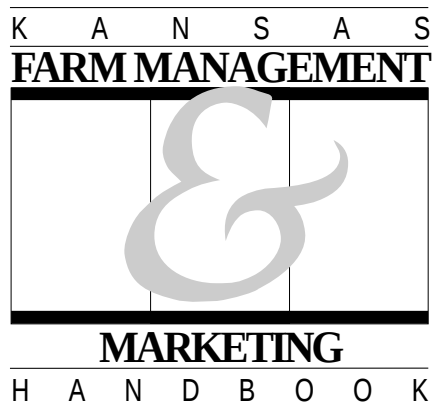




Center-Pivot-Irrigated Alfalfa Cost-Return Budget (Custom Harvested)

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Alfalfa is a major irrigated cash crop in western Kansas. Sizable cattle feeding and dairy operations in the area provide a ready market for alfalfa hay. Additionally, producers and hay brokers routinely ship alfalfa hay and pellets produced in the area out of Kansas. Under good management, alfalfa can be as profitable as corn or other irrigated grain crops.

Cost-Return Projections

Land preparation costs are included in land value. Other investments are shown in Table 1. Price of the energy source and total dynamic head are the important factors affecting pumping costs. For instance, a \$1 change in natural gas price causes a \$2.97 increase with 100 feet TDH. However, with 500 feet TDH, a \$1 change in gas price causes a \$14.83 change in costs for each acre foot of water pumped.

The choice of a flood or center pivot system depends on: (1) available capital; (2) labor availability during the growing season; (3) the terrain, which may require a center pivot system; and (4) soil type. Capital outlays will be \$20,000 to \$40,000 higher with a center pivot system, but labor requirements could be reduced by as much as 1 hour/acre compared to flood irrigation. MF-836, *Irrigation Capital Requirements and Energy Costs*, shows the irrigation costs and energy input amounts used in this budget.

Yield Goals

Cost per bushel and net returns in crop production are highly dependent on yields. The following estimated budget includes three different yield levels. Yield goals vary for a number of reasons such as soil type or land quality, historical weather patterns, input levels, and management. Budgeting for alternative yield goals can help producers compare the profitability of crop enterprises on farmland tracts with varying yield potentials. Multi peril crop insurance is not available for this crop in this area. Land values are not adjusted for alternative yield goals in this budget. In customizing this budget to fit your farm, attention should be given to using land values representative of your farm's productive capacity.

Profit and Return Factors

Projections of net percentage return on investment permit comparisons to be made among alternative enterprises and other investments. Asset turnover is the ratio of gross revenue to total investment in fixed assets. This financial measure represents the efficiency of capital use.

Table 1. Factors Used for Cost-Return Budget

Item	Yield Level (ton)			
	3.5	5.0	6.5	
Water, 325 TDH	14	19	24	\$2.71/inch
Fertilizer:				
N (Anhy.)	0	0	0	\$0.17/lb
N (Dry)	0	0	0	\$0.30/lb
P	40	60	80	\$0.28/lb
K	0	0	0	\$0.13 /lb
Lime	0	0	0	\$0.005/lb
Seed, lbs	15	15	15	
Seed price, \$/lb	\$2.85	\$2.85	\$2.85	
Custom harvest,				
\$/ton	\$24.00	\$24.00	\$24.00	
Labor hours	3.85	3.85	3.85	
Labor price/hour				\$9.00
Land value/acre				\$575
Land interest rate				6.00%
Land real estate tax rate				0.50%
Machinery investment				\$83
Machinery life				10 yrs
Salvage value				35.00%
Interest rate on machinery				10.00%
Well, pump and gearhead value				\$290
Well, pump and gearhead life				15 yrs
Power unit and meter value				\$50
Power unit and meter life				7 yrs
Irrigation system value				\$385
Irrigation system life				10 yrs
Insurance rate on machinery				0.25%
Interest on variable costs				10.00%

COST-RETURN PROJECTION — CENTER-PIVOT-IRRIGATED ALFALFA (CUSTOM HARVESTED)

	Yield Level (ton)			Your Farm
	3.5	5.0	6.5	
VARIABLE COSTS PER ACRE: ¹				
1. Labor	\$ 34.65	\$ 34.65	\$ 34.65	
2. Seed	8.55	8.55	8.55	
3. Herbicide	17.96	17.96	17.96	
4. Insecticide	11.49	11.49	11.49	
5. Fertilizer and Lime	11.20	16.80	22.40	
6. Fuel and Oil — Crop	4.60	4.60	4.60	
7. Fuel and Oil — Pumping ²	37.94	51.49	65.04	
8. Machinery and Equipment Repairs	5.00	5.00	5.00	
9. Irrigation Repairs and Maintenance	4.20	5.70	7.20	
10. Crop Insurance				
11. Drying				
12. Custom Hire ³	84.00	120.00	156.00	
13. Crop Consulting	6.50	6.50	6.50	
14. Miscellaneous	7.00	7.00	7.00	
15. Interest on 1/2 Variable Costs	11.65	14.49	17.32	
A. TOTAL VARIABLE COSTS	\$ 244.75	\$ 304.23	\$ 363.71	
FIXED COSTS PER ACRE: ¹				
16. Real Estate Taxes (including well)	4.33	4.33	4.33	
17. Interest on Land and Well ⁴	51.90	51.90	51.90	
18. Rent for Rented Land ⁵				
19. Depreciation on Crop Machinery	5.40	5.40	5.40	
20. Interest on Crop Machinery ⁶	5.60	5.60	5.60	
21. Depreciation on Irrigation Equipment and Well	64.98	64.98	64.98	
22. Interest on Irrigation Equipment ⁶	21.75	21.75	21.75	
23. Insurance on Machinery and Equipment	1.30	1.30	1.30	
B. TOTAL FIXED COSTS	\$ 155.24	\$ 155.24	\$ 155.24	
C. TOTAL COSTS (A + B)	\$ 399.99	\$ 459.47	\$ 518.95	
D. YIELD PER ACRE	3.5	5.0	6.5	
E. PRICE PER TON ⁷	\$ 78.00	\$ 78.00	\$ 78.00	
F. NET GOVERNMENT PAYMENT ⁷	13.96	13.96	13.96	
G. RETURNS PER ACRE [(D × E) + F]	\$ 286.96	\$ 403.96	\$ 520.96	
H. RETURNS OVER VARIABLE COSTS (G-A)	\$ 42.21	\$ 99.73	\$ 157.25	
I. RETURNS OVER TOTAL COSTS (G-C)	\$ -113.03	\$ -55.51	\$ 2.01	
J. VARIABLE COSTS PER TON (A ÷ D)	\$ 69.93	\$ 60.85	\$ 55.96	
K. FIXED COSTS PER TON (B ÷ D)	\$ 44.36	\$ 31.05	\$ 23.88	
L. TOTAL COSTS PER TON (C ÷ D)	\$ 114.28	\$ 91.89	\$ 79.84	
M. ASSET TURNOVER (G ÷ INVESTMENT) ⁸	20.75%	29.21%	37.67%	
N. NET RETURN ON INVESTMENT [(I+15+17+20+22) ÷ INVESTMENT] ⁸	-1.60%	2.76%	7.13%	

¹Totals were derived using information listed in Table 1.²See MF-836, "Irrigation Capital Requirements and Energy Costs."³If using custom hire, adjust lines 6, 8, 19, and 20.⁴Assumes interest rate shown in Table 1.⁵If cash rented, insert zero in lines 16 and 17.⁶Assumes one-half the average investment [(initial investment + salvage value) ÷ 2] at the interest rate shown in Table 1.⁷See MF-1013 "Prices for Crop and Livestock Cost-Return Budgets" and MF-2236 "Government Program Payments for Crop Cost Return Budgets" for additional information on crop prices and program payments.⁸Investment equals total value of all fixed assets shown in Table 1.**COOPERATIVE EXTENSION SERVICE, MANHATTAN, KANSAS**

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