Computation

$$\left( \frac{\text{Purchase Price} + \text{Salvage Value}}{2} \right)$$

### Straight Line Depreciation Computation

$$\left( \frac{\text{Purchase Price} - \text{Salvage Value}}{\text{Useful Life}} \right)$$

### REFERENCES

Painter, Kathleen (2011). The Costs of Owning and Operating Farm Machinery in the Pacific Northwest 2011. A Pacific Northwest Publication #346. University of Idaho, Washington State University, and Oregon State University.

Utah Department of Agriculture and Food (2011). 2011 Utah Agriculture Statistics and Utah Department of Agriculture and Food Annual Report.

---

Utah State University is committed to providing an environment free from harassment and other forms of illegal discrimination based on race, color, religion, sex, national origin, age (40 and older), disability, and veteran's status. USU's policy also prohibits discrimination on the basis of sexual orientation in employment and academic related practices and decisions.

Utah State University employees and students cannot, because of race, color, religion, sex, national origin, age, disability, or veteran's status, refuse to hire; discharge; promote; demote; terminate; discriminate in compensation; or discriminate regarding terms, privileges, or conditions of employment, against any person otherwise qualified. Employees and students also cannot discriminate in the classroom, residence halls, or in on/off campus, USU-sponsored events and activities.

This publication is issued in furtherance of Cooperative Extension work, acts of May 8 and June 30, 1914, in cooperation with the U.S. Department of Agriculture, Noelle E. Cockett, Vice President for Extension and Agriculture, Utah State University.

**Table 1: Garfield County Alfalfa Hay (Wheel Line) Establishment Costs, 100 acres, 2011.**

	Total Units	Unit	Price/Cost Per Unit	Total Cost/Value	Total Cost/Value Per Acre	Your Farm
<b>OPERATING COSTS</b>						
Insecticide	100.00	Acre	\$ 15.00	\$ 1,500.00	\$ 15.00	_____
Herbicide	100.00	Acre	\$ -	\$ -	\$ -	_____
Fertilizer	100.00	Acre	\$ 50.00	\$ 5,000.00	\$ 50.00	_____
Irrigation	1.00	Annual	\$ 2,500.00	\$ 2,500.00	\$ 25.00	_____
Alfalfa Seed	100.00	Acre	\$ 15.00	\$ 1,500.00	\$ 15.00	_____
Labor	100.00	Acre	\$ 25.00	\$ 2,500.00	\$ 25.00	_____
Operator Labor	100.00	Acre	\$ 75.00	\$ 7,500.00	\$ 75.00	_____
Fuel & Lube	1.00	Annual	\$ 4,873.00	\$ 4,873.00	\$ 48.73	_____
Maintenance	1.00	Annual	\$ 4,896.38	\$ 4,896.38	\$ 48.96	_____
Miscellaneous	100.00	Acre	\$ 5.00	\$ 500.00	\$ 5.00	_____
<b>TOTAL OPERATING COSTS</b>				\$ 30,769.38	\$ 307.69	
<b>OWNERSHIP COSTS</b>						
<b>CASH OVERHEAD COSTS</b>						
Liability/Crop Insurance				\$ 250.00	\$ 2.50	_____
Accounting & Legal				\$ 250.00	\$ 2.50	_____
Office & Travel				\$ 500.00	\$ 5.00	_____
Annual Investment Insurance				\$ 616.30	\$ 6.16	_____
Annual Investment Taxes				\$ 96.25	\$ 0.96	_____
<b>TOTAL CASH OVERHEAD COSTS</b>				\$ 1,712.55	\$ 17.13	
<b>NONCASH OVERHEAD COSTS (Capital Recovery)</b>						
Buildings, Improvements, & Equipment				\$ 2,013.75	\$ 20.14	_____
Machinery & Vehicles				\$ 13,045.71	\$ 130.46	_____
<b>TOTAL NONCASH OVERHEAD COSTS</b>				\$ 15,059.46	\$ 150.59	
<b>TOTAL OWNERSHIP COSTS</b>				\$ 16,772.01	\$ 167.72	
<b>TOTAL COSTS</b>				\$ 47,541.39	\$ 475.41	
<b>YEAR ONE INCOME</b>						
Alfalfa Hay	3.00	Tons	\$ 125.00	\$ 37,500.00	\$ 375.00	_____
<b>TOTAL GROSS INCOME</b>				\$ 37,500.00	\$ 375.00	
<b>TOTAL ESTABLISHMENT INVESTMENT</b>				\$ 10,041.39	\$ 100.41	

**Table 2: Garfield County Alfalfa Hay (Wheel Line) Production Costs and Returns, 100 acres, 2011.**

	Total Units	Unit	Price/Cost Per Unit	Total Cost/Value	Total Cost/Value Per Acre	Your Farm
<b>GROSS INCOME</b>						
Alfalfa Hay	4.00	Tons	\$ 125.00	\$ 50,000.00	\$ 500.00	_____
<b>TOTAL GROSS INCOME</b>				\$ 50,000.00	\$ 500.00	
<b>OPERATING COSTS</b>						
Insecticide	100.00	Acre	\$ 15.00	\$ 1,500.00	\$ 15.00	_____
Herbicide	100.00	Acre	\$ -	\$ -	\$ -	_____
Fertilizer	100.00	Acre	\$ 50.00	\$ 5,000.00	\$ 50.00	_____
Irrigation	1.00	Annual	\$ 2,500.00	\$ 2,500.00	\$ 25.00	_____
Labor	100.00	Acre	\$ 25.00	\$ 2,500.00	\$ 25.00	_____
Operator Labor	100.00	Acre	\$ 75.00	\$ 7,500.00	\$ 75.00	_____
Fuel & Lube	1.00	Annual	\$ 4,873.00	\$ 4,873.00	\$ 48.73	_____
Maintenance	1.00	Annual	\$ 4,896.38	\$ 4,896.38	\$ 48.96	_____
Miscellaneous	100.00	Acre	\$ 5.00	\$ 500.00	\$ 5.00	_____
<b>TOTAL OPERATING COSTS</b>				\$ 29,269.38	\$ 292.69	
<b>INCOME ABOVE OPERATING COSTS</b>				\$ 20,730.63	\$ 207.31	
<b>OWNERSHIP COSTS</b>						
<b>CASH OVERHEAD COSTS</b>						
Liability/Crop Insurance				\$ 250.00	\$ 2.50	_____
Accounting & Legal				\$ 250.00	\$ 2.50	_____
Office & Travel				\$ 500.00	\$ 5.00	_____
Annual Investment Insurance				\$ 616.30	\$ 6.16	_____
Annual Investment Taxes				\$ 96.25	\$ 0.96	_____
<b>TOTAL CASH OVERHEAD COSTS</b>				\$ 1,712.55	\$ 17.13	
<b>NONCASH OVERHEAD COSTS (Capital Recovery)</b>						
Buildings, Improvements, & Equipment				\$ 5,360.88	\$ 53.61	_____
Machinery & Vehicles				\$ 13,045.71	\$ 130.46	_____
<b>TOTAL NONCASH OVERHEAD COSTS</b>				\$ 18,406.59	\$ 184.07	
<b>TOTAL OWNERSHIP COSTS</b>				\$ 20,119.14	\$ 201.19	
<b>TOTAL COSTS</b>				\$ 49,388.52	\$ 493.89	
<b>NET PROJECTED RETURNS</b>				\$ 611.48	\$ 6.11	

**Table 3: Alfalfa Production Investment Summary.**

Description	Purchase Price	Percentage Use	Purchase Price	Useful Life (Yrs)	Salvage Value	Annual Capital Recovery	Annual Insurance	Annual Taxes	Annual Repairs	Annual Fuel & Lube
<b>Buildings, Improvements, and Equipment</b>										
Land	\$ 1,000,000.00	50%	\$ 500,000.00	150.00	\$ 500,000.00	\$ -	\$ -	TBD	\$ -	\$ -
Machine Shop (60X80)	\$ 35,000.00	50%	\$ 17,500.00	40.00	\$ 1,750.00	\$ 393.75	\$ 64.10	\$ 96.25	\$ 192.50	\$ -
Irrigation System (Wheel Line)	\$ 32,500.00	100%	\$ 32,500.00	25.00	\$ 3,250.00	\$ 1,170.00	\$ 119.05	\$ -	\$ 357.50	\$ -
Implements	\$ 15,000.00	50%	\$ 7,500.00	15.00	\$ 750.00	\$ 450.00	\$ 27.47	\$ -	\$ 82.50	\$ -
Alfalfa Establishment	\$ 10,041.39	100%	\$ 10,041.39	3.00	\$ -	\$ 3,347.13	\$ -	\$ -	\$ -	\$ -
Sub Total Pre-Establishment	\$ 1,082,500.00		\$ 557,500.00		\$ 505,750.00	\$ 2,013.75	\$ 210.62	\$ 96.25	\$ 632.50	\$ -
Sub Total Post-Establishment	\$ 1,092,541.39		\$ 567,541.39		\$ 505,750.00	\$ 5,360.88	\$ 210.62	\$ 96.25	\$ 632.50	\$ -
<b>Machinery and Vehicles</b>										
125 HP Tractor (used)	\$ 46,000.00	50%	\$ 23,000.00	10.00	\$ 2,300.00	\$ 2,070.00	\$ 84.25	\$ -	\$ 885.50	\$ 1,012.00
95 HP Tractor (used)	\$ 31,000.00	50%	\$ 15,500.00	10.00	\$ 1,550.00	\$ 1,395.00	\$ 56.78	\$ -	\$ 596.75	\$ 682.00
85 HP Tractor (used)	\$ 26,000.00	50%	\$ 13,000.00	10.00	\$ 1,300.00	\$ 1,170.00	\$ 47.62	\$ -	\$ 500.50	\$ 572.00
Sw ather (used)	\$ 35,000.00	50%	\$ 17,500.00	7.00	\$ 1,750.00	\$ 2,250.00	\$ 64.10	\$ -	\$ 673.75	\$ 770.00
Baler (32X34) (used)	\$ 20,000.00	50%	\$ 10,000.00	7.00	\$ 1,000.00	\$ 1,285.71	\$ 36.63	\$ -	\$ 385.00	\$ 440.00
2 - Harrow (used)	\$ 3,500.00	50%	\$ 1,750.00	7.00	\$ 175.00	\$ 225.00	\$ 6.41	\$ -	\$ 67.38	\$ 77.00
4-Wheeler	\$ 10,000.00	50%	\$ 5,000.00	5.00	\$ 500.00	\$ 900.00	\$ 18.32	\$ -	\$ 192.50	\$ 220.00
1 Ton Pickup	\$ 50,000.00	50%	\$ 25,000.00	6.00	\$ 2,500.00	\$ 3,750.00	\$ 91.58	\$ -	\$ 962.50	\$ 1,100.00
Sub Total			\$ 110,750.00		\$ 11,075.00	\$ 13,045.71	\$ 405.68	\$ -	\$ 4,263.88	\$ 4,873.00
<b>Total</b>			<b>\$ 678,291.39</b>		<b>\$ 516,825.00</b>	<b>\$ 18,406.59</b>	<b>\$ 616.30</b>	<b>\$ 96.25</b>	<b>\$ 4,896.38</b>	<b>\$ 4,873.00</b>

**Table 4: Garfield County Alfalfa Hay (Flood Irrigation) Establishment Costs, 100 acres, 2011.**

	Total Units	Unit	Price/Cost Per Unit	Total Cost/Value	Total Cost/Value Per Acre	Your Farm
<b>OPERATING COSTS</b>						
Insecticide	100.00	Acre	\$ 15.00	\$ 1,500.00	\$ 15.00	_____
Herbicide	100.00	Acre	\$ -	\$ -	\$ -	_____
Fertilizer	100.00	Acre	\$ 50.00	\$ 5,000.00	\$ 50.00	_____
Irrigation	100.00	Acre	\$ 10.00	\$ 1,000.00	\$ 10.00	_____
Alfalfa Seed	100.00	Acre	\$ 15.00	\$ 1,500.00	\$ 15.00	_____
Labor	100.00	Acre	\$ 25.00	\$ 2,500.00	\$ 25.00	_____
Operator Labor	100.00	Acre	\$ 75.00	\$ 7,500.00	\$ 75.00	_____
Fuel & Lube	1.00	Annual	\$ 4,873.00	\$ 4,873.00	\$ 48.73	_____
Maintenance	1.00	Annual	\$ 4,538.88	\$ 4,538.88	\$ 45.39	_____
Miscellaneous	100.00	Acre	\$ 5.00	\$ 500.00	\$ 5.00	_____
<b>TOTAL OPERATING COSTS</b>				\$ 28,911.88	\$ 289.12	
<b>OWNERSHIP COSTS</b>						
<b>CASH OVERHEAD COSTS</b>						
Liability/Crop Insurance				\$ 250.00	\$ 2.50	_____
Accounting & Legal				\$ 250.00	\$ 2.50	_____
Office & Travel				\$ 500.00	\$ 5.00	_____
Annual Investment Insurance				\$ 497.25	\$ 4.97	_____
Annual Investment Taxes				\$ 96.25	\$ 0.96	_____
<b>TOTAL CASH OVERHEAD COSTS</b>				\$ 1,593.50	\$ 15.94	
<b>NONCASH OVERHEAD COSTS (Capital Recovery)</b>						
Buildings, Improvements, & Equipment				\$ 843.75	\$ 8.44	_____
Machinery & Vehicles				\$ 13,045.71	\$ 130.46	_____
<b>TOTAL NONCASH OVERHEAD COSTS</b>				\$ 13,889.46	\$ 138.89	
<b>TOTAL OWNERSHIP COSTS</b>				\$ 15,482.97	\$ 154.83	
<b>TOTAL COSTS</b>				\$ 44,394.84	\$ 443.95	
<b>YEAR ONE INCOME</b>						
Alfalfa Hay	3.00	Tons	\$ 125.00	\$ 37,500.00	\$ 375.00	_____
<b>TOTAL GROSS INCOME</b>				\$ 37,500.00	\$ 375.00	
<b>TOTAL ESTABLISHMENT INVESTMENT</b>				\$ 6,894.84	\$ 68.95	

**Table 5: Garfield County Alfalfa Hay (Flood Irrigation) Production Costs and Returns, 100 acres, 2011.**

	Total Units	Unit	Price/Cost Per Unit	Total Cost/Value	Total Cost/Value Per Acre	Your Farm
<b>GROSS INCOME</b>						
Alfalfa Hay	4.00	Tons	\$ 125.00	\$ 50,000.00	\$ 500.00	_____
<b>TOTAL GROSS INCOME</b>				\$ 50,000.00	\$ 500.00	
<b>OPERATING COSTS</b>						
Insecticide	100.00	Acre	\$ 15.00	\$ 1,500.00	\$ 15.00	_____
Herbicide	100.00	Acre	\$ -	\$ -	\$ -	_____
Fertilizer	100.00	Acre	\$ 50.00	\$ 5,000.00	\$ 50.00	_____
Irrigation	100.00	Acre	\$ 10.00	\$ 1,000.00	\$ 10.00	_____
Labor	100.00	Acre	\$ 25.00	\$ 2,500.00	\$ 25.00	_____
Operator Labor	100.00	Acre	\$ 75.00	\$ 7,500.00	\$ 75.00	_____
Fuel & Lube	1.00	Annual	\$ 4,873.00	\$ 4,873.00	\$ 48.73	_____
Maintenance	1.00	Annual	\$ 4,538.88	\$ 4,538.88	\$ 45.39	_____
Miscellaneous	100.00	Acre	\$ 5.00	\$ 500.00	\$ 5.00	_____
<b>TOTAL OPERATING COSTS</b>				\$ 27,411.88	\$ 274.12	
<b>INCOME ABOVE OPERATING COSTS</b>				\$ 22,588.13	\$ 225.88	
<b>OWNERSHIP COSTS</b>						
<b>CASH OVERHEAD COSTS</b>						
Liability/Crop Insurance				\$ 250.00	\$ 2.50	_____
Accounting & Legal				\$ 250.00	\$ 2.50	_____
Office & Travel				\$ 500.00	\$ 5.00	_____
Annual Investment Insurance				\$ 497.25	\$ 4.97	_____
Annual Investment Taxes				\$ 96.25	\$ 0.96	_____
<b>TOTAL CASH OVERHEAD COSTS</b>				\$ 1,593.50	\$ 15.94	
<b>NONCASH OVERHEAD COSTS (Capital Recovery)</b>						
Buildings, Improvements, & Equipment				\$ 3,142.03	\$ 31.42	_____
Machinery & Vehicles				\$ 13,045.71	\$ 130.46	_____
<b>TOTAL NONCASH OVERHEAD COSTS</b>				\$ 16,187.74	\$ 161.88	
<b>TOTAL OWNERSHIP COSTS</b>				\$ 17,781.25	\$ 177.81	
<b>TOTAL COSTS</b>				\$ 45,193.12	\$ 451.93	
<b>NET PROJECTED RETURNS</b>				\$ 4,806.88	\$ 48.07	

**Table 6: Alfalfa Production Investment Summary.**

Description	Purchase Price	Percentage Use	Purchase Price	Useful Life (Yrs)	Salvage Value	Annual Capital Recovery	Annual Insurance	Annual Taxes	Annual Repairs	Annual Fuel & Lube
<b>Buildings, Improvements, and Equipment</b>										
Land	\$ 1,000,000.00	50%	\$ 500,000.00	150.00	\$ 500,000.00	\$ -	\$ -	TBD	\$ -	\$ -
Machine Shop (60X80)	\$ 35,000.00	50%	\$ 17,500.00	40.00	\$ 1,750.00	\$ 393.75	\$ 64.10	\$ 96.25	\$ 192.50	\$ -
Implements	\$ 15,000.00	50%	\$ 7,500.00	15.00	\$ 750.00	\$ 450.00	\$ 27.47	\$ -	\$ 82.50	\$ -
Alfalfa Establishment	\$ 6,894.84	100%	\$ 6,894.84	3.00	\$ -	\$ 2,298.28	\$ -	\$ -	\$ -	\$ -
Sub Total Pre-Establishment	\$ 1,050,000.00		\$ 525,000.00		\$ 502,500.00	\$ 843.75	\$ 91.58	\$ 96.25	\$ 275.00	\$ -
Sub Total Post-Establishment	\$ 1,056,894.84		\$ 531,894.84		\$ 502,500.00	\$ 3,142.03	\$ 91.58	\$ 96.25	\$ 275.00	\$ -
<b>Machinery and Vehicles</b>										
125 HP Tractor (used)	\$ 46,000.00	50%	\$ 23,000.00	10.00	\$ 2,300.00	\$ 2,070.00	\$ 84.25	\$ -	\$ 885.50	\$ 1,012.00
95 HP Tractor (used)	\$ 31,000.00	50%	\$ 15,500.00	10.00	\$ 1,550.00	\$ 1,395.00	\$ 56.78	\$ -	\$ 596.75	\$ 682.00
85 HP Tractor (used)	\$ 26,000.00	50%	\$ 13,000.00	10.00	\$ 1,300.00	\$ 1,170.00	\$ 47.62	\$ -	\$ 500.50	\$ 572.00
Sw ather (used)	\$ 35,000.00	50%	\$ 17,500.00	7.00	\$ 1,750.00	\$ 2,250.00	\$ 64.10	\$ -	\$ 673.75	\$ 770.00
Baler (32X34) (used)	\$ 20,000.00	50%	\$ 10,000.00	7.00	\$ 1,000.00	\$ 1,285.71	\$ 36.63	\$ -	\$ 385.00	\$ 440.00
2 - Harrow (used)	\$ 3,500.00	50%	\$ 1,750.00	7.00	\$ 175.00	\$ 225.00	\$ 6.41	\$ -	\$ 67.38	\$ 77.00
4-Wheeler	\$ 10,000.00	50%	\$ 5,000.00	5.00	\$ 500.00	\$ 900.00	\$ 18.32	\$ -	\$ 192.50	\$ 220.00
1 Ton Pickup	\$ 50,000.00	50%	\$ 25,000.00	6.00	\$ 2,500.00	\$ 3,750.00	\$ 91.58	\$ -	\$ 962.50	\$ 1,100.00
Sub Total			\$ 110,750.00		\$ 11,075.00	\$ 13,045.71	\$ 405.68	\$ -	\$ 4,263.88	\$ 4,873.00
<b>Total</b>			<b>\$ 642,644.84</b>		<b>\$ 513,575.00</b>	<b>\$ 16,187.74</b>	<b>\$ 497.25</b>	<b>\$ 96.25</b>	<b>\$ 4,538.88</b>	<b>\$ 4,873.00</b>



**Table 7: Garfield County Oat Hay (Flood Irrigation) Production Costs and Returns, 100 acres, 2011.**

	Total Units	Unit	Price/Cost Per Unit	Total Cost/Value	Total Cost/Value Per Acre	Your Farm
<b>GROSS INCOME</b>						
Oat Hay	3.00	Ton	\$ 104.00	\$ 31,200.00	\$ 312.00	_____
<b>TOTAL GROSS INCOME</b>				\$ 31,200.00	\$ 312.00	
<b>OPERATING COSTS</b>						
Insecticide	100.00	Acre	\$ -	\$ -	\$ -	_____
Herbicide	100.00	Acre	\$ 40.00	\$ 4,000.00	\$ 40.00	_____
Fertilizer	100.00	Acre	\$ 50.00	\$ 5,000.00	\$ 50.00	_____
Seed	100.00	Acre	\$ 35.00	\$ 3,500.00	\$ 35.00	_____
Irrigation	100.00	Acre	\$ 10.00	\$ 1,000.00	\$ 10.00	_____
Labor	100.00	Acre	\$ 25.00	\$ 2,500.00	\$ 25.00	_____
Operator Labor	100.00	Acre	\$ 75.00	\$ 7,500.00	\$ 75.00	_____
Fuel & Lube	1.00	Annual	\$ 4,873.00	\$ 4,873.00	\$ 48.73	_____
Maintenance	1.00	Annual	\$ 4,538.88	\$ 4,538.88	\$ 45.39	_____
Miscellaneous	100.00	Acre	\$ 5.00	\$ 500.00	\$ 5.00	_____
<b>TOTAL OPERATING COSTS</b>				\$ 33,411.88	\$ 334.12	
<b>INCOME ABOVE OPERATING COSTS</b>				\$ (2,211.88)	\$ (22.12)	
<b>OWNERSHIP COSTS</b>						
<b>CASH OVERHEAD COSTS</b>						
Liability/Crop Insurance				\$ 250.00	\$ 2.50	_____
Accounting & Legal				\$ 250.00	\$ 2.50	_____
Office & Travel				\$ 500.00	\$ 5.00	_____
Annual Investment Insurance				\$ 497.25	\$ 4.97	_____
Annual Investment Taxes				\$ 96.25	\$ 0.96	_____
<b>TOTAL CASH OVERHEAD COSTS</b>				\$ 1,593.50	\$ 15.94	
<b>NONCASH OVERHEAD COSTS (Capital Recovery)</b>						
Buildings, Improvements, & Equipment				\$ 843.75	\$ 8.44	_____
Machinery & Vehicles				\$ 13,045.71	\$ 130.46	_____
<b>TOTAL NONCASH OVERHEAD COSTS</b>				\$ 13,889.46	\$ 138.89	
<b>TOTAL OWNERSHIP COSTS</b>				\$ 15,482.97	\$ 154.83	
<b>TOTAL COSTS</b>				\$ 48,894.84	\$ 488.95	
<b>NET PROJECTED RETURNS</b>				\$ (17,694.84)	\$ (176.95)	

**Table 8: Oat Hay Production Investment Summary.**

Description	Purchase Price	Percentage Use	Purchase Price	Useful Life (Yrs)	Salvage Value	Annual Capital Recovery	Annual Insurance	Annual Taxes	Annual Repairs	Annual Fuel & Lube
<b>Buildings, Improvements, and Equipment</b>										
Land	\$ 1,000,000.00	50%	\$ 500,000.00	150.00	\$ 500,000.00	\$ -	\$ -	TBD	\$ -	\$ -
Machine Shop (60X80)	\$ 35,000.00	50%	\$ 17,500.00	40.00	\$ 1,750.00	\$ 393.75	\$ 64.10	\$ 96.25	\$ 192.50	\$ -
Implements	\$ 15,000.00	50%	\$ 7,500.00	15.00	\$ 750.00	\$ 450.00	\$ 27.47	\$ -	\$ 82.50	\$ -
Sub Total			\$ 525,000.00	NA	\$ 502,500.00	\$ 843.75	\$ 91.58	\$ 96.25	\$ 275.00	\$ -
<b>Machinery and Vehicles</b>										
125 HP Tractor (used)	\$ 46,000.00	50%	\$ 23,000.00	10.00	\$ 2,300.00	\$ 2,070.00	\$ 84.25	\$ -	\$ 885.50	\$ 1,012.00
95 HP Tractor (used)	\$ 31,000.00	50%	\$ 15,500.00	10.00	\$ 1,550.00	\$ 1,395.00	\$ 56.78	\$ -	\$ 596.75	\$ 682.00
85 HP Tractor (used)	\$ 26,000.00	50%	\$ 13,000.00	10.00	\$ 1,300.00	\$ 1,170.00	\$ 47.62	\$ -	\$ 500.50	\$ 572.00
Sw ather (used)	\$ 35,000.00	50%	\$ 17,500.00	7.00	\$ 1,750.00	\$ 2,250.00	\$ 64.10	\$ -	\$ 673.75	\$ 770.00
Baler (32X34) (used)	\$ 20,000.00	50%	\$ 10,000.00	7.00	\$ 1,000.00	\$ 1,285.71	\$ 36.63	\$ -	\$ 385.00	\$ 440.00
2 - Harrow (used)	\$ 3,500.00	50%	\$ 1,750.00	7.00	\$ 175.00	\$ 225.00	\$ 6.41	\$ -	\$ 67.38	\$ 77.00
4-Wheeler	\$ 10,000.00	50%	\$ 5,000.00	5.00	\$ 500.00	\$ 900.00	\$ 18.32	\$ -	\$ 192.50	\$ 220.00
1 Ton Pickup	\$ 50,000.00	50%	\$ 25,000.00	6.00	\$ 2,500.00	\$ 3,750.00	\$ 91.58	\$ -	\$ 962.50	\$ 1,100.00
Sub Total			\$ 110,750.00	NA	\$ 11,075.00	\$ 13,045.71	\$ 405.68	\$ -	\$ 4,263.88	\$ 4,873.00
<b>Total</b>			<b>\$ 635,750.00</b>	<b>NA</b>	<b>\$ 513,575.00</b>	<b>\$13,889.46</b>	<b>\$ 497.25</b>	<b>\$ 96.25</b>	<b>\$ 4,538.88</b>	<b>\$ 4,873.00</b>