

*Projections for Planning Purposes Only  
Not to be Used without Updating after October 15, 2006*

B-1241 (C3)

Table 3.A Estimated costs and returns per Acre  
Alfalfa, Dryland  
2008 Projected Costs and Returns per Acre

| ITEM                                   | UNIT | PRICE   | QUANTITY | AMOUNT  | YOUR FARM |
|--|------|---------|----------|---------|-----------|
|  |      | dollars |          | dollars |           |
| INCOME                                 |      |         |          |         |           |
| hay - alfalfa                          | ton  | 140.00  | 1.2500   | 175.00  | _____     |
| hay - alfalfa                          | ton  | 140.00  | 1.0000   | 140.00  | _____     |
| hay - alfalfa                          | ton  | 140.00  | 1.0000   | 140.00  | _____     |
|  |      |         |          | -----   |           |
| TOTAL INCOME                           |      |         |          | 455.00  | _____     |
| DIRECT EXPENSES                        |      |         |          |         |           |
| custom                                 |      |         |          |         |           |
| fert. application                      | acre | 3.50    | 1.0000   | 3.50    | _____     |
| herb. application                      | acre | 3.50    | 1.5000   | 5.25    | _____     |
| insec. appl.                           | acre | 3.50    | 2.0000   | 7.00    | _____     |
| custom baling - alf                    | ton  | 25.00   | 3.2500   | 81.25   | _____     |
| herbicide                              |      |         |          |         |           |
| herb. - alf. valpar                    | acre | 7.92    | 1.0000   | 7.92    | _____     |
| herb. - Butyrac                        | pint | 3.80    | 2.0000   | 7.60    | _____     |
| insecticide                            |      |         |          |         |           |
| insect. - alfalfa 1                    | acre | 4.00    | 2.0000   | 8.00    | _____     |
| insect. - alfalfa 2                    | acre | 7.40    | 1.0000   | 7.40    | _____     |
| fertilizer                             |      |         |          |         |           |
| fertilizer (N)                         | lb.  | 0.50    | 20.0000  | 10.00   | _____     |
| fertilizer (P)                         | lb.  | 0.29    | 50.0000  | 14.50   | _____     |
| sulfur                                 | lb.  | 0.08    | 12.0000  | 0.96    | _____     |
| OPERATOR LABOR                         |      |         |          |         |           |
| Self-Propelled Eq.                     | hour | 9.10    | 0.1172   | 1.06    | _____     |
| GASOLINE                               |      |         |          |         |           |
| Self-Propelled Eq.                     | gal  | 3.25    | 1.7587   | 5.71    | _____     |
| REPAIR & MAINTENANCE                   |      |         |          |         |           |
| Self-Propelled Eq.                     | Acre | 0.18    | 1.0000   | 0.18    | _____     |
| INTEREST ON OP. CAP.                   | Acre | 5.78    | 1.0000   | 5.78    | _____     |
|  |      |         |          | -----   |           |
| TOTAL DIRECT EXPENSES                  |      |         |          | 166.13  | _____     |
| RETURNS ABOVE DIRECT EXPENSES          |      |         |          | 288.86  | _____     |
| FIXED EXPENSES                         |      |         |          |         |           |
| Self-Propelled Eq.                     | Acre | 0.46    | 1.0000   | 0.46    | _____     |
|  |      |         |          | -----   |           |
| TOTAL FIXED EXPENSES                   |      |         |          | 0.46    | _____     |
|  |      |         |          | -----   |           |
| TOTAL SPECIFIED EXPENSES               |      |         |          | 166.60  | _____     |
| RETURNS ABOVE TOTAL SPECIFIED EXPENSES |      |         |          | 288.39  | _____     |
| ALLOCATED COST ITEMS                   |      |         |          |         |           |
| cash rent - alfalfa                    | acre | 25.00   | 1.0000   | 25.00   | _____     |
| RESIDUAL RETURNS                       |      |         |          | 263.39  | _____     |
| perennial - alf dry                    | acre | 39.35   | 1.0000   | 39.35   | _____     |
| RESIDUAL RETURNS                       |      |         |          | 224.04  | _____     |

Projections for Planning Purposes Only.

*Projections for Planning Purposes Only  
Not to be Used without Updating after October 15, 2006*

B-1241 (C3)

Table 3.B Estimated resource use and costs for field operations, per Acre  
Alfalfa, Dryland  
2008 Projected Costs and Returns per Acre

| OPERATION/<br>OPERATING INPUT | SIZE/<br>UNIT | TRACTOR<br>SIZE | PERF<br>RATE | TIMES<br>OVER | MTH | TRACTOR COST      |       | EQUIP COST |       | ALLOC LABOR |      | OPERATING INPUT   |       |        | TOTAL<br>COST |
|-------------------------------|---------------|-----------------|--------------|---------------|-----|-------------------|-------|------------|-------|-------------|------|-------------------|-------|--------|---------------|
|                               |               |                 |              |               |     | DIRECT            | FIXED | DIRECT     | FIXED | HOURS       | COST | AMOUNT            | PRICE | COST   |               |
|                               |               |                 |              |               |     | -----dollars----- |       |            |       | dollars     |      | -----dollars----- |       |        |               |
| fertilizer (N)                | lb.           |                 |              | 1.00          | Feb |                   |       |            |       |             |      | 20.0000           | 0.50  | 10.00  | 10.00         |
| fertilizer (P)                | lb.           |                 |              |               |     |                   |       |            |       |             |      | 50.0000           | 0.29  | 14.50  | 14.50         |
| fert. application             | acre          |                 |              |               |     |                   |       |            |       |             |      | 1.0000            | 3.50  | 3.50   | 3.50          |
| sulfur                        | lb.           |                 |              |               |     |                   |       |            |       |             |      | 12.0000           | 0.08  | 0.96   | 0.96          |
| herb. - alf. valpar           | acre          |                 |              | 1.00          | Mar |                   |       |            |       |             |      | 1.0000            | 7.92  | 7.92   | 7.92          |
| herb. application             | acre          |                 |              |               |     |                   |       |            |       |             |      | 1.0000            | 3.50  | 3.50   | 3.50          |
| insect. - alfalfa 1           | acre          |                 |              |               |     |                   |       |            |       |             |      | 1.0000            | 4.00  | 4.00   | 4.00          |
| insec. appl.                  | acre          |                 |              |               |     |                   |       |            |       |             |      | 1.0000            | 3.50  | 3.50   | 3.50          |
| insect. - alfalfa 1           | acre          |                 |              | 1.00          | Apr |                   |       |            |       |             |      | 1.0000            | 4.00  | 4.00   | 4.00          |
| insec. appl.                  | acre          |                 |              |               |     |                   |       |            |       |             |      | 0.5000            | 3.50  | 1.75   | 1.75          |
| herb. - Butyrac               | pint          |                 |              | 1.00          | May |                   |       |            |       |             |      | 2.0000            | 3.80  | 7.60   | 7.60          |
| herb. application             | acre          |                 |              |               |     |                   |       |            |       |             |      | 0.5000            | 3.50  | 1.75   | 1.75          |
| Pick-up Truck                 | 3/4 ton       |                 | 0.006        | 17.50         | May |                   |       | 5.90       | 0.46  | 0.117       | 1.06 |                   |       |        | 7.44          |
| custom baling - alf           | ton           |                 |              | 1.00          | Jun |                   |       |            |       |             |      | 1.2500            | 25.00 | 31.25  | 31.25         |
| custom baling - alf           | ton           |                 |              | 1.00          | Jul |                   |       |            |       |             |      | 1.0000            | 25.00 | 25.00  | 25.00         |
| insect. - alfalfa 2           | acre          |                 |              | 1.00          | Aug |                   |       |            |       |             |      | 1.0000            | 7.40  | 7.40   | 7.40          |
| insec. appl.                  | acre          |                 |              |               |     |                   |       |            |       |             |      | 0.5000            | 3.50  | 1.75   | 1.75          |
| custom baling - alf           | ton           |                 |              | 1.00          | Sep |                   |       |            |       |             |      | 1.0000            | 25.00 | 25.00  | 25.00         |
| TOTALS                        |               |                 |              |               |     | 0.00              | 0.00  | 5.90       | 0.46  | 0.117       | 1.06 |                   |       | 153.38 | 160.82        |
| INTEREST ON OPERATING CAPITAL |               |                 |              |               |     |                   |       |            |       |             |      |                   |       |        | 5.78          |
| UNALLOCATED LABOR             |               |                 |              |               |     |                   |       |            |       |             |      |                   |       |        | 0.00          |
| TOTAL SPECIFIED COST          |               |                 |              |               |     |                   |       |            |       |             |      |                   |       |        | 166.60        |

Projections for Planning Purposes Only.