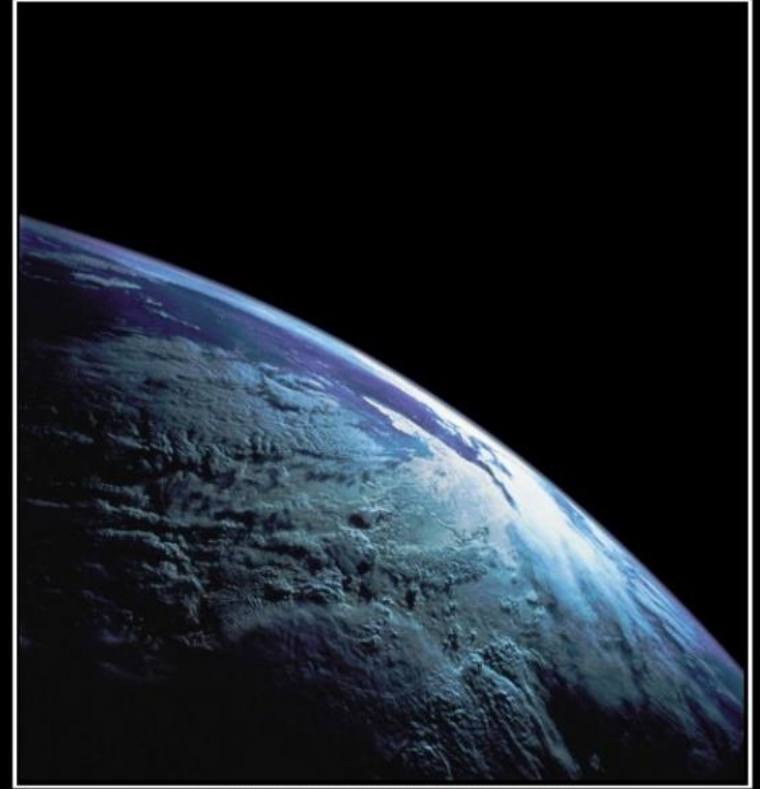


Alfalfa Seed Growers' Survey

Winter Seed Conference
Caldwell, ID
January 7, 2020



SURVEYS

In a recent survey, it was found that a quarter of the people in the world make up 25 percent of the earth's population.

Plan Today

We want to learn more about how things are being done in alfalfa seed production!

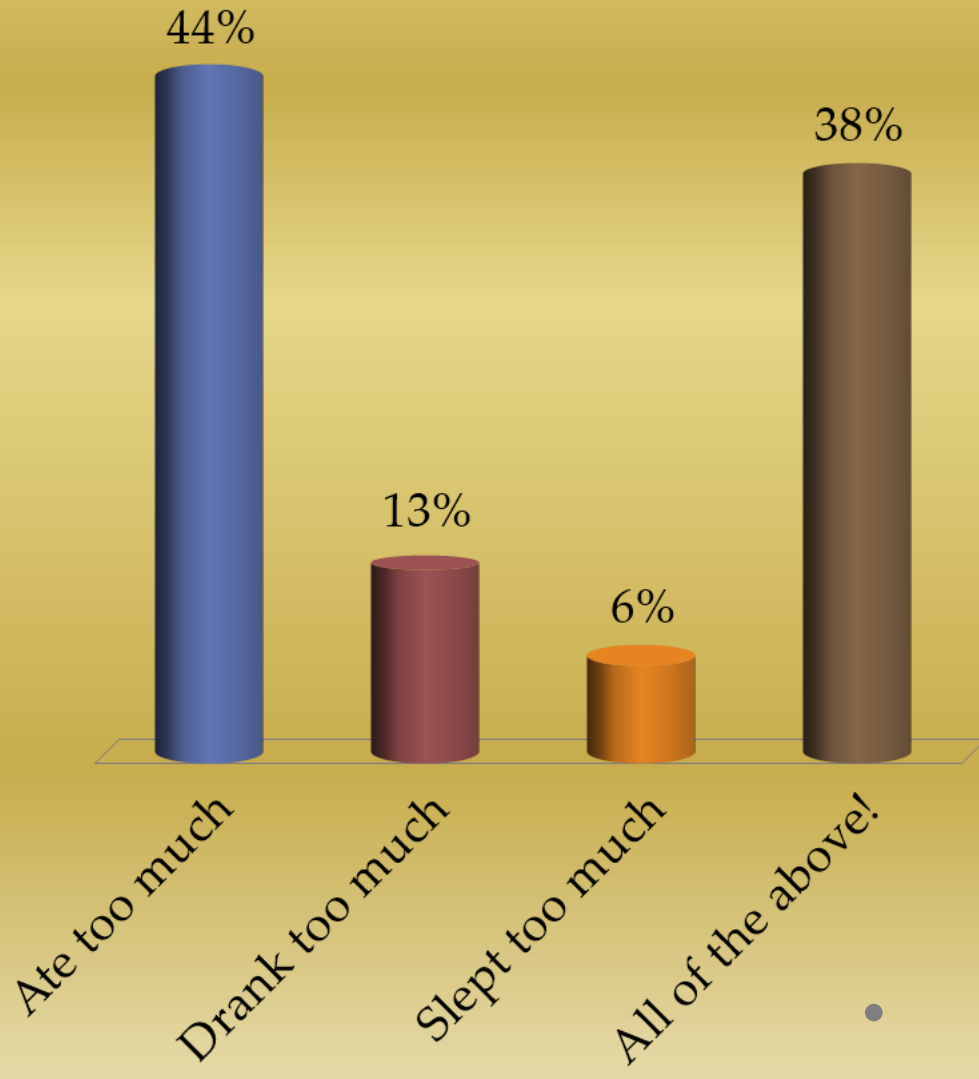


PLANNING

MUCH WORK REMAINS TO BE DONE BEFORE WE CAN ANNOUNCE
OUR TOTAL FAILURE TO MAKE ANY PROGRESS.

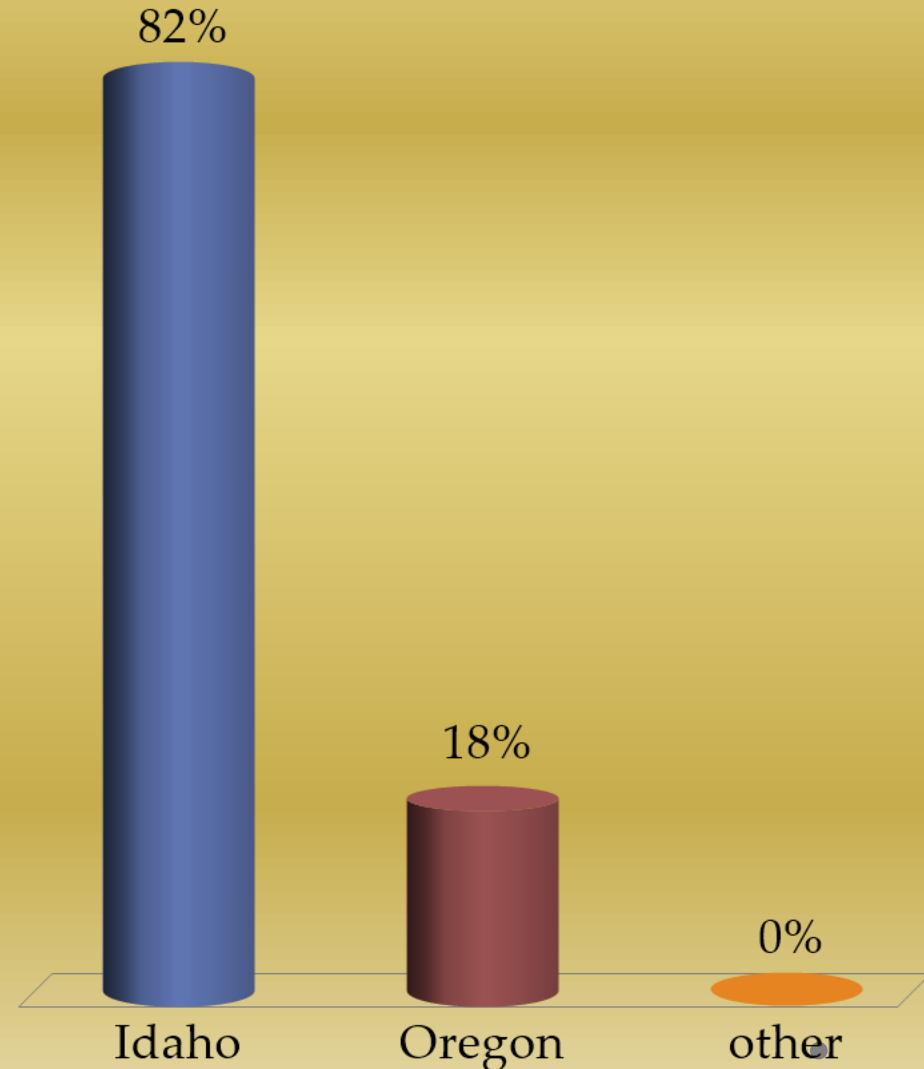
Over the holidays you...

- A. Ate too much
- B. Drank too much
- C. Slept too much
- D. All of the above!



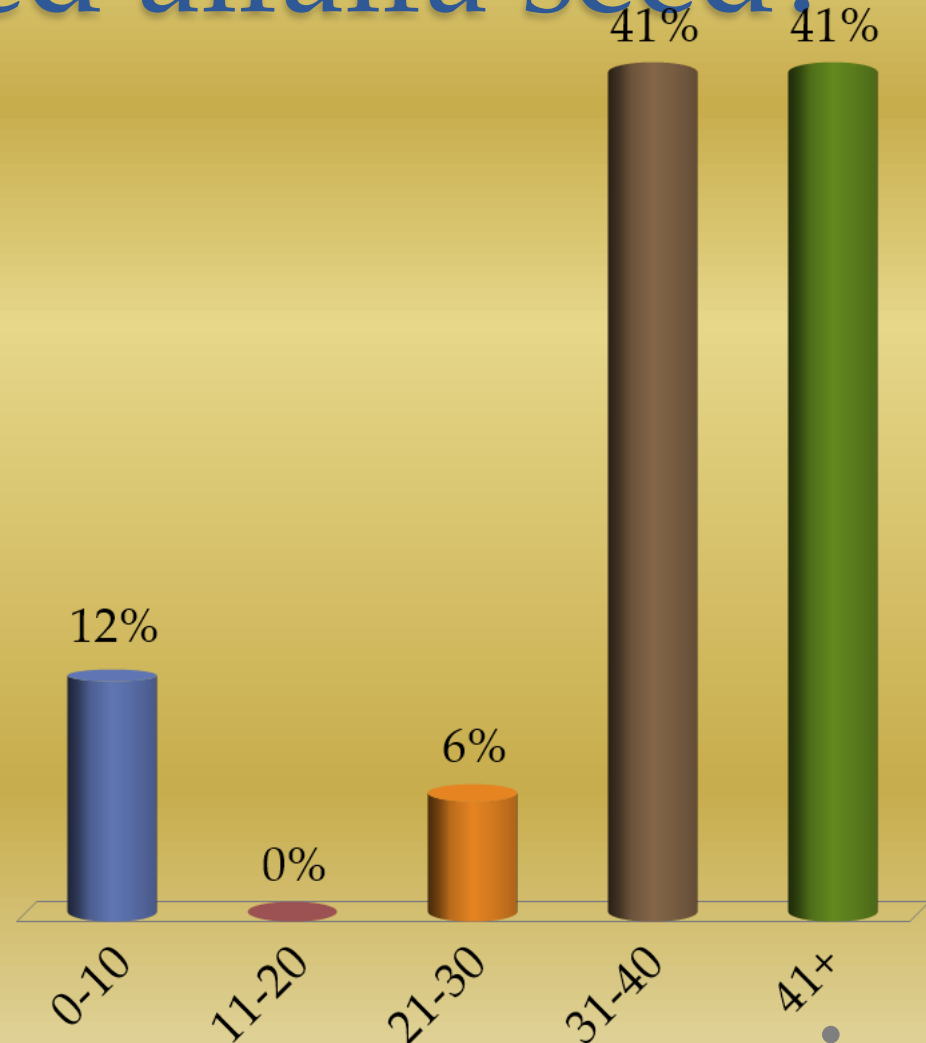
What state are you from?

- A. Idaho
- B. Oregon
- C. other



How many years has your operation raised alfalfa seed?

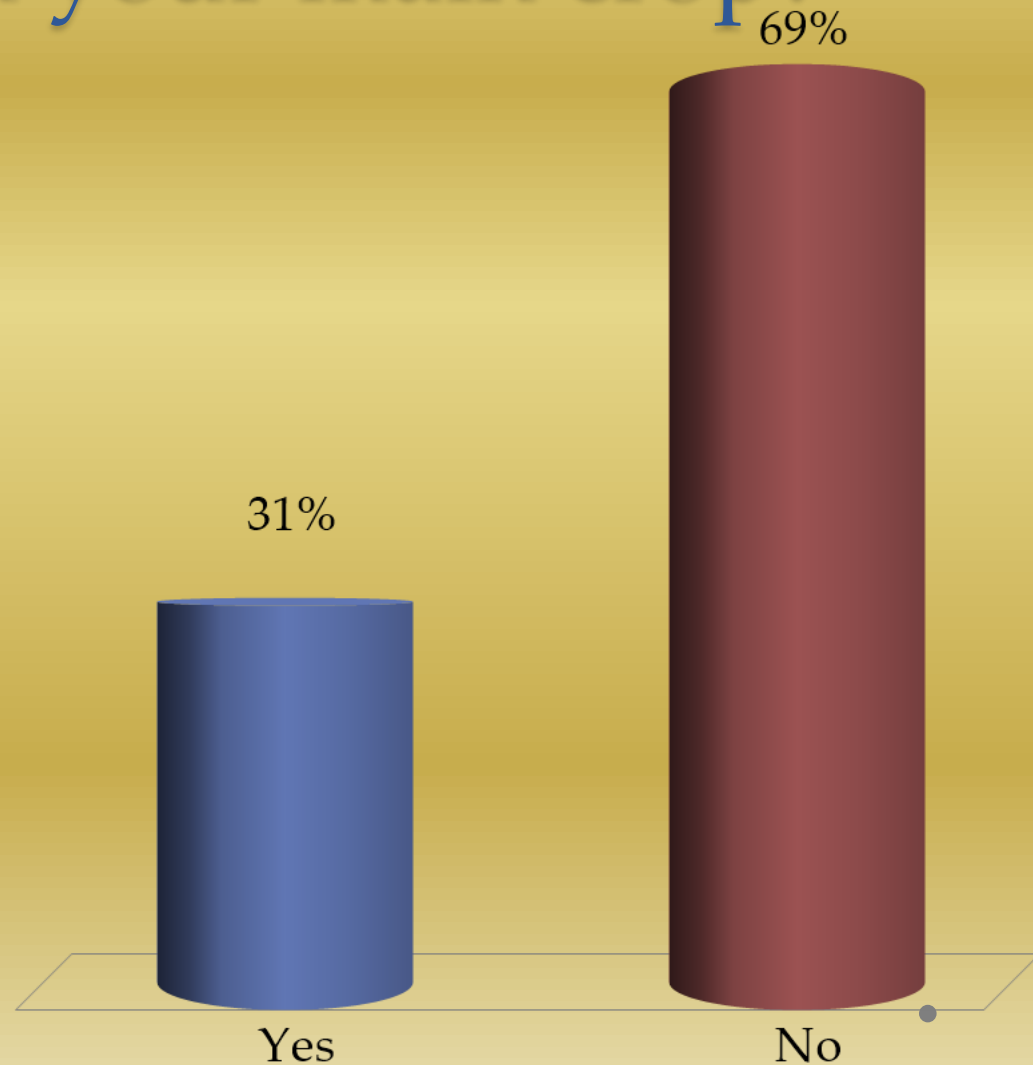
- A. 0-10
- B. 11-20
- C. 21-30
- D. 31-40
- E. 41+



Is alfalfa seed your main crop?

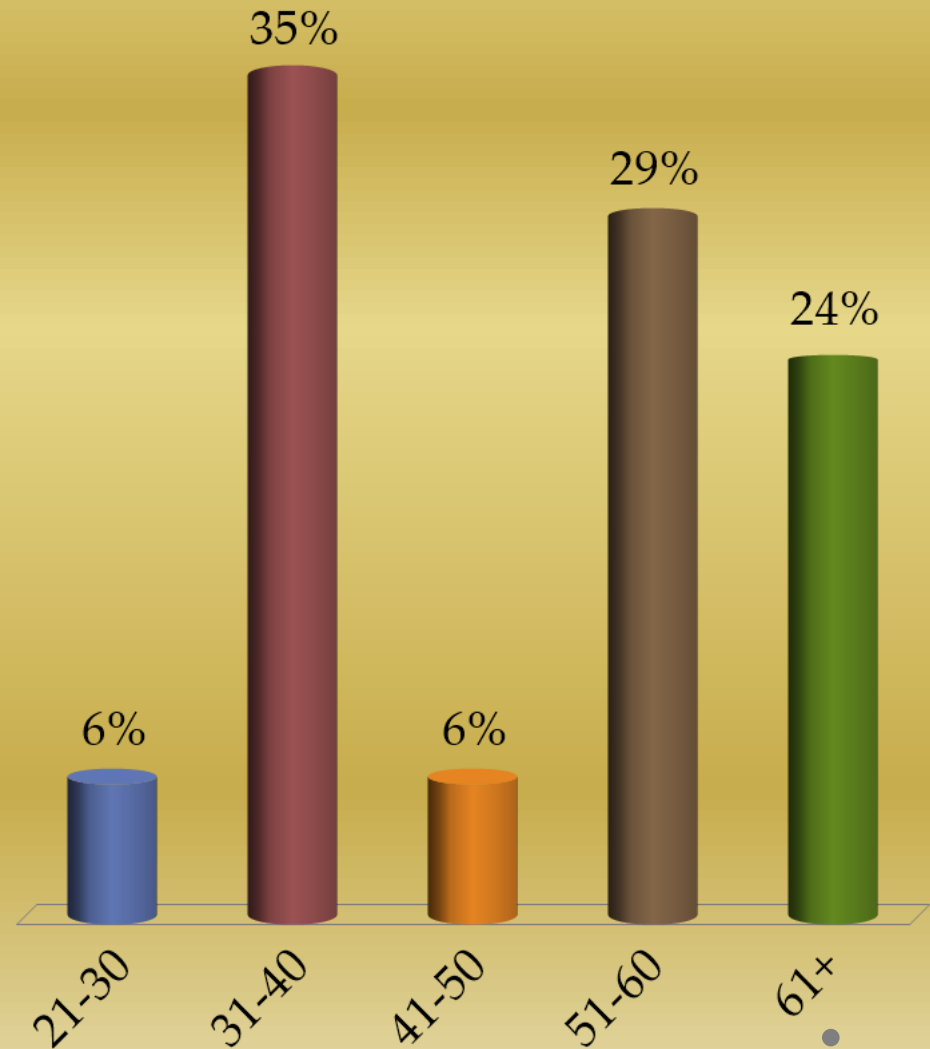
A. Yes

B. No



What is your age?

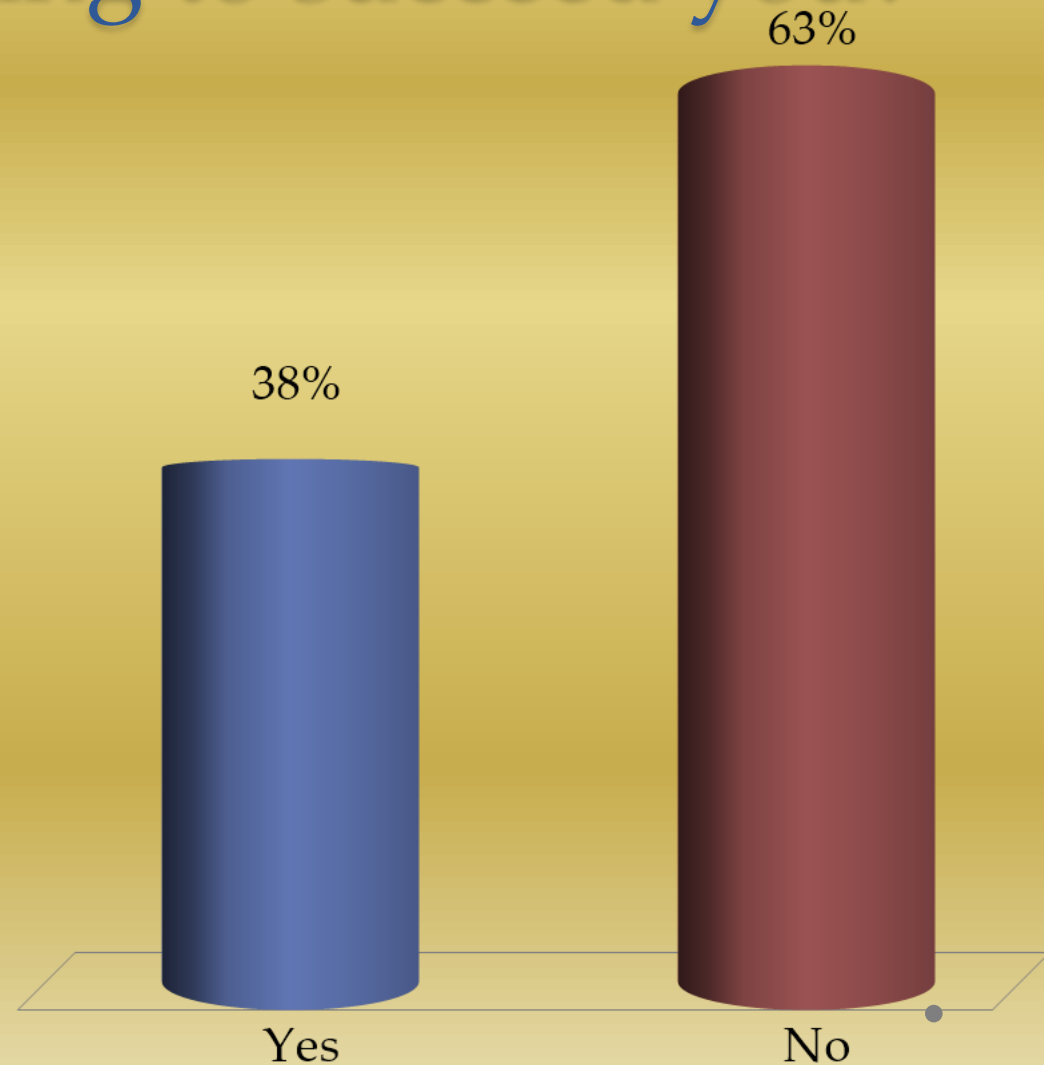
- A. 21-30
- B. 31-40
- C. 41-50
- D. 51-60
- E. 61+



Do you have a son/daughter/family member planning to succeed you?

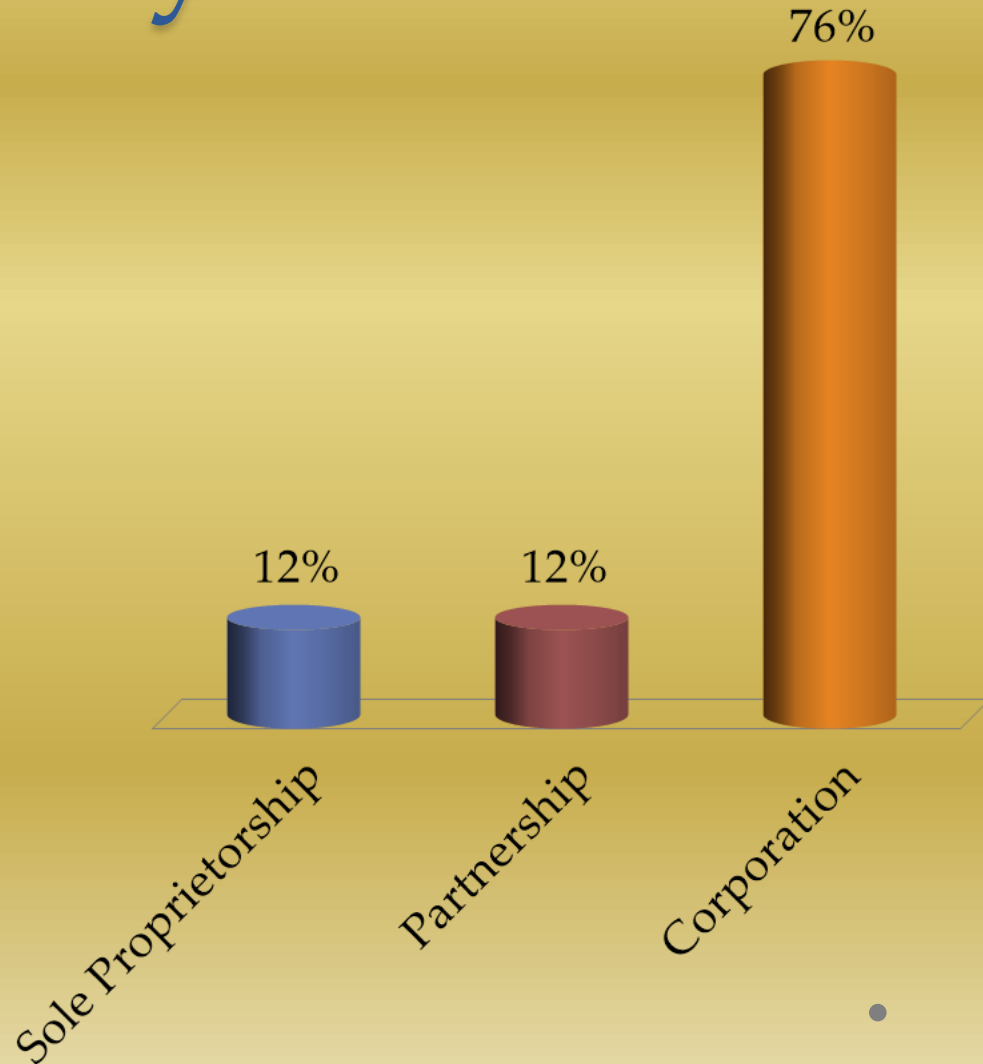
A. Yes

B. No



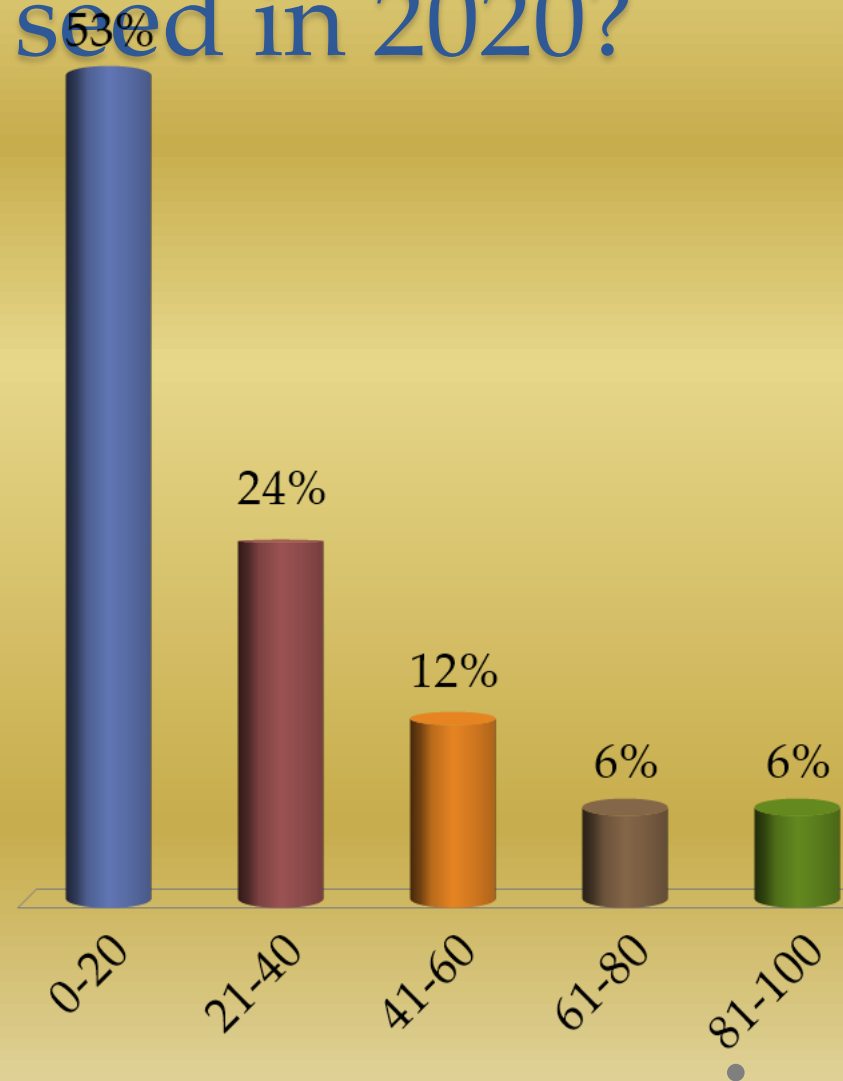
What form of farming operation do you have?

- A. Sole Proprietorship
- B. Partnership
- C. Corporation



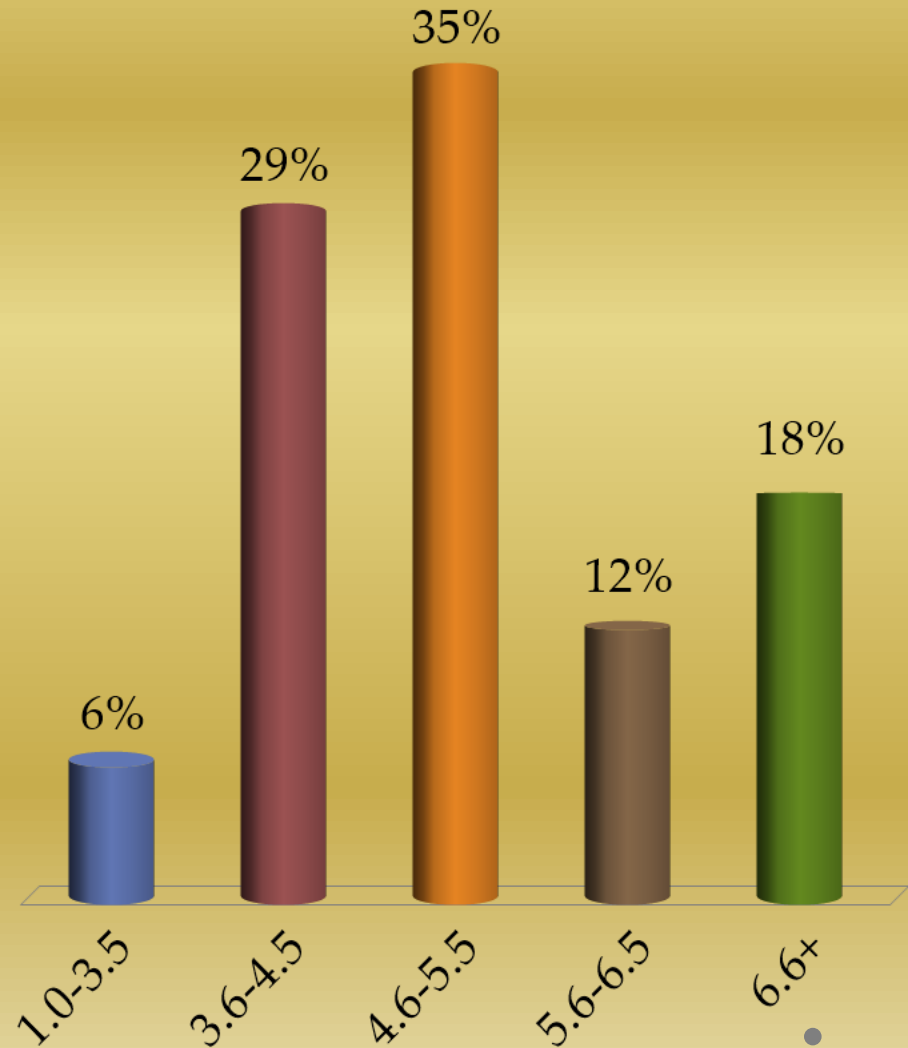
What percent of your farm will be planted to alfalfa seed in 2020?

- A. 0-20
- B. 21-40
- C. 41-60
- D. 61-80
- E. 81-100



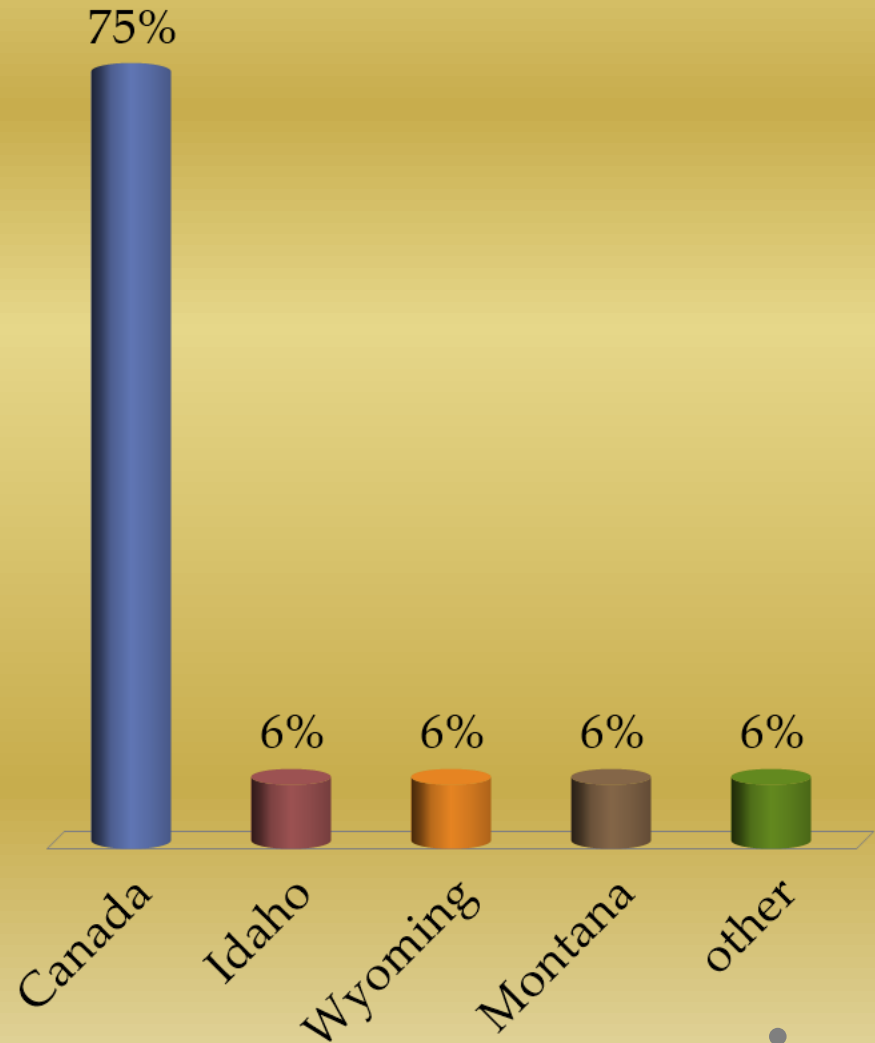
How many gallons of bees/ac?

- A. 1.0-3.5
- B. 3.6-4.5
- C. 4.6-5.5
- D. 5.6-6.5
- E. 6.6+



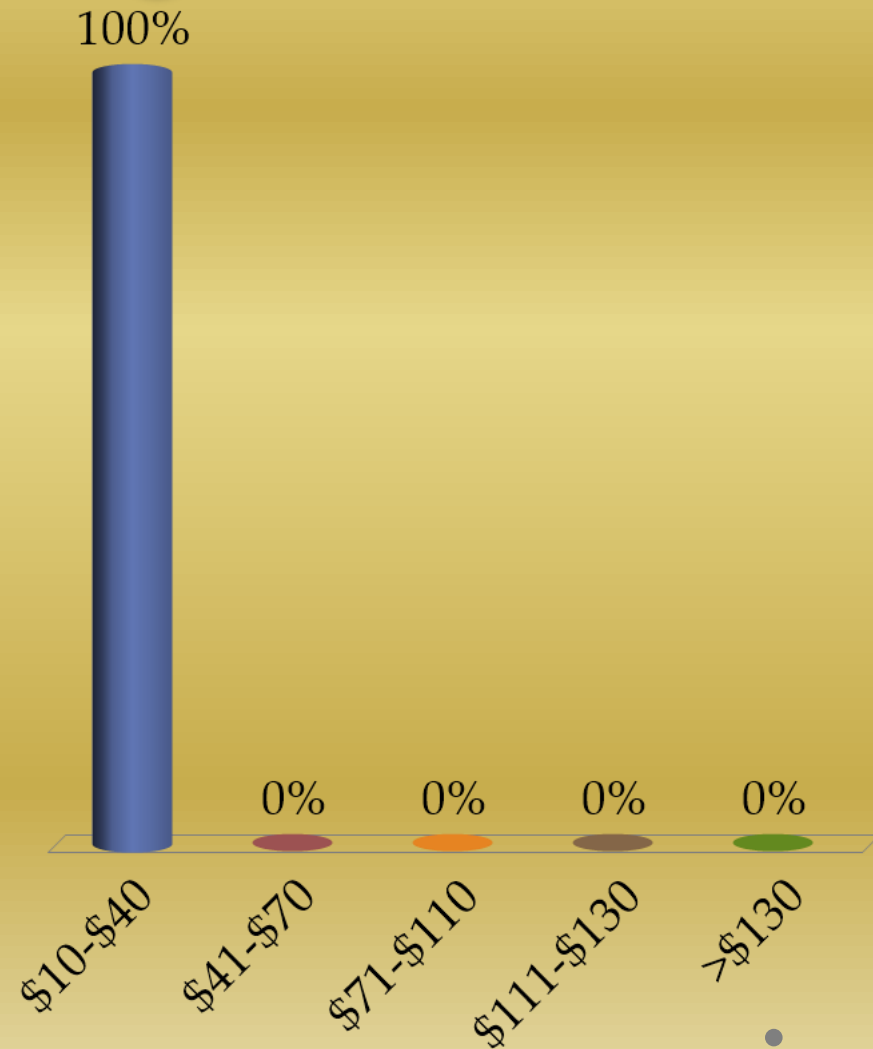
Where do you buy your bees?

- A. Canada
- B. Idaho
- C. Wyoming
- D. Montana
- E. other



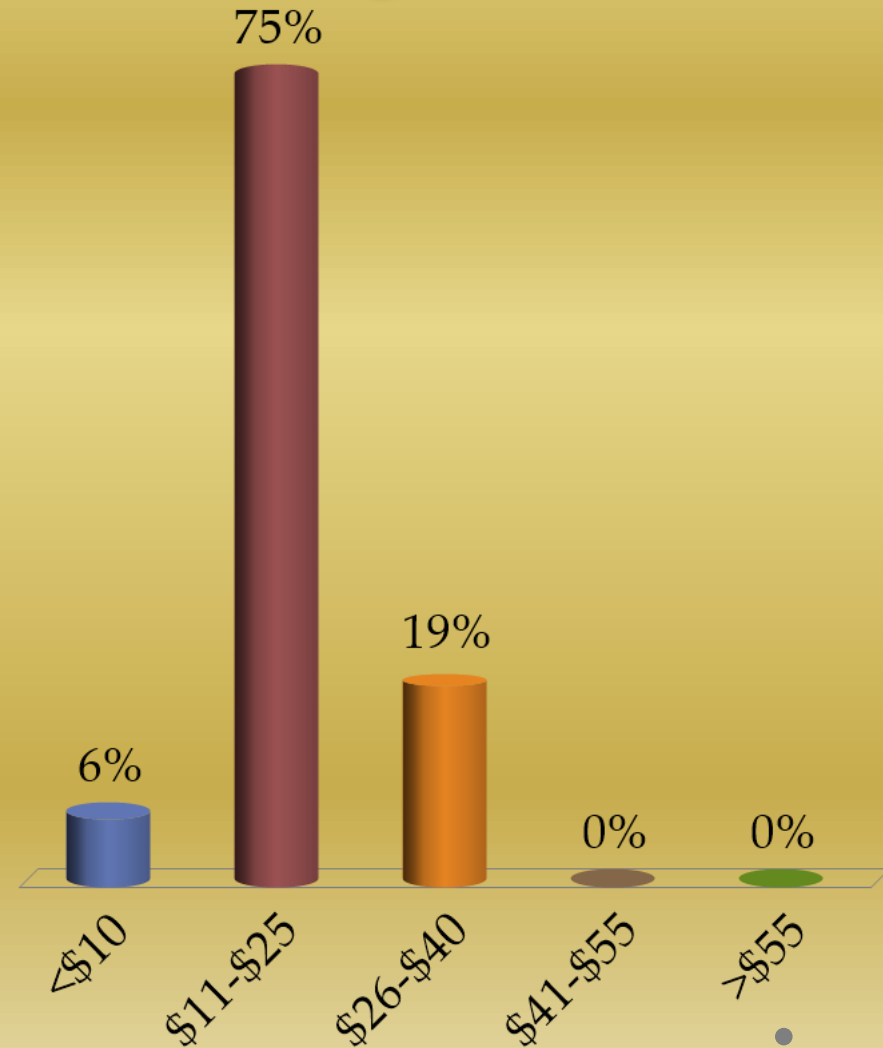
What did you pay for bees in 2019 (\$/gal)?

- A. \$10-\$40
- B. \$41-\$70
- C. \$71-\$110
- D. \$111-\$130
- E. >\$130



What do you expect to pay for bees in 2020 (\$/gal)?

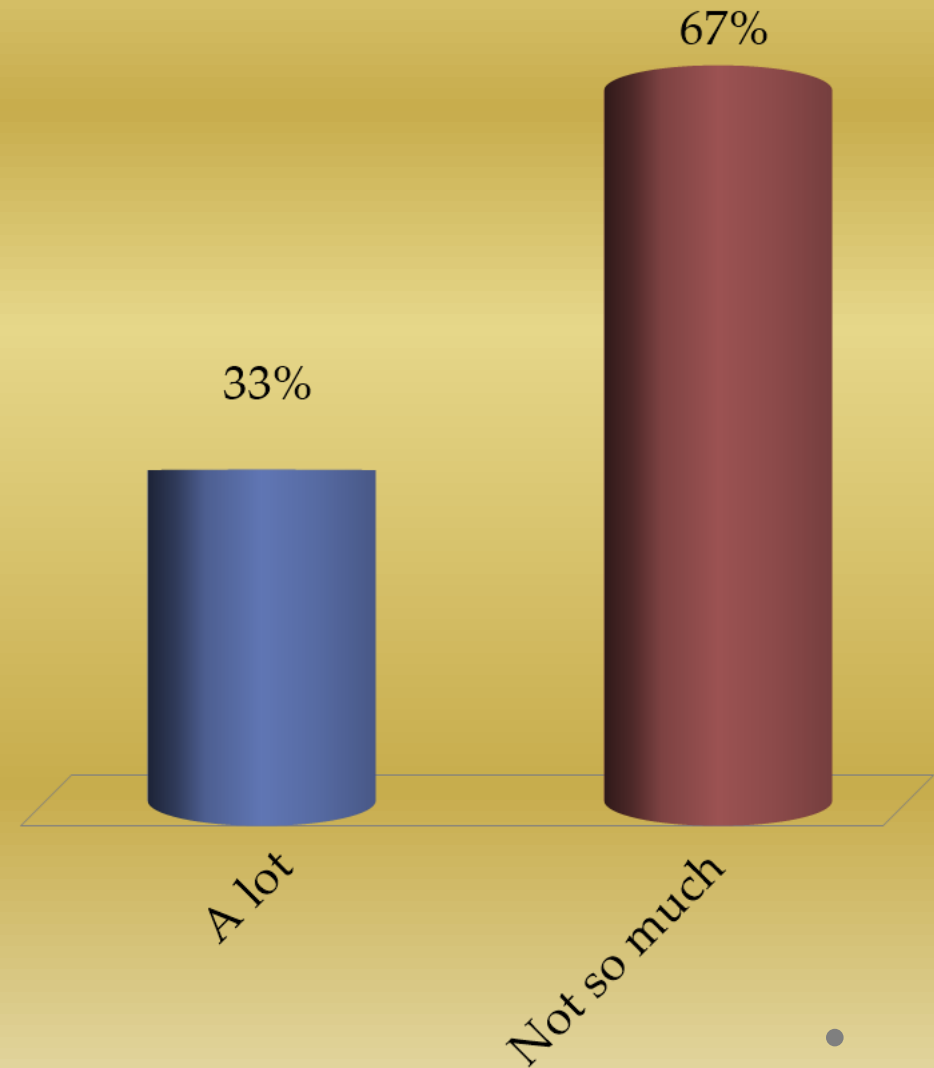
- A. <\$10
- B. \$11-\$25
- C. \$26-\$40
- D. \$41-\$55
- E. >\$55



How did you like the Las Vegas bowl?

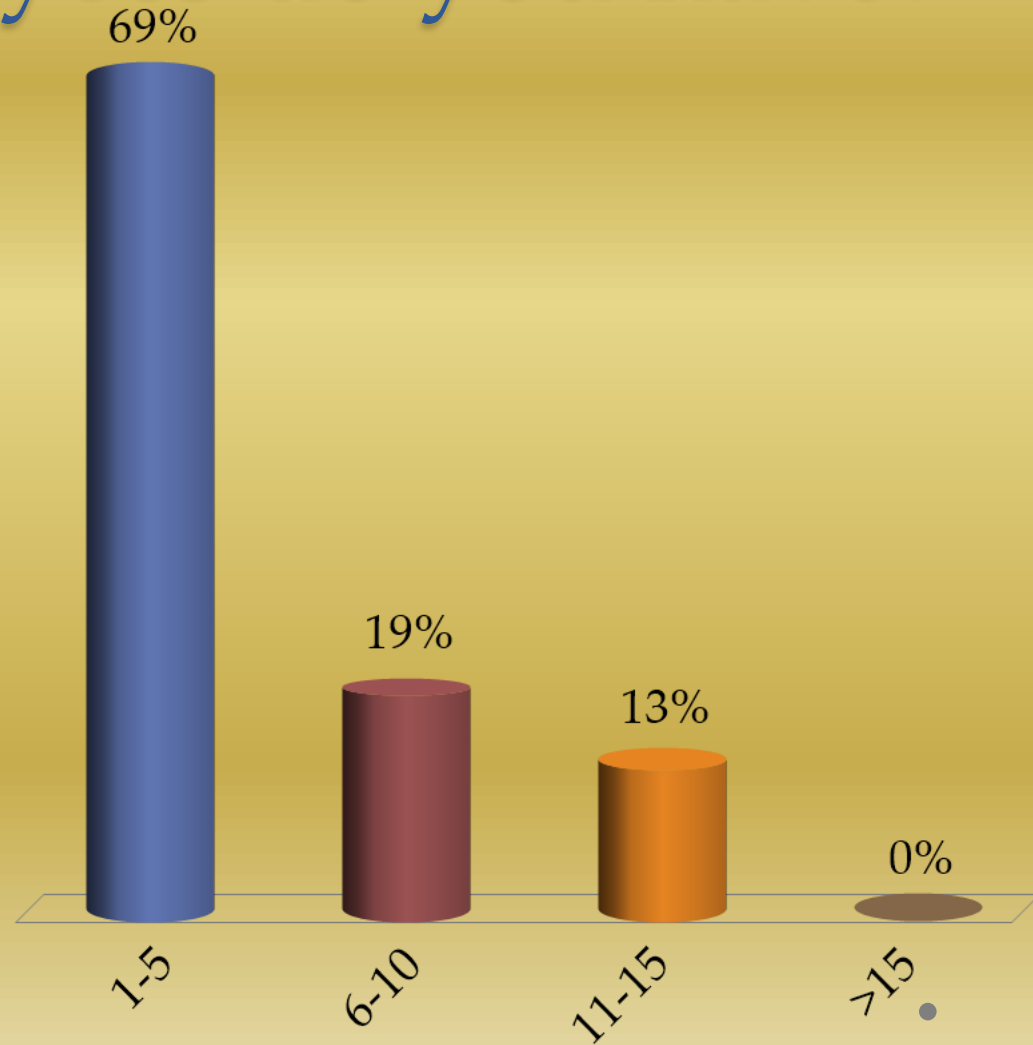
A. A lot

B. Not so much



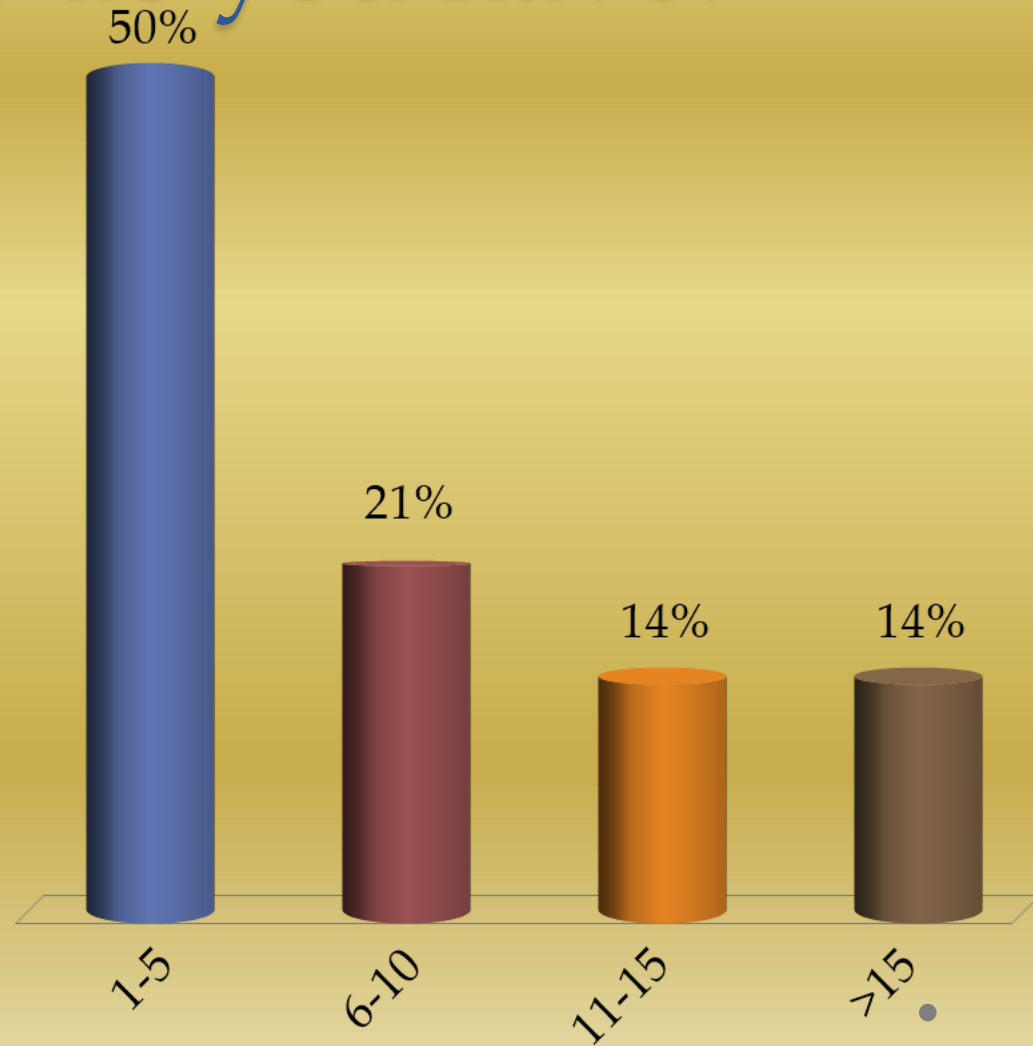
How many full time/year around employees do you have?

- A. 1-5
- B. 6-10
- C. 11-15
- D. >15



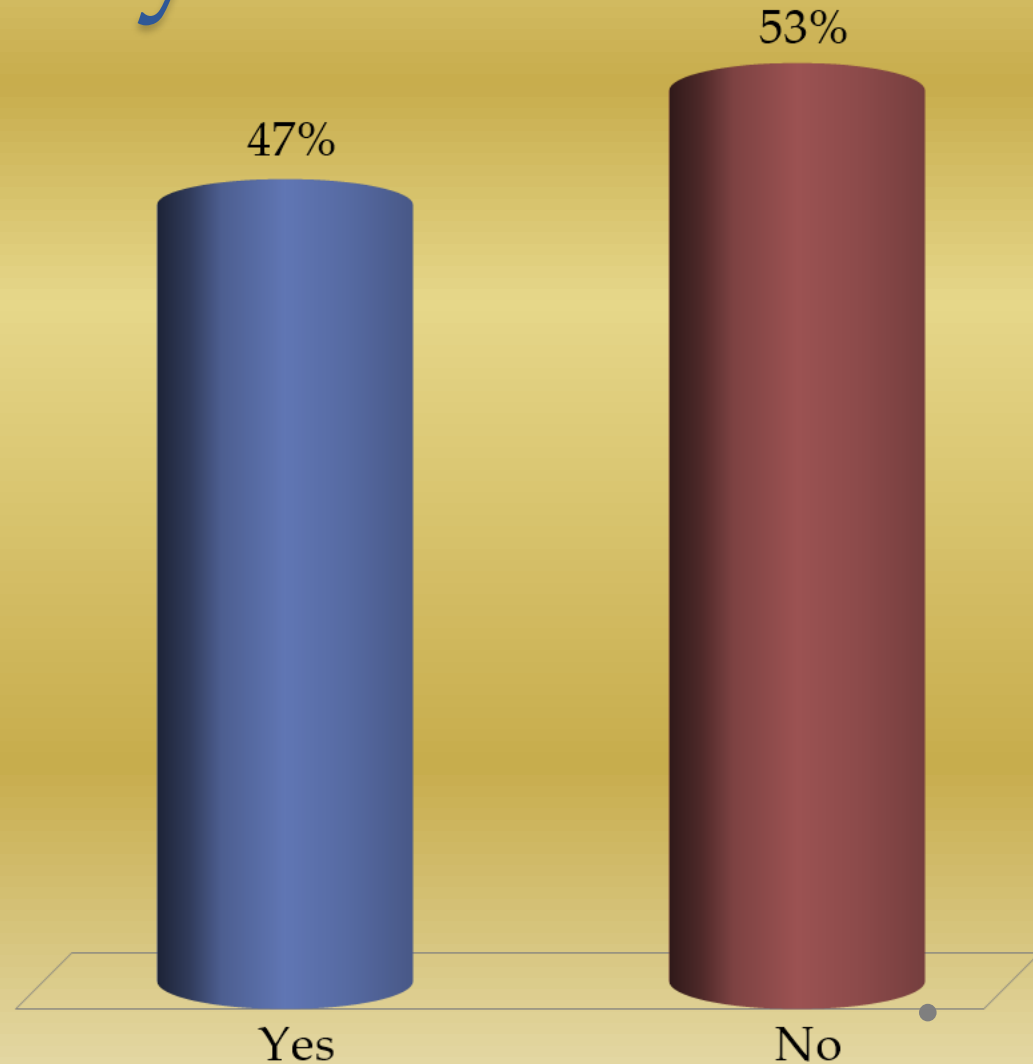
How many part time/seasonal employees do you have?

- A. 1-5
- B. 6-10
- C. 11-15
- D. >15



Do you have salaried employees?

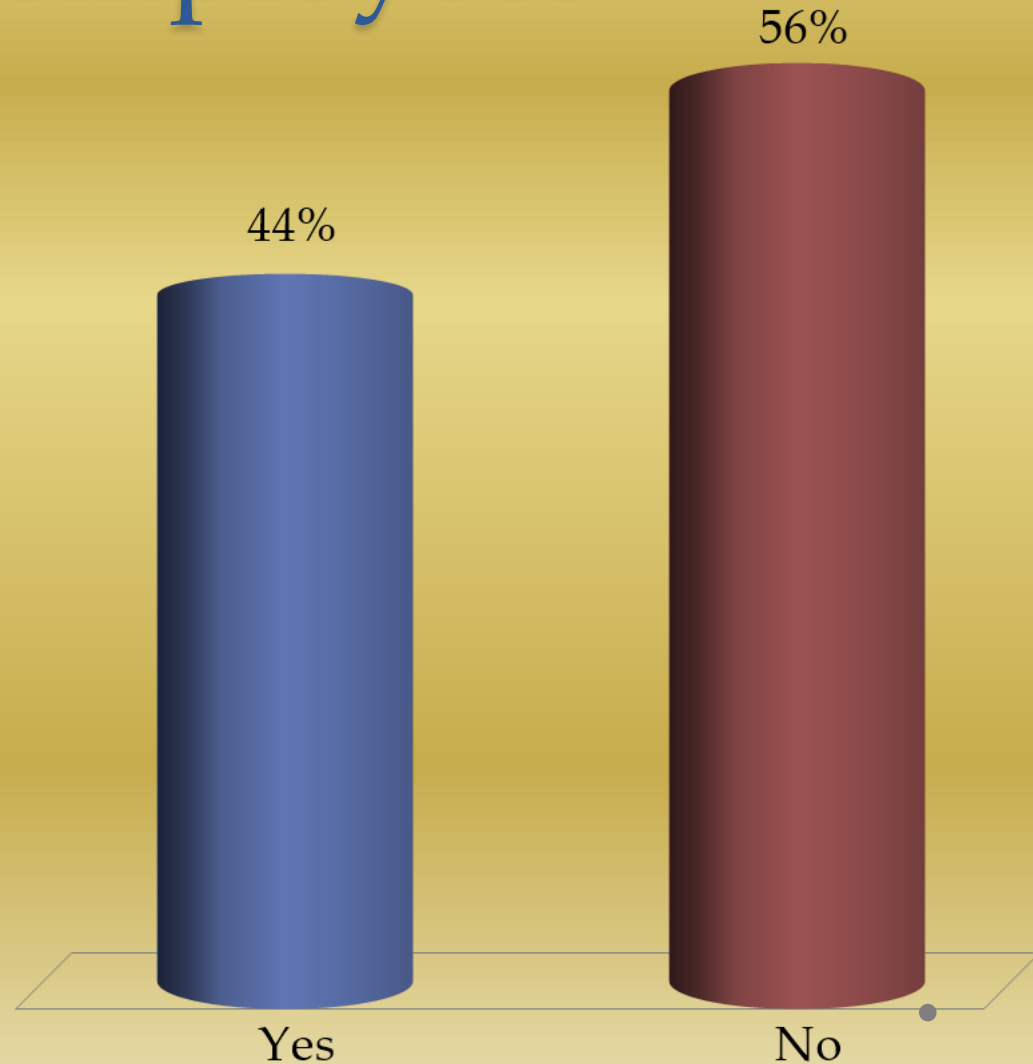
- A. Yes
- B. No



Do you offer health insurance to your employees?

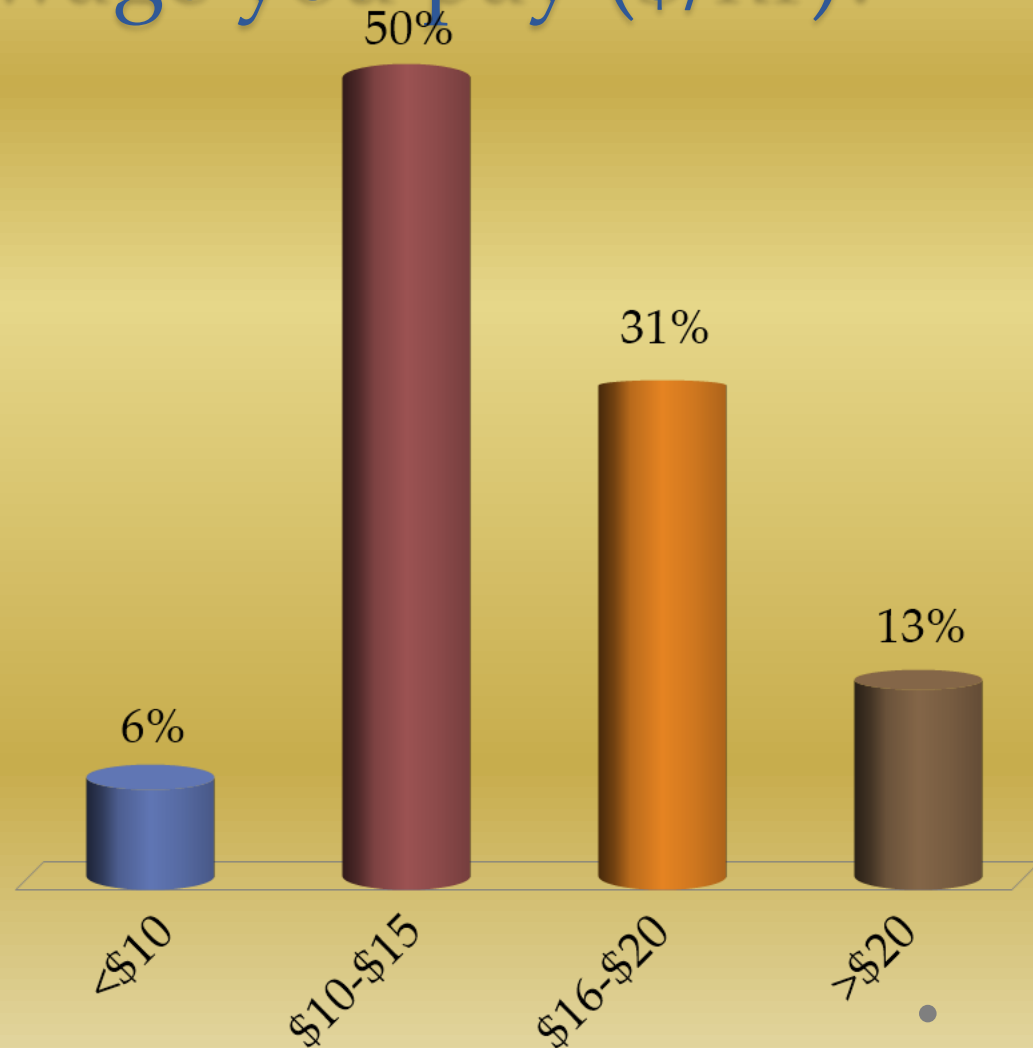
A. Yes

B. No



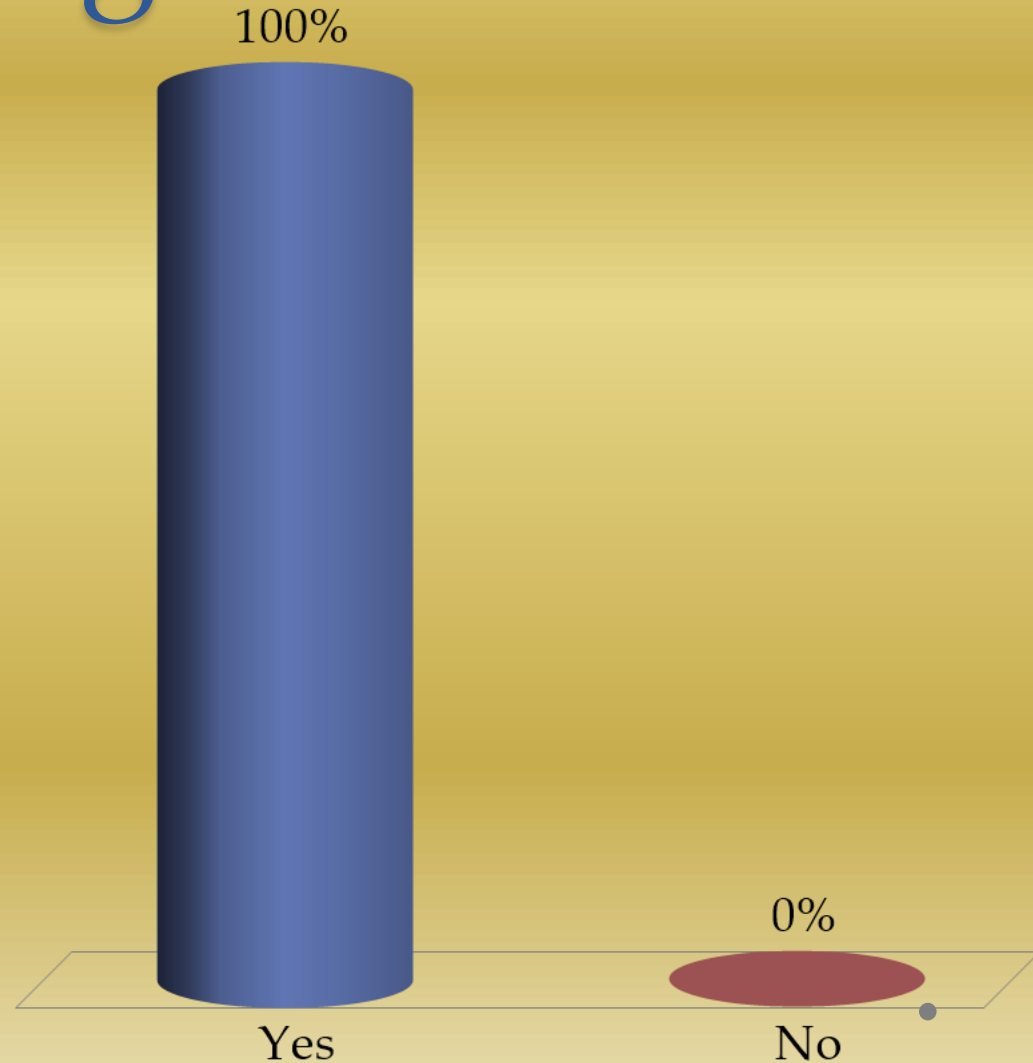
What would you estimate is the average hourly wage you pay (\$/hr)?

- A. <\$10
- B. \$10-\$15
- C. \$16-\$20
- D. >\$20



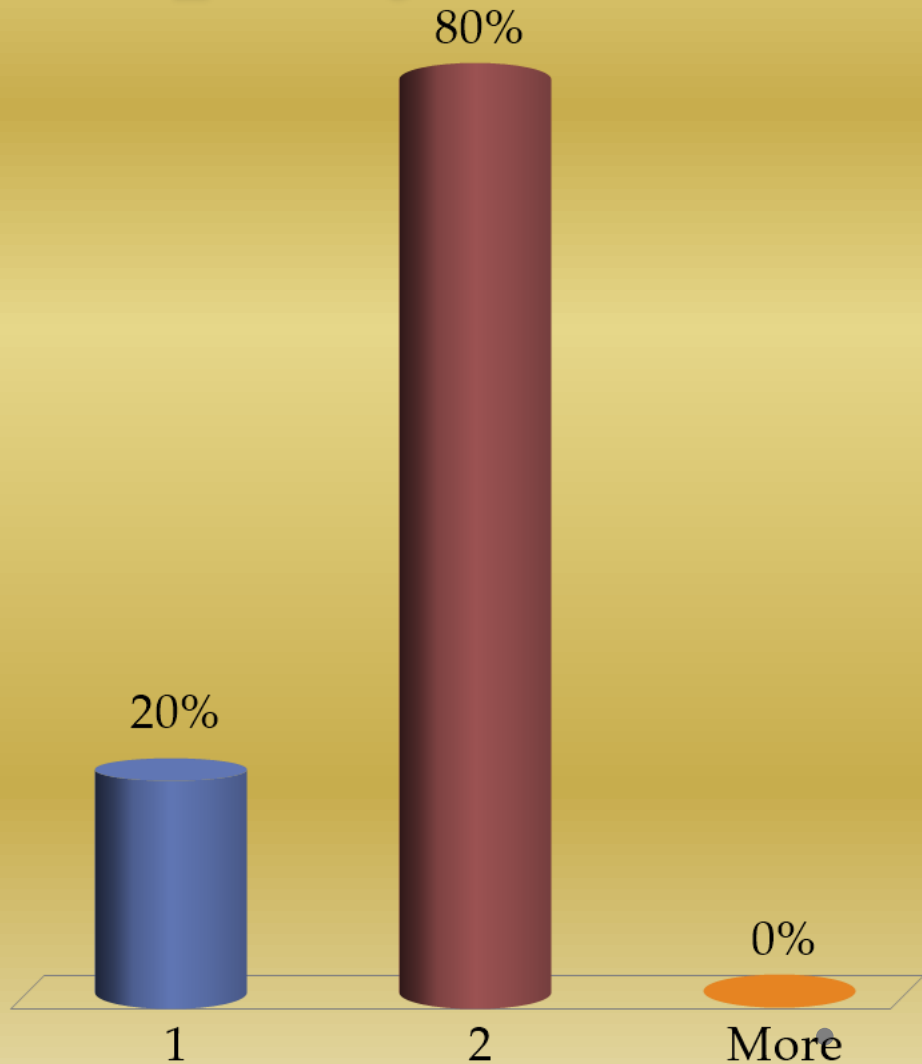
Do you sweep before spraying fields?

- A. Yes
- B. No



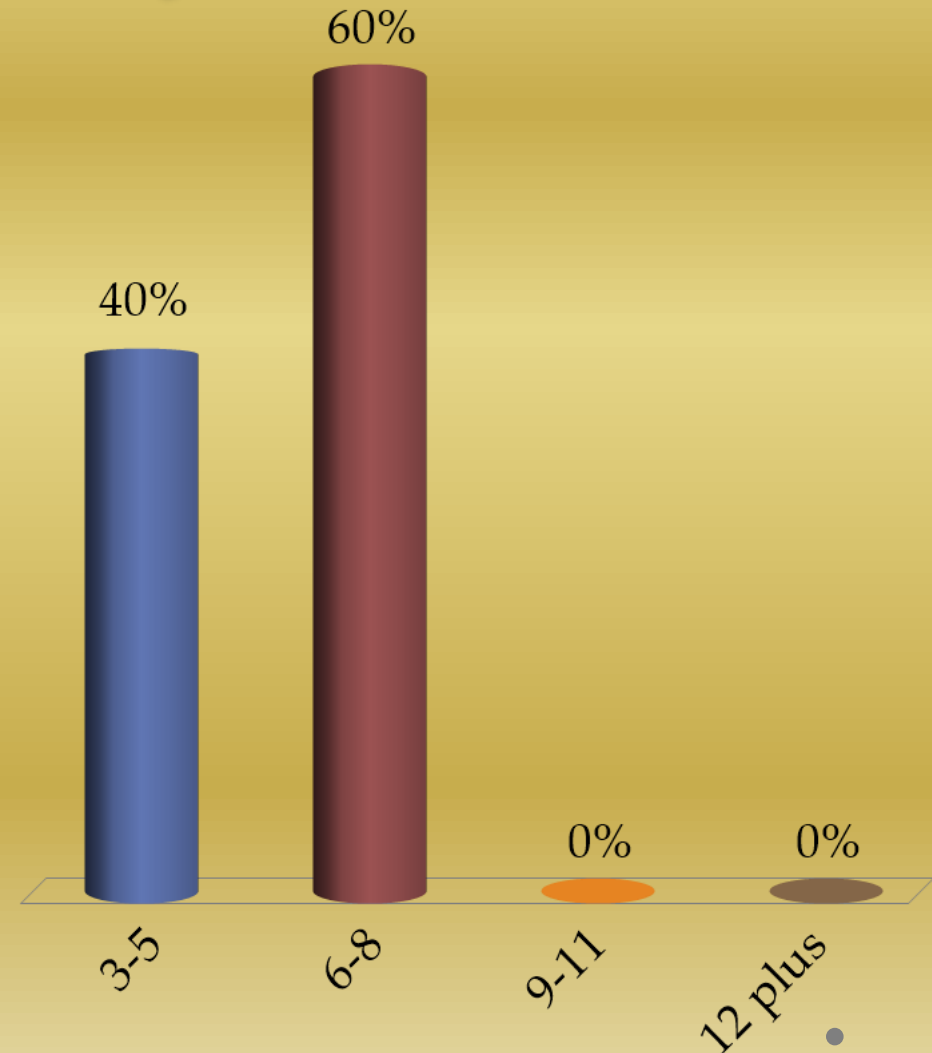
How many pre bloom (cleanup) sprays

- A. 1
- B. 2
- C. More



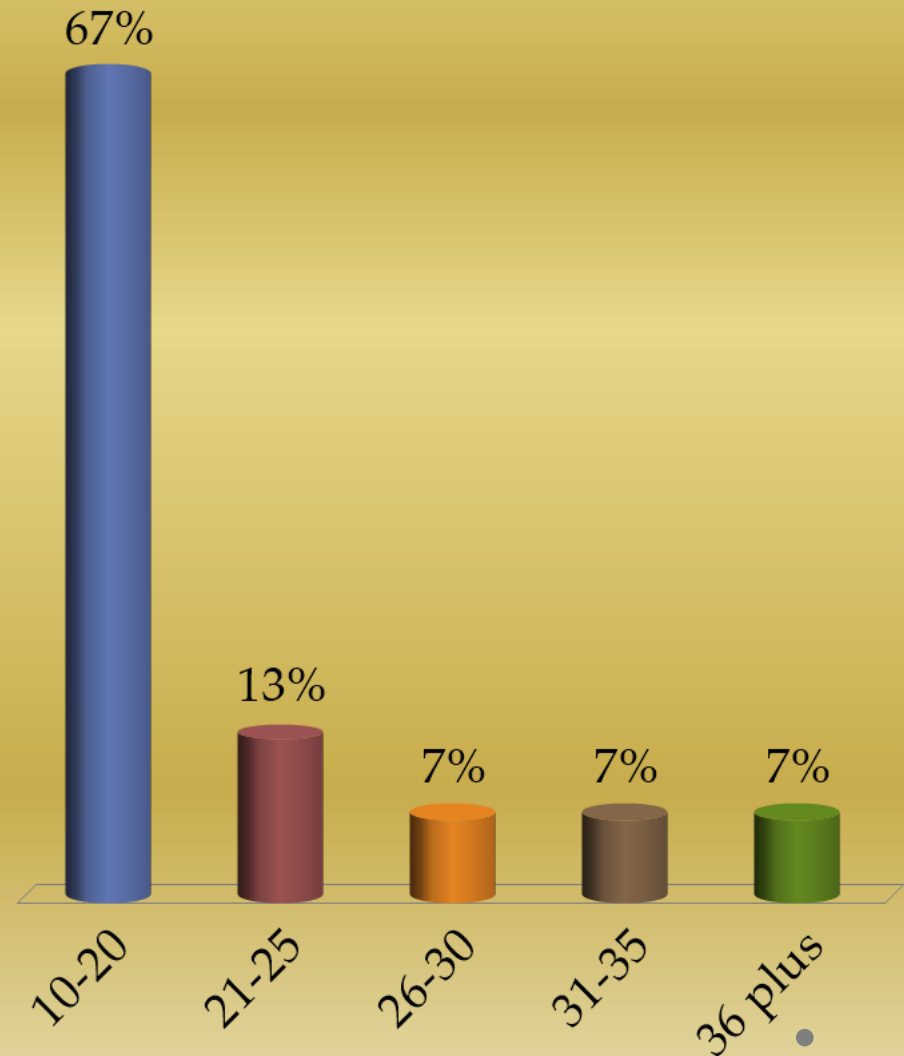
Avg. number of insecticide sprays in 2019?

- A. 3-5
- B. 6-8
- C. 9-11
- D. 12 plus



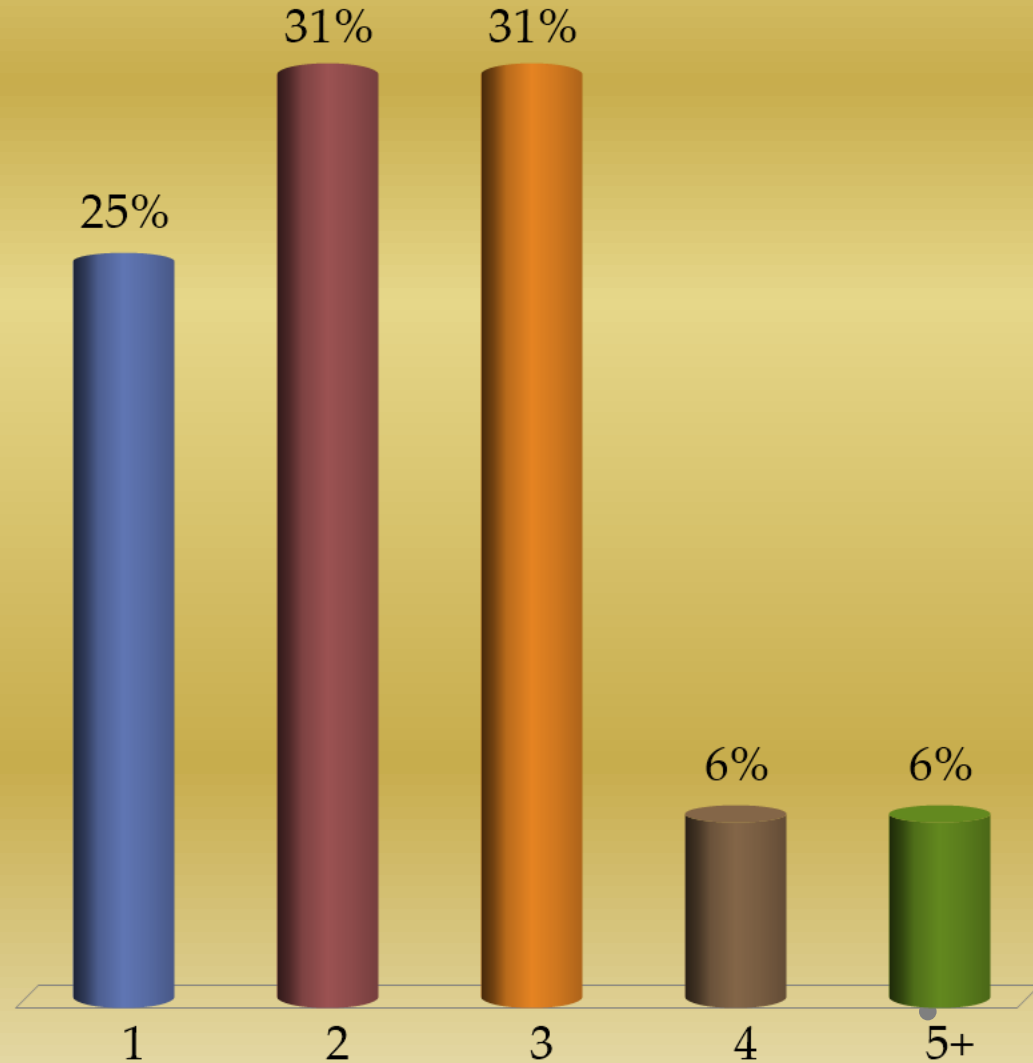
Gallons of water per acre when applying insecticides?

- A. 10-20
- B. 21-25
- C. 26-30
- D. 31-35
- E. 36 plus



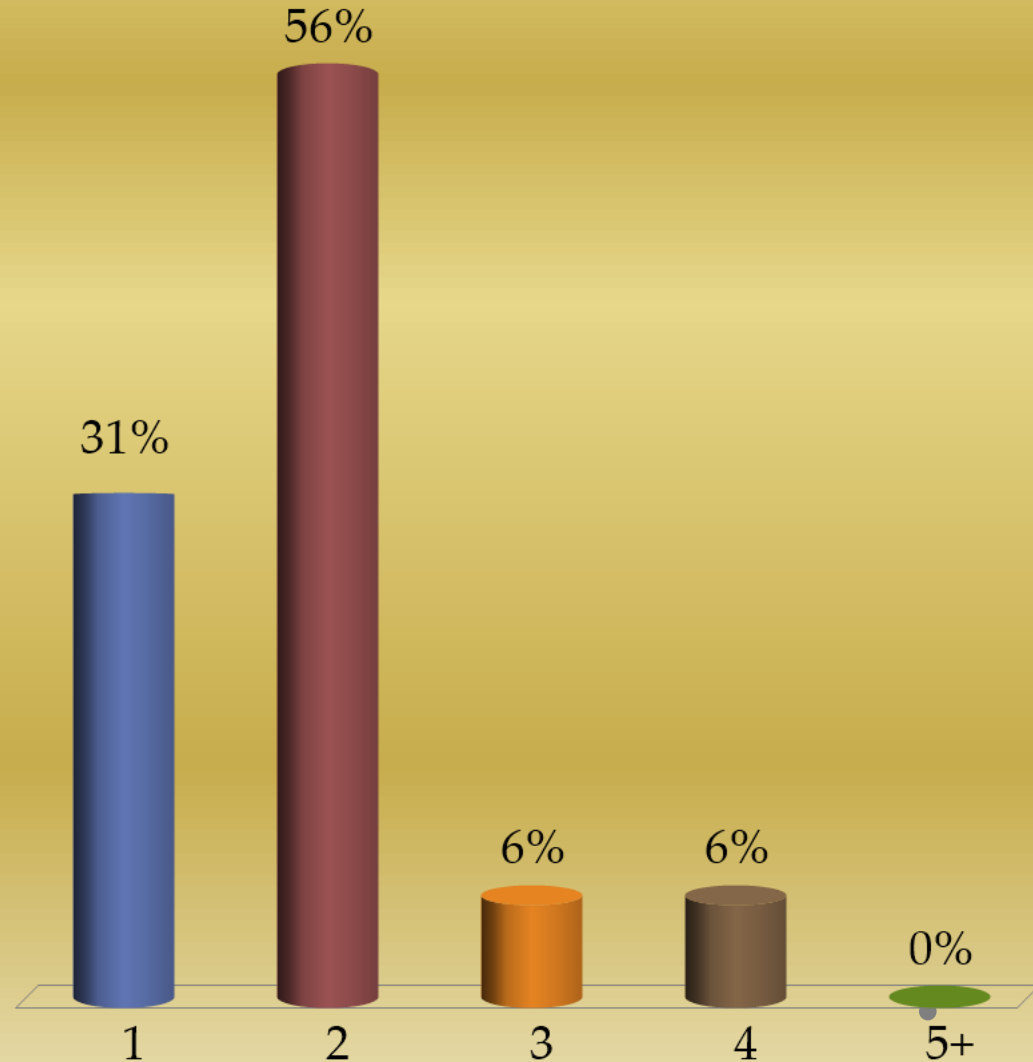
Average lifespan of a field?

- A. 1
- B. 2
- C. 3
- D. 4
- E. 5+



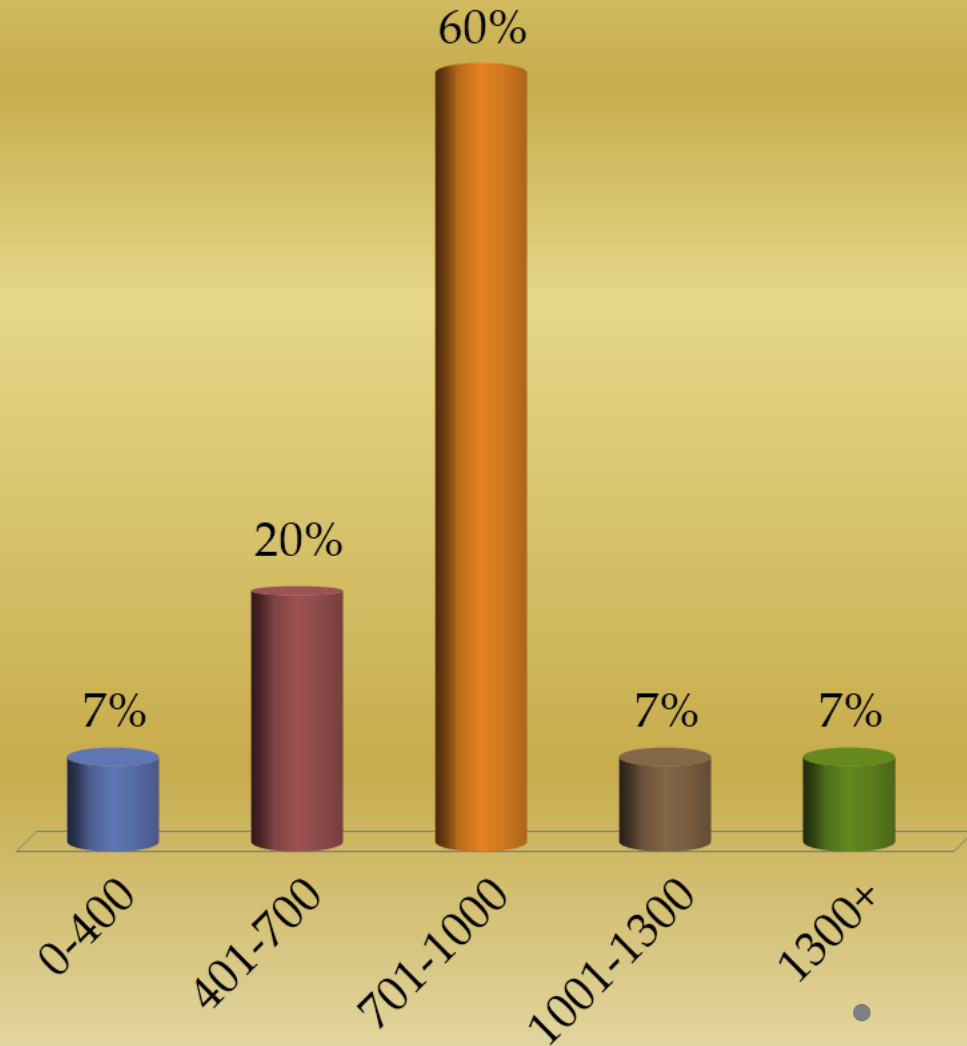
What year is the most productive?

- A. 1
- B. 2
- C. 3
- D. 4
- E. 5+



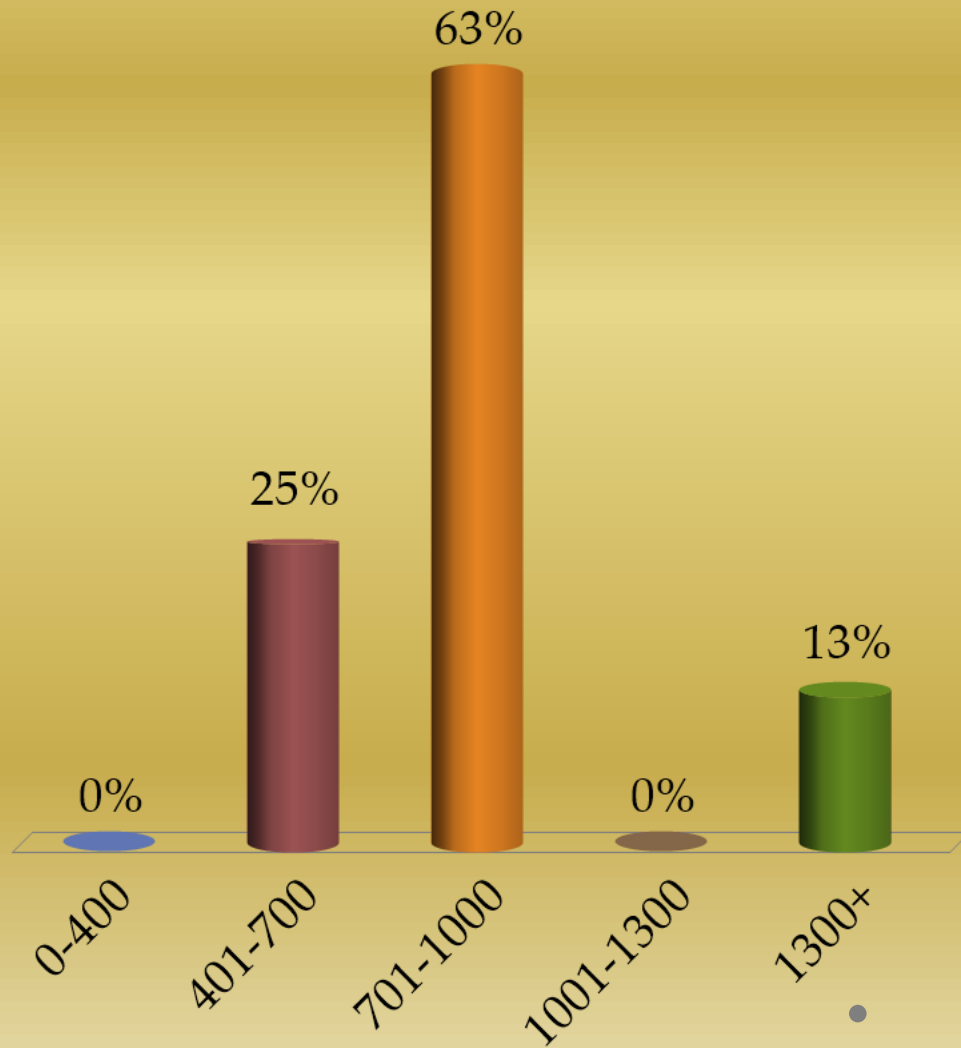
2019 Yields/ac (clean seed):

- A. 0-400
- B. 401-700
- C. 701-1000
- D. 1001-1300
- E. 1300+



What yield will you need to achieve to break even (lbs/ac) in 2020?

- A. 0-400
- B. 401-700
- C. 701-1000
- D. 1001-1300
- E. 1300+



Yield/ac (2019 vs historic):

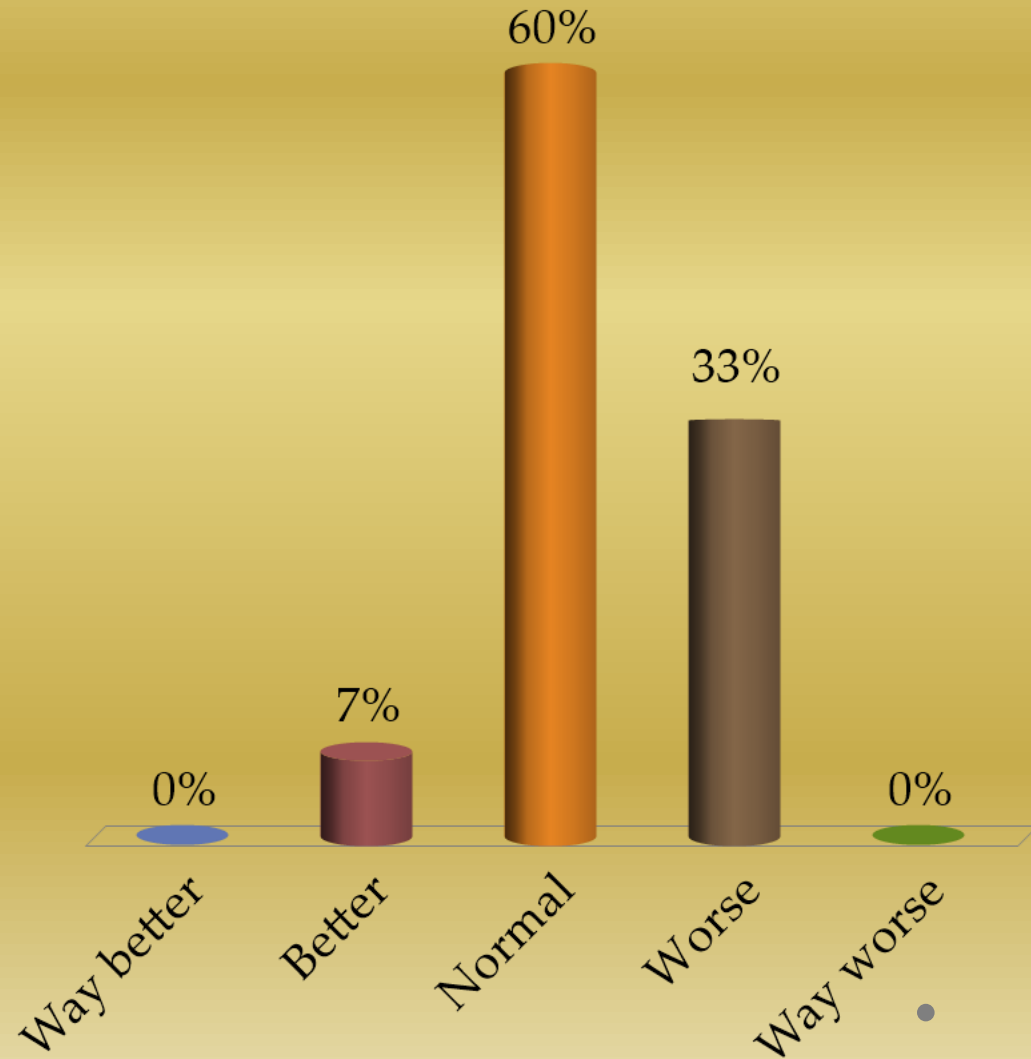
A. Way better

B. Better

C. Normal

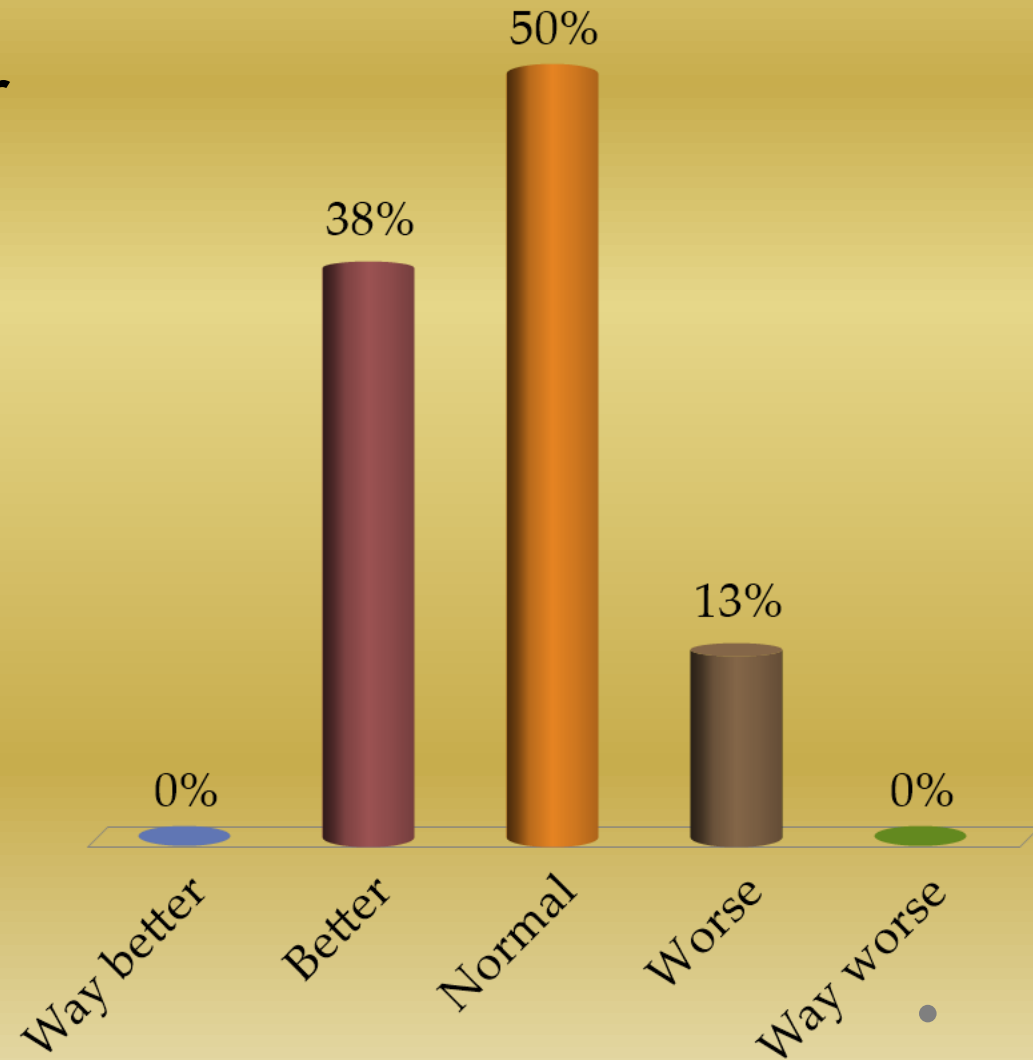
D. Worse

E. Way worse



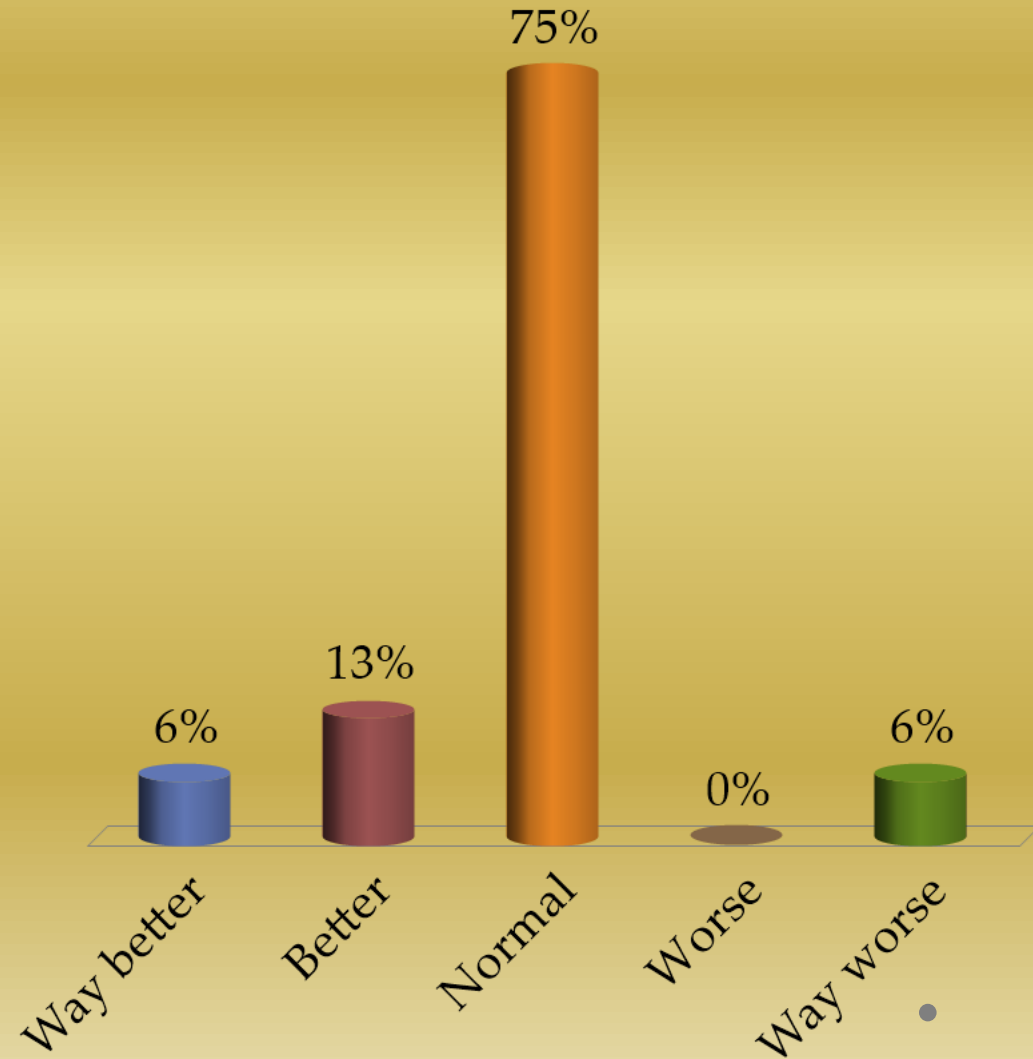
Lygus Pressure (2019 vs historic):

- A. Way better
- B. Better
- C. Normal
- D. Worse
- E. Way worse



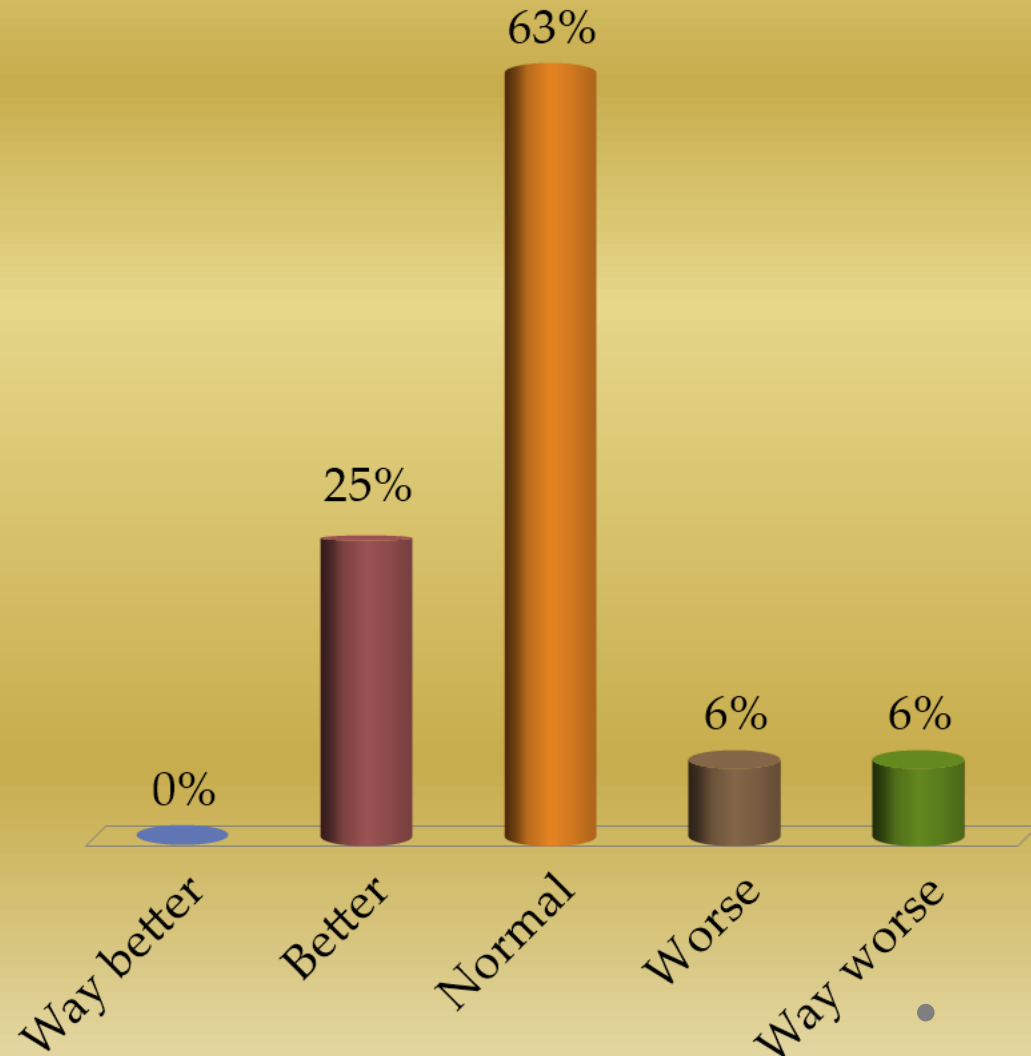
Aphid Pressure (2019 vs historic):

- A. Way better
- B. Better
- C. Normal
- D. Worse
- E. Way worse



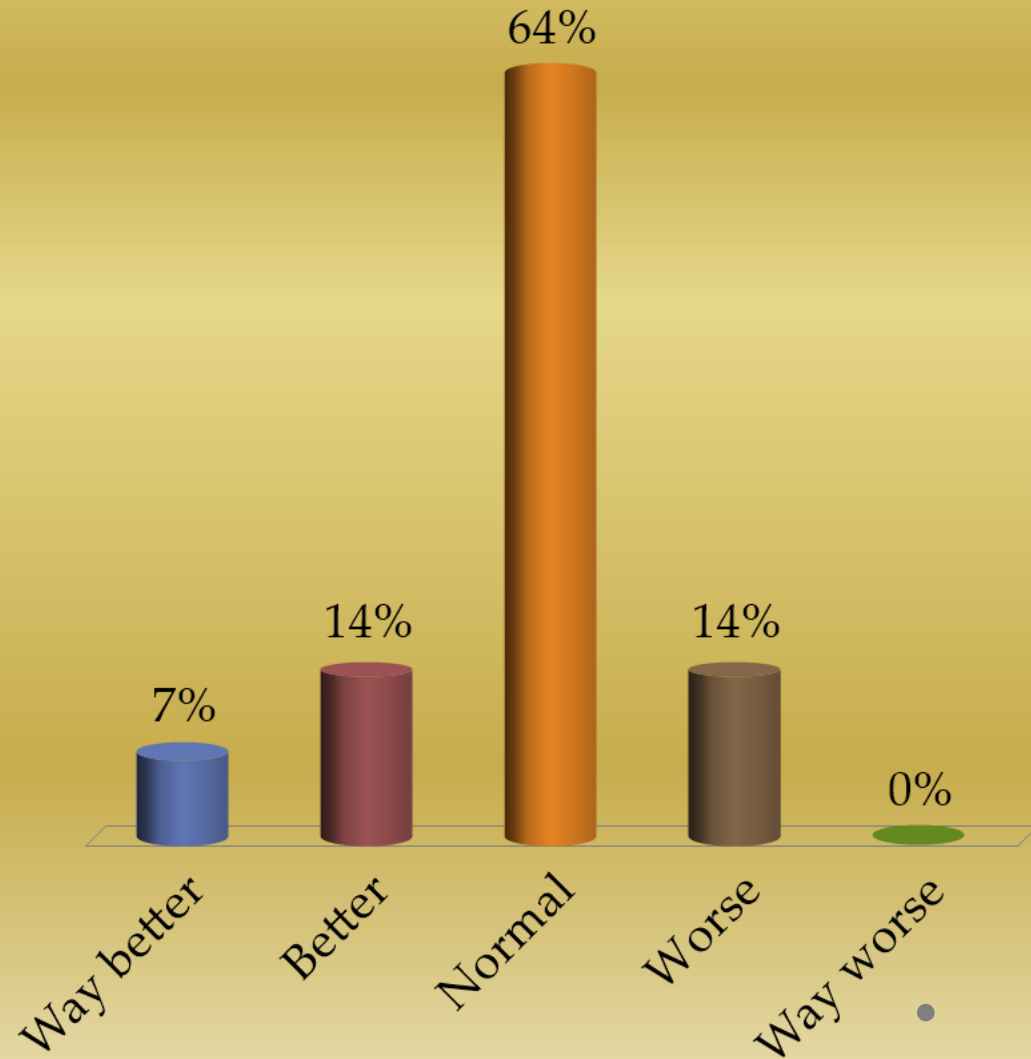
Mite Pressure (2019 vs historic):

- A. Way better
- B. Better
- C. Normal
- D. Worse
- E. Way worse



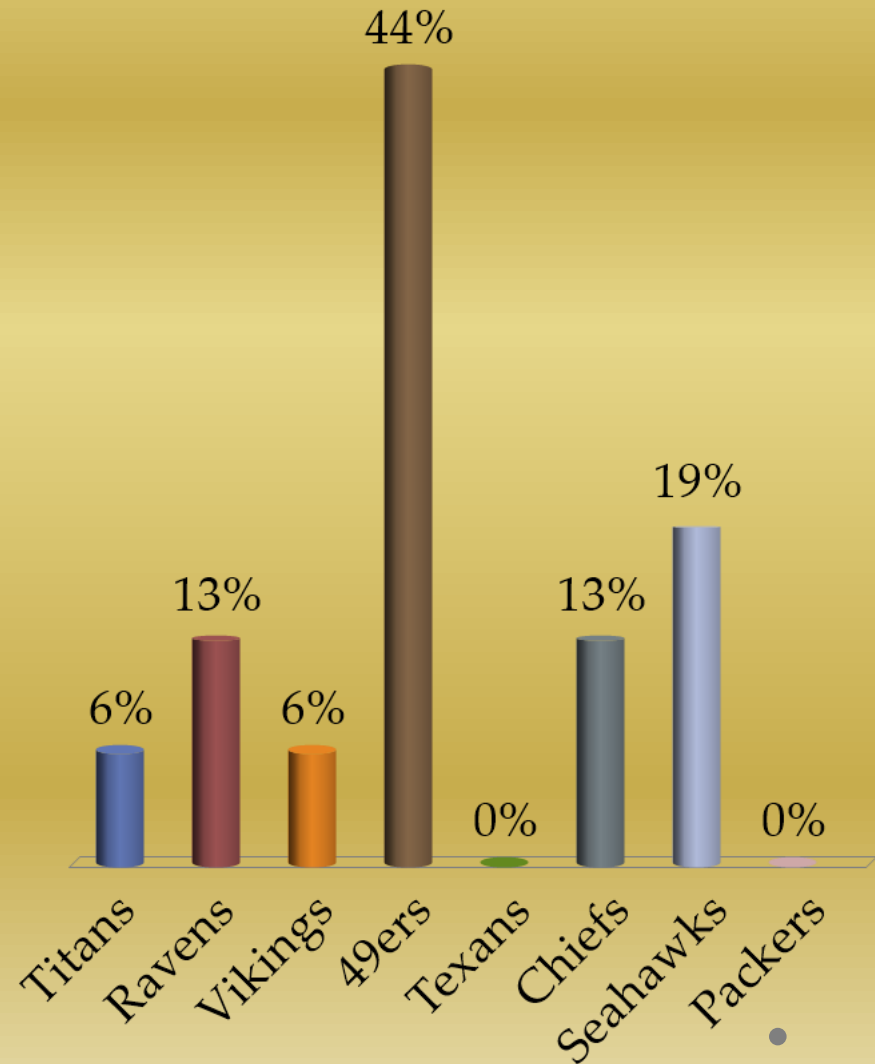
Weed Pressure (2019 vs historic):

- A. Way better
- B. Better
- C. Normal
- D. Worse
- E. Way worse



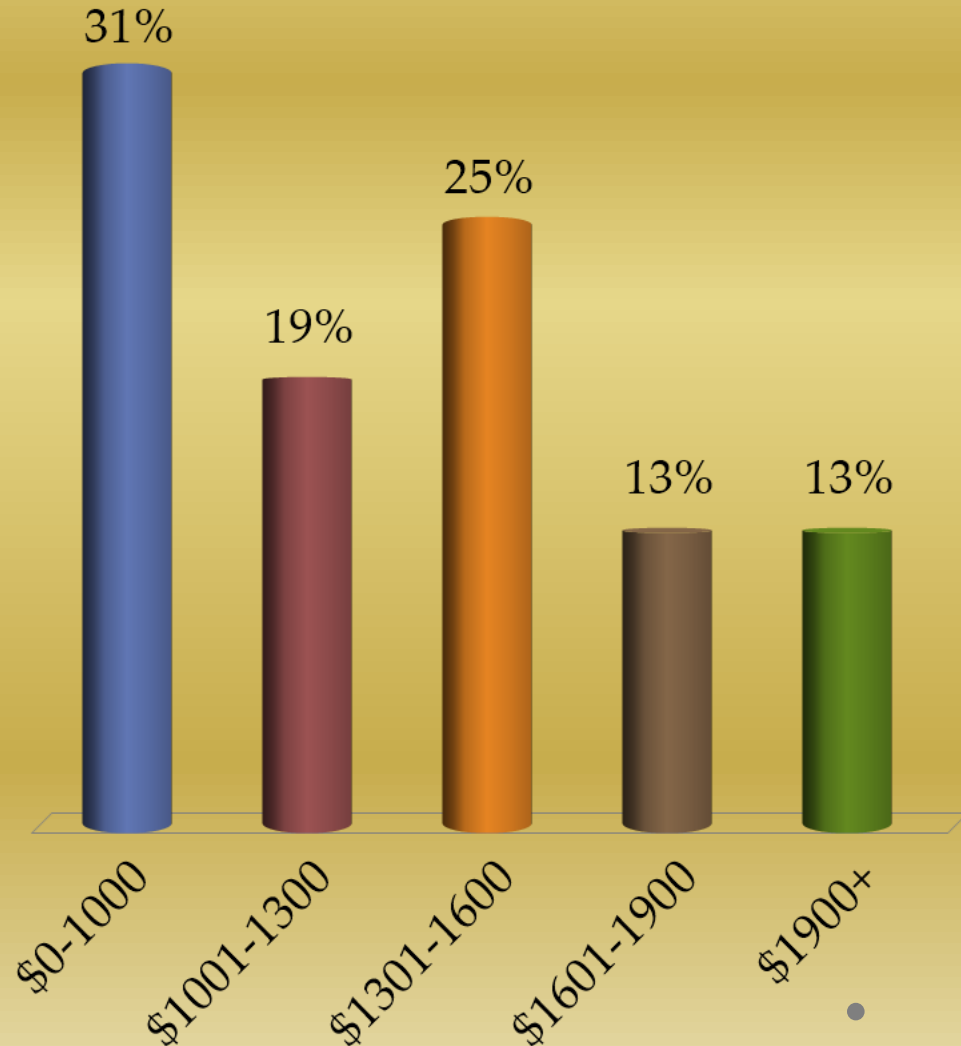
Who is going to win the Superbowl?

- A. Titans
- B. Ravens
- C. Vikings
- D. 49ers
- E. Texans
- F. Chiefs
- G. Seahawks
- H. Packers



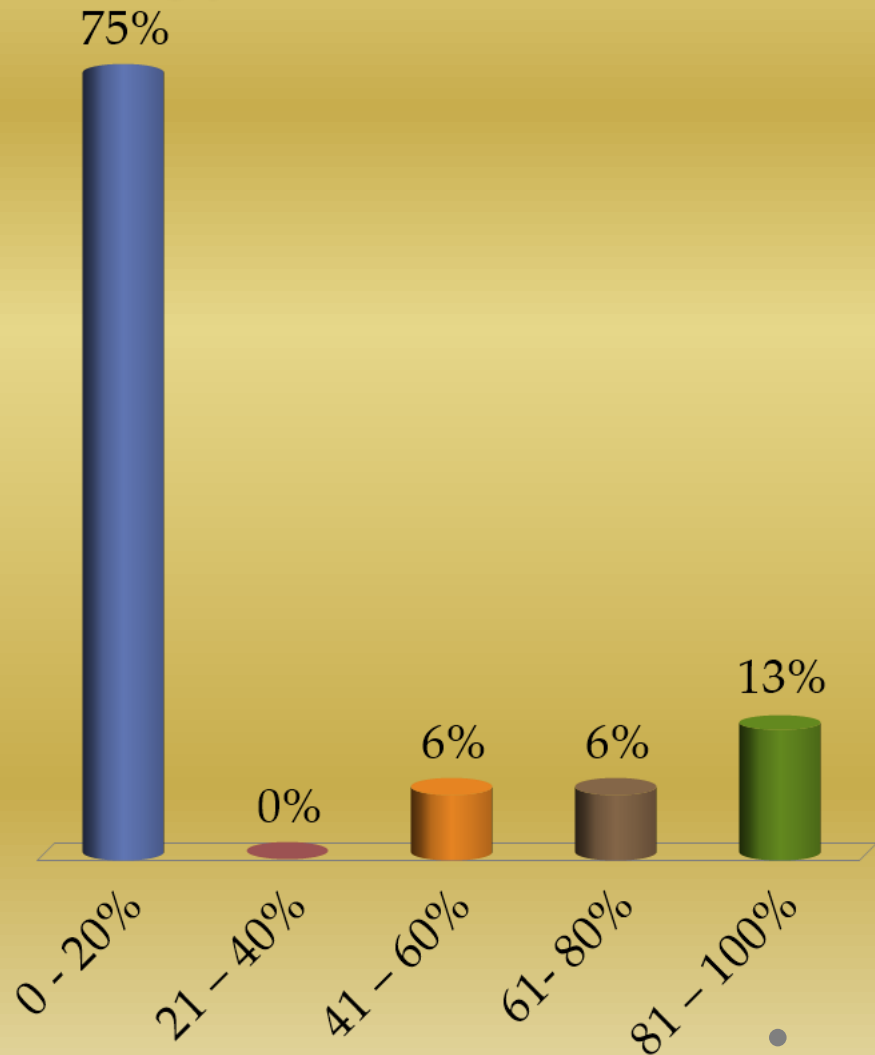
What were your production costs (\$/ac) in 2019?

- A. \$0-1000
- B. \$1001-1300
- C. \$1301-1600
- D. \$1601-1900
- E. \$1900+



What percent of your alfalfa seed production is technology (RR, HX)?

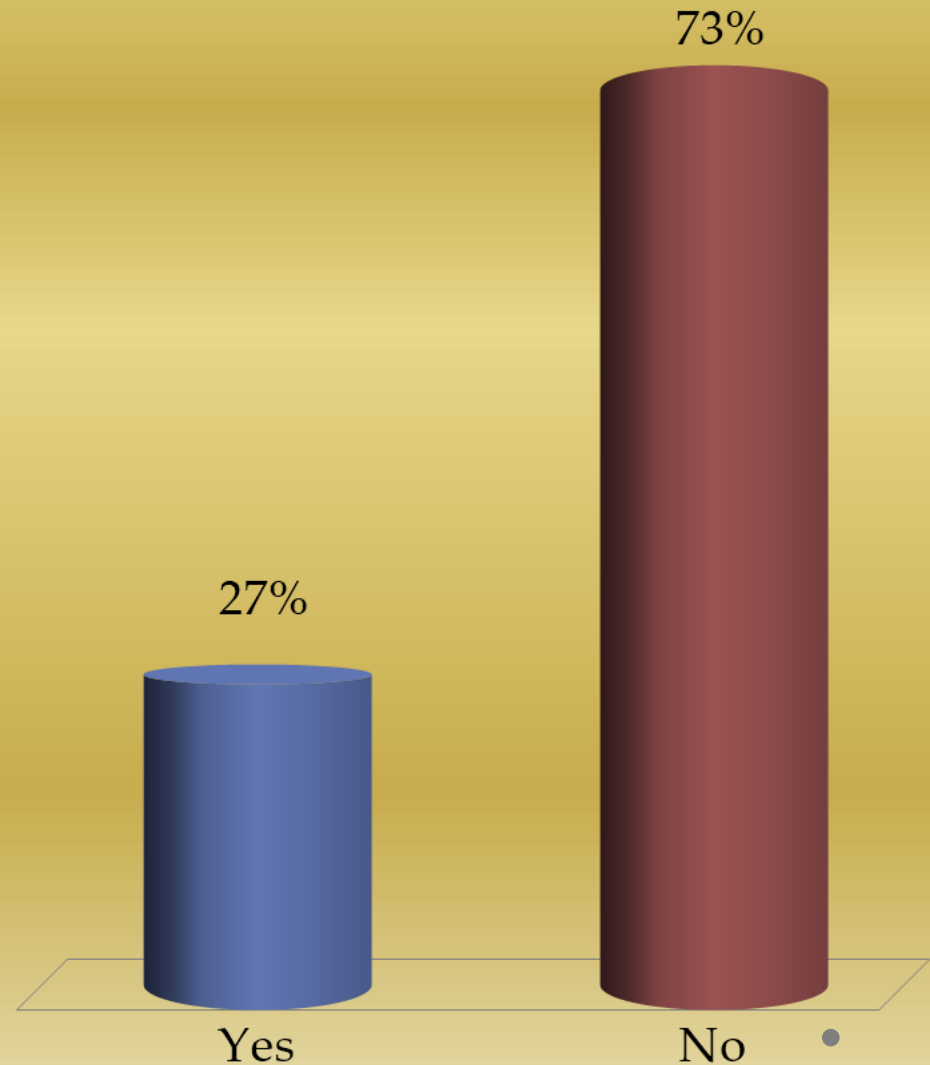
- A. 0 - 20%
- B. 21 - 40%
- C. 41 - 60%
- D. 61 - 80%
- E. 81 - 100%



Do you use aerial technology such as drones or satellite imagery on your farm?

A. Yes

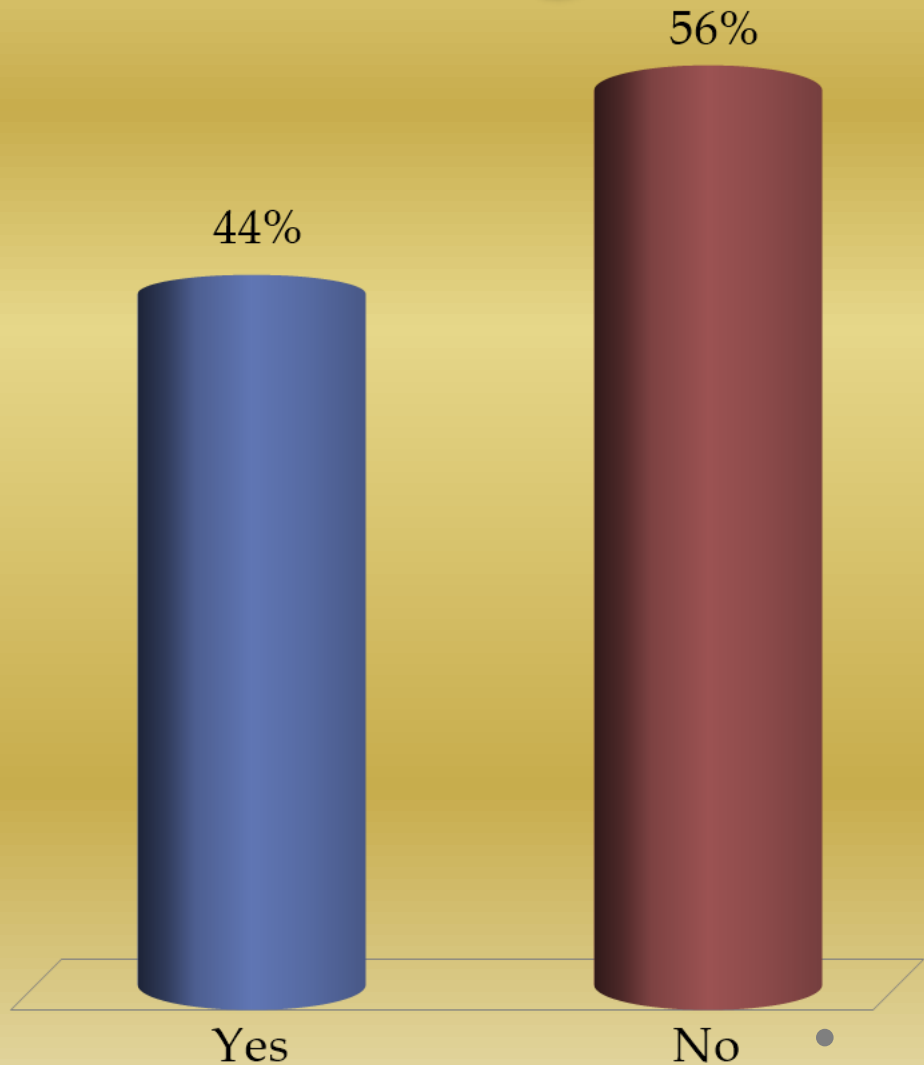
B. No



Do you use on-farm weather monitoring?

A. Yes

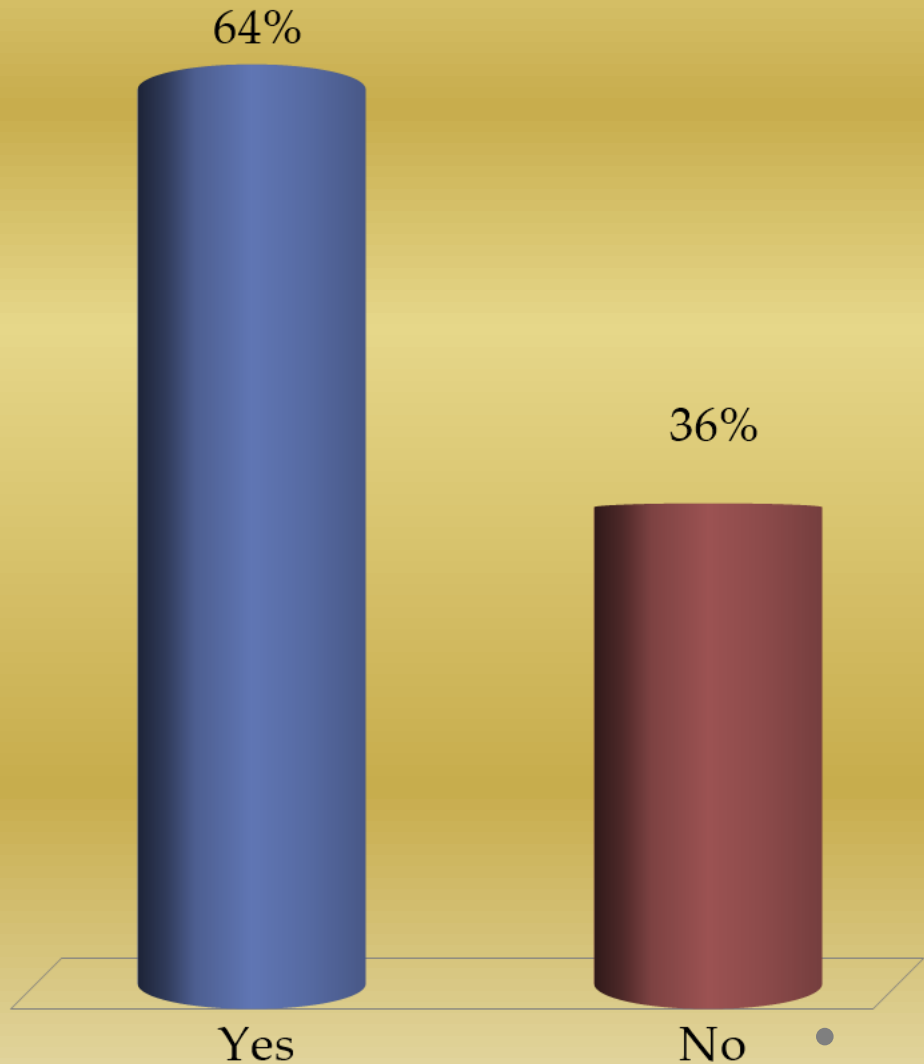
B. No



Do you have temperature/alert monitoring in your bee incubators?

A. Yes

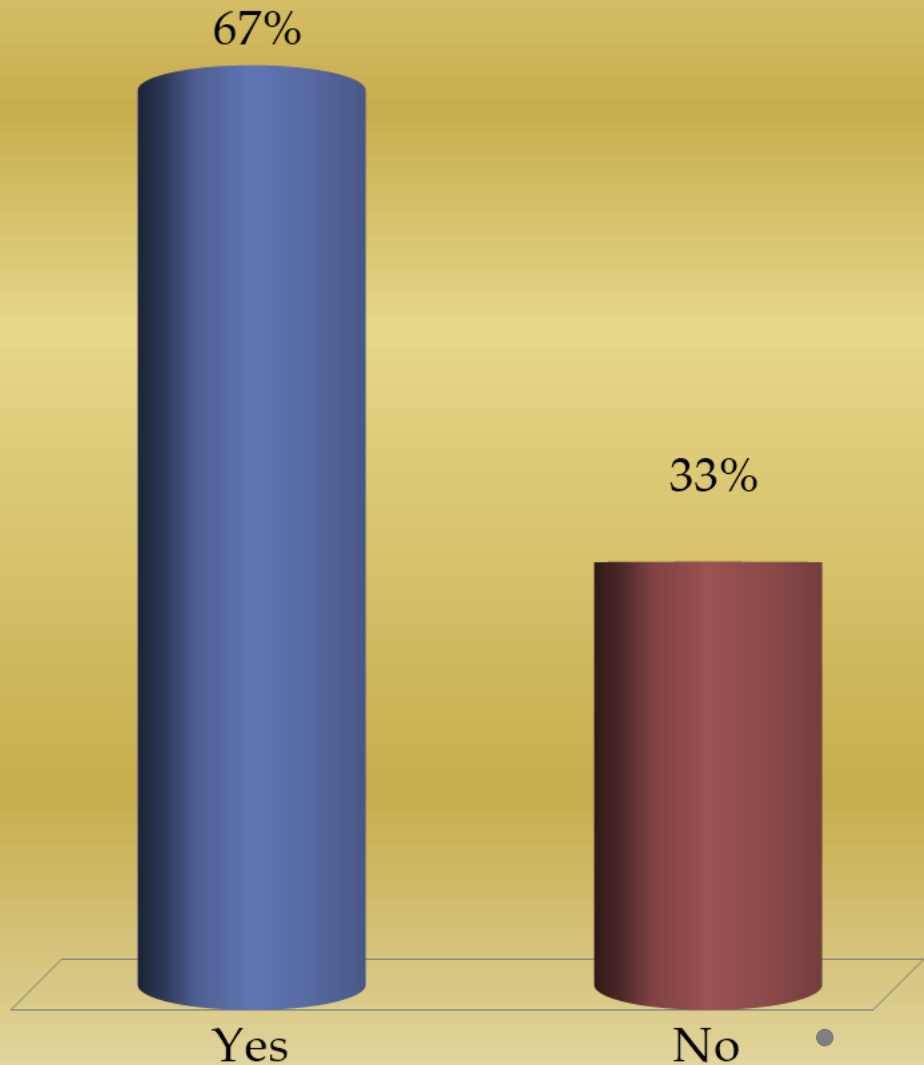
B. No



Do you require quality data prior to purchasing leaf cutter bees?

A. Yes

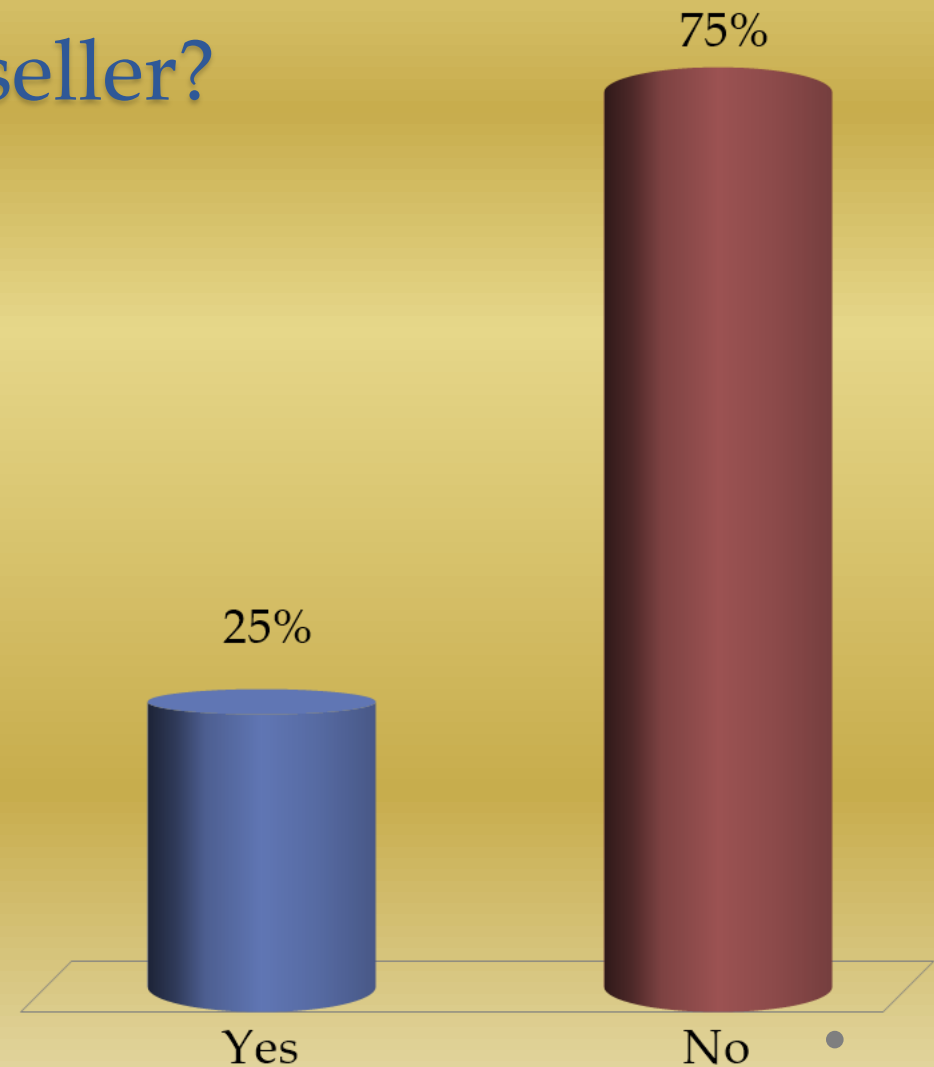
B. No



Do you independently test LCBs after delivery to verify the analysis provided by the seller?

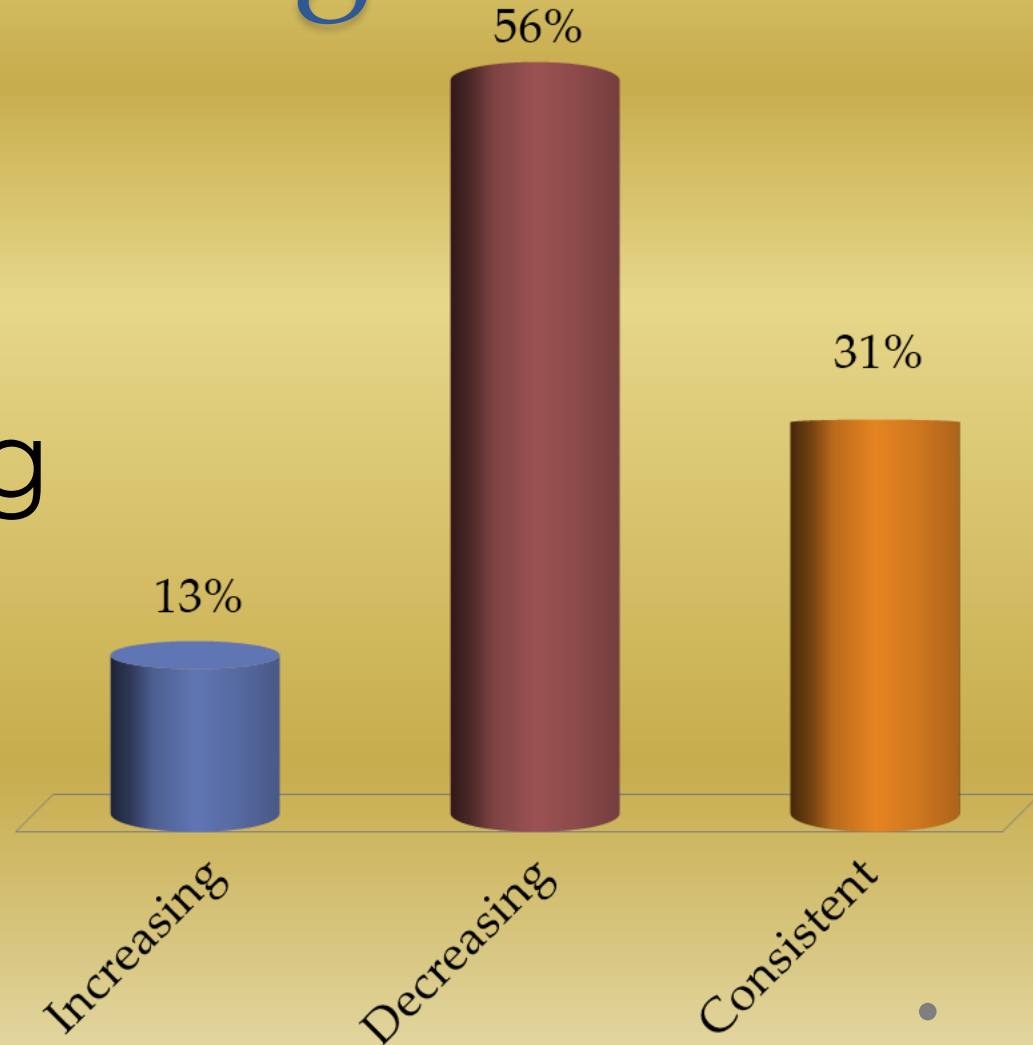
A. Yes

B. No



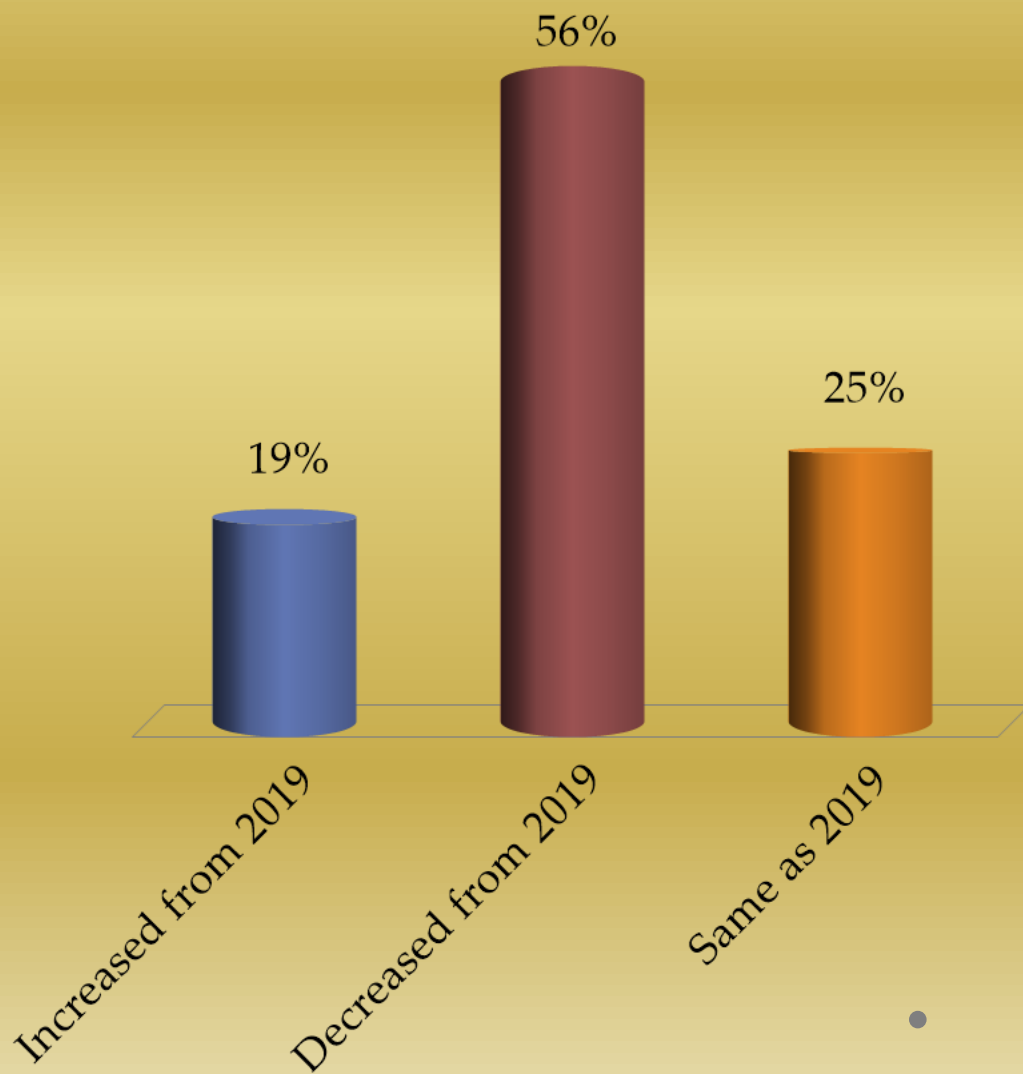
Long term acreage trends: is your acreage.....?

- A. Increasing
- B. Decreasing
- C. Consistent



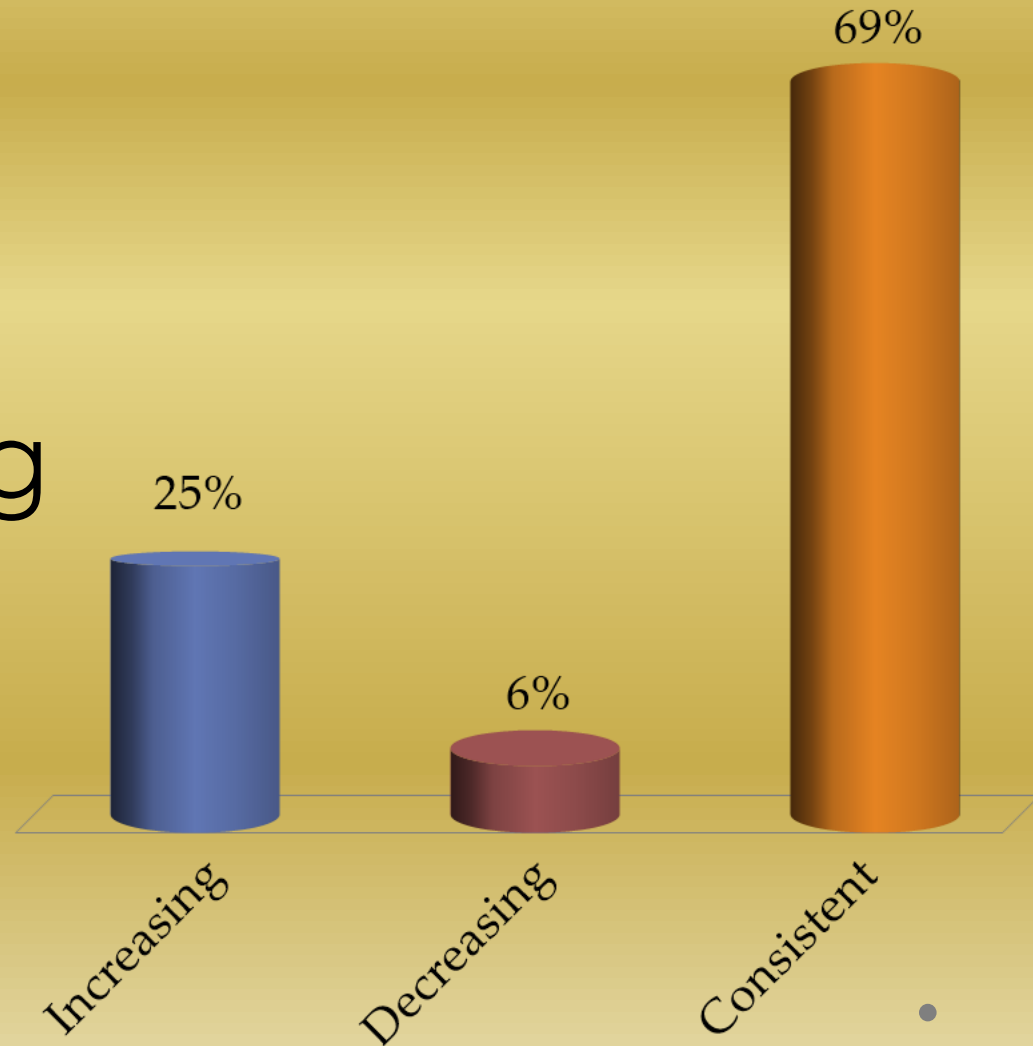
In 2020 my acres will be...

- A. Increased from 2019
- B. Decreased from 2019
- C. Same as 2019



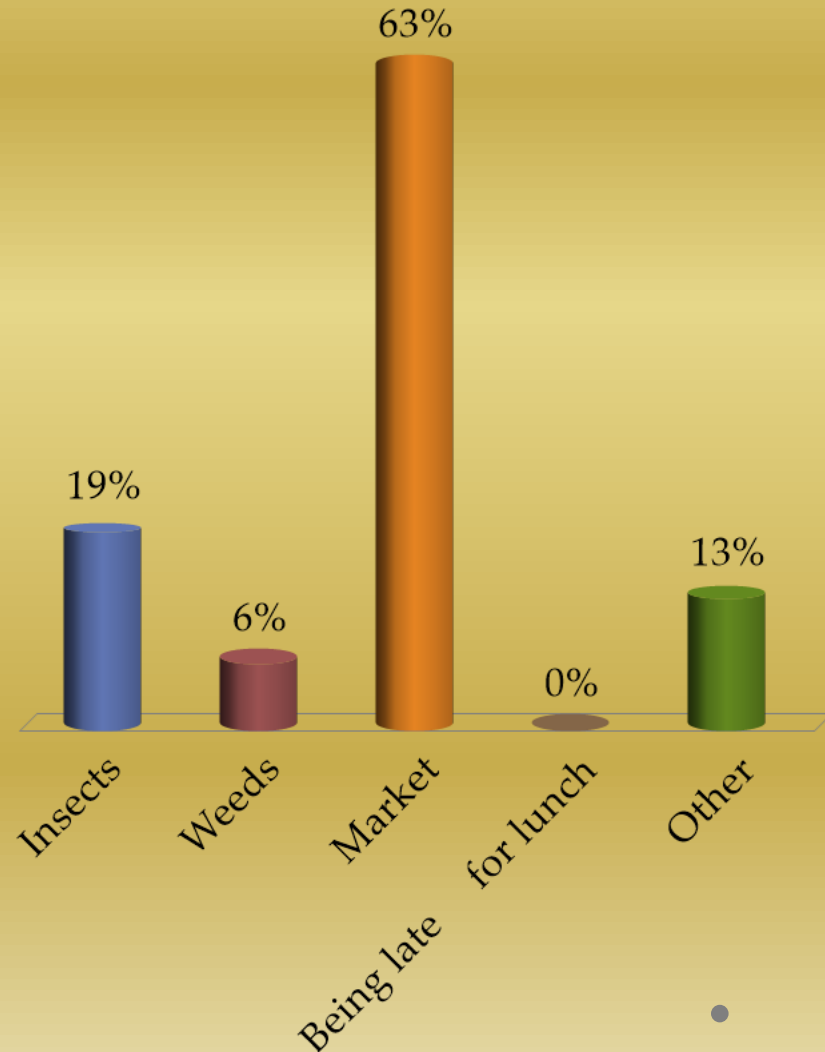
Yield trends: do you feel your yields are....?

- A. Increasing
- B. Decreasing
- C. Consistent



End of the day: Your biggest concern?

- A. Insects
- B. Weeds
- C. Market
- D. Being late for lunch
- E. Other



Thank you!



WEALTH

The best things in life are free,
but only if you set your standards insanely low