

Alfalfa Seed Growers' Survey

Winter Seed Conference
New Orleans, LA
January 28, 2019



Plan Today

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

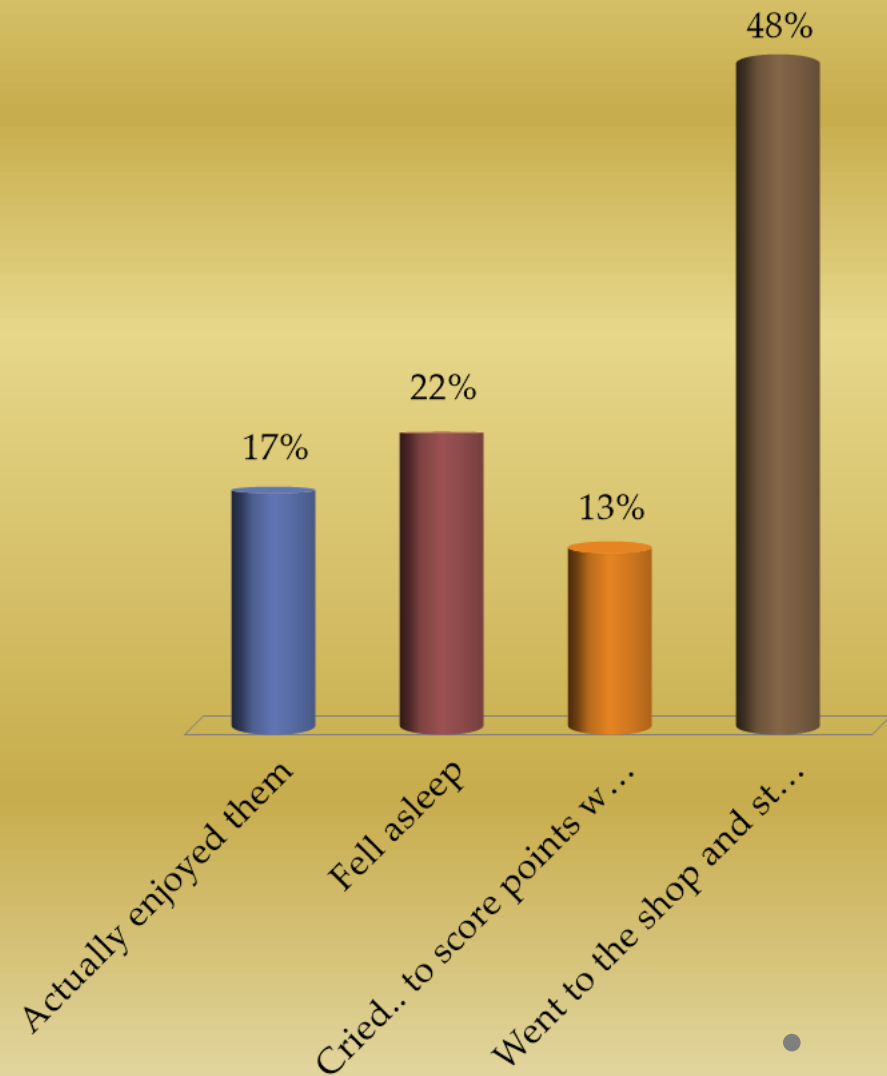


PNWPestAlert.net



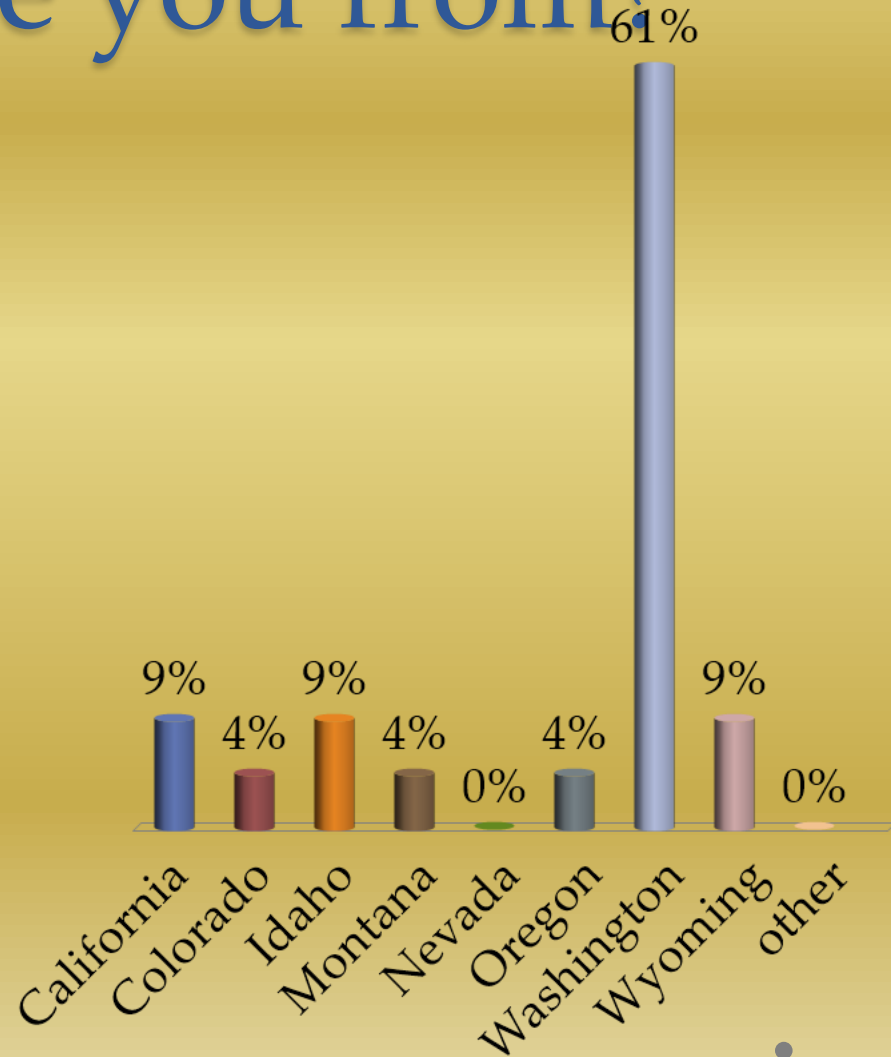
Over the holidays you were forced to watch Hallmark movies and...

- A. Actually enjoyed them
- B. Fell asleep
- C. Cried.. to score points with your wife
- D. Went to the shop and started on a six pack



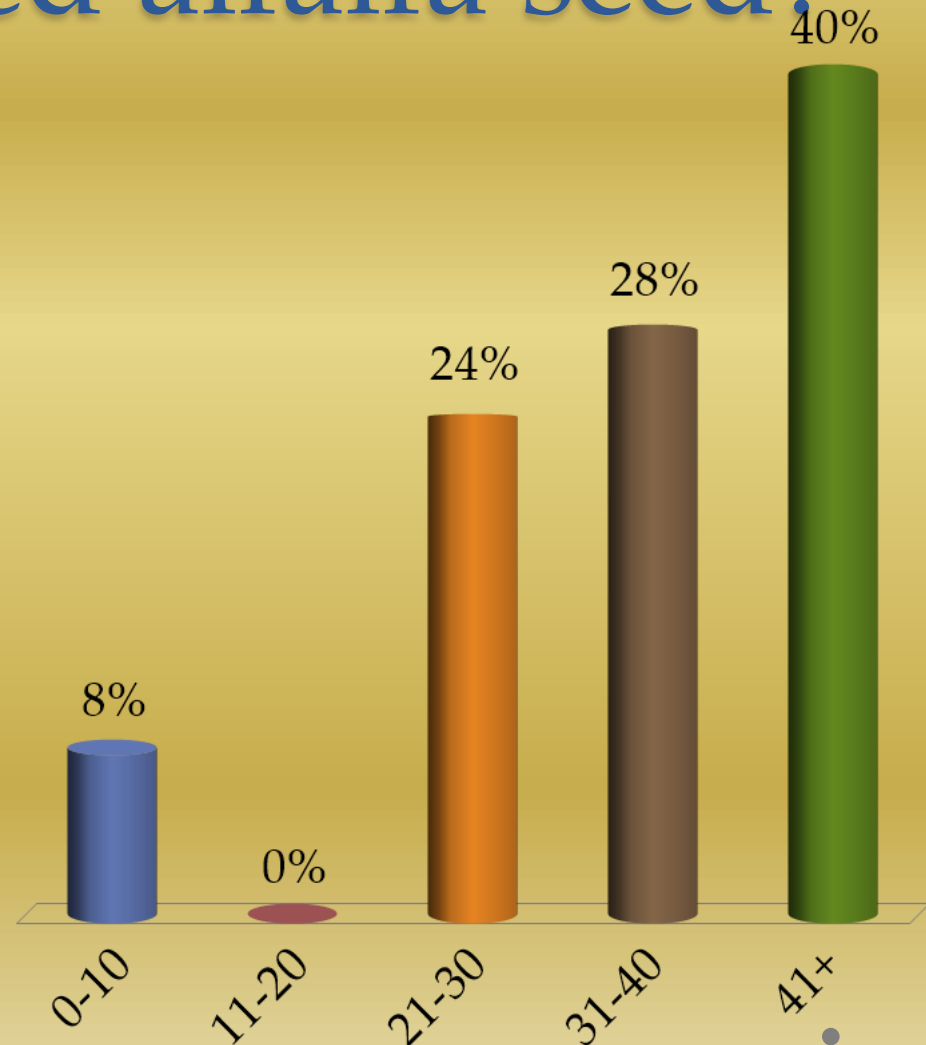
What state are you from?

- A. California
- B. Colorado
- C. Idaho
- D. Montana
- E. Nevada
- F. Oregon
- G. Washington
- H. Wyoming
- I. other



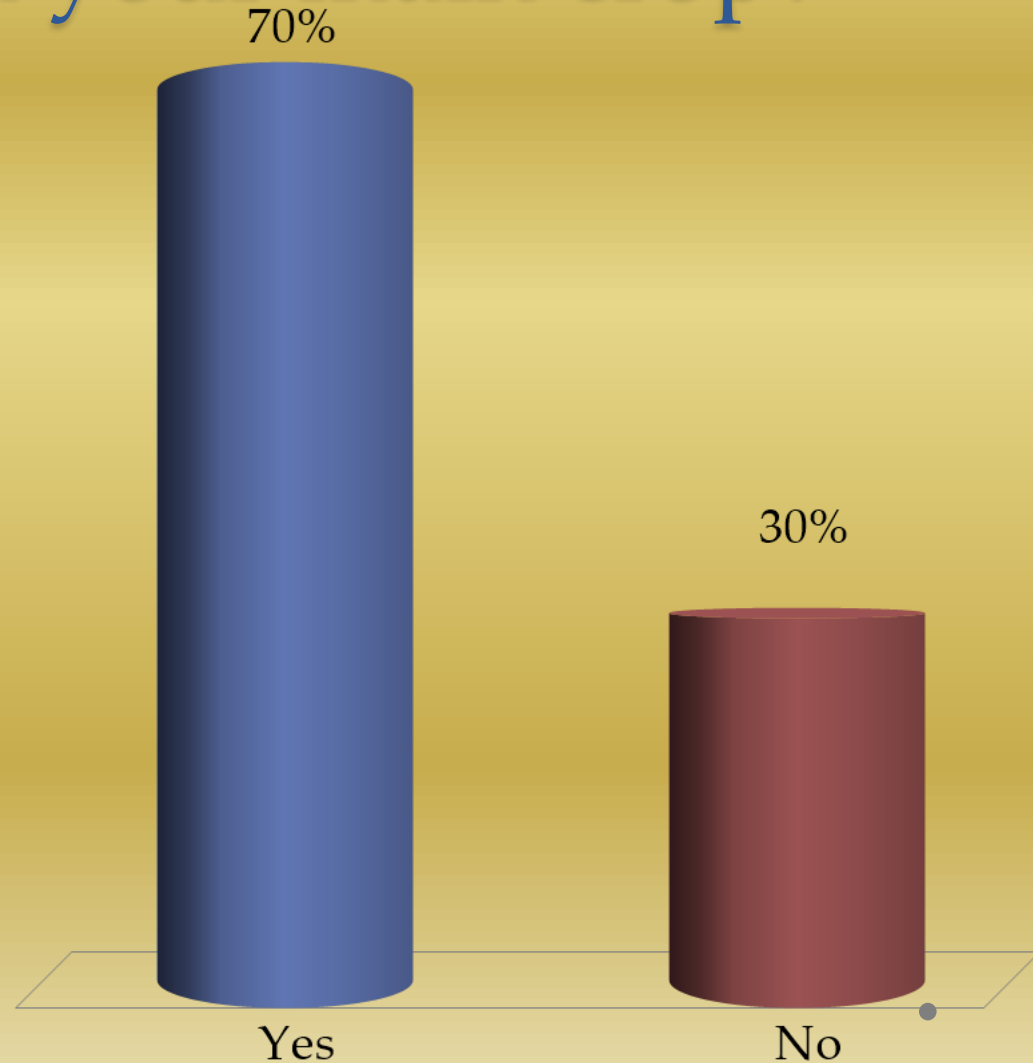
How many years has your operation raised alfalfa seed?

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



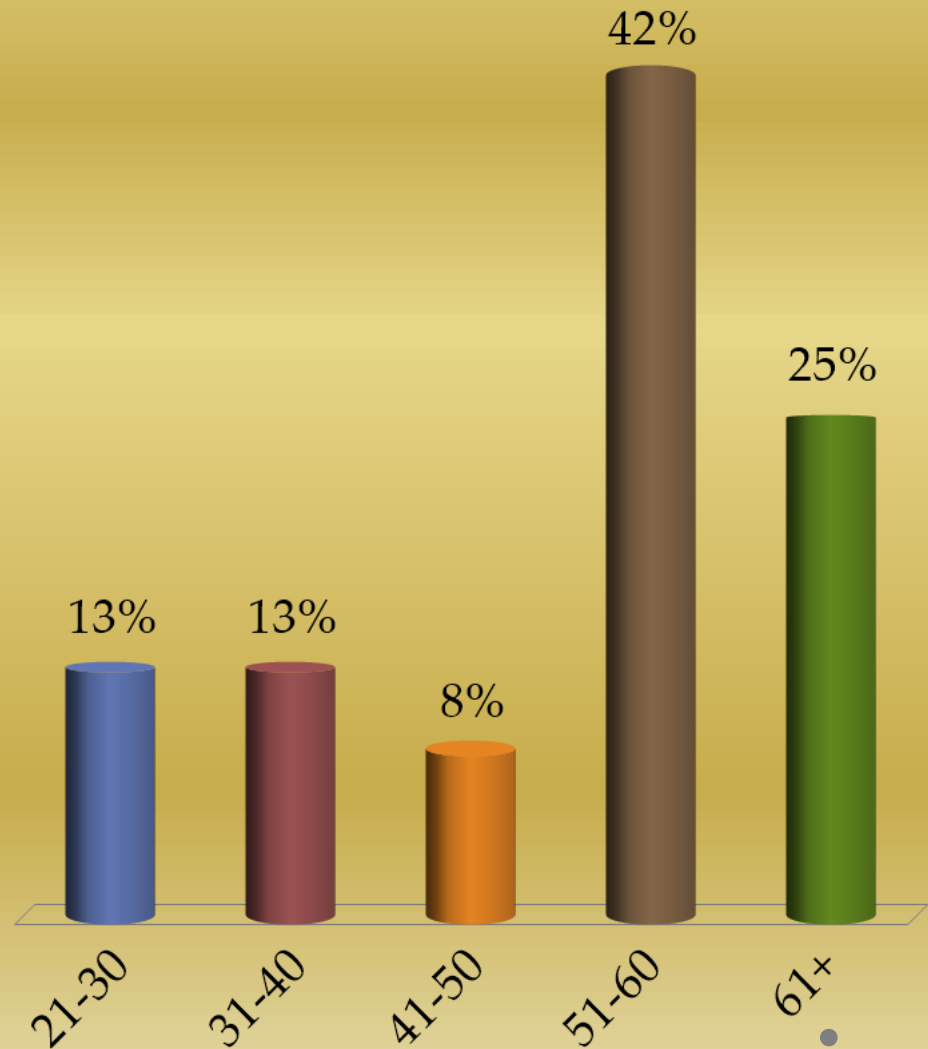
Is alfalfa seed your main crop?

- A. Yes
- B. No



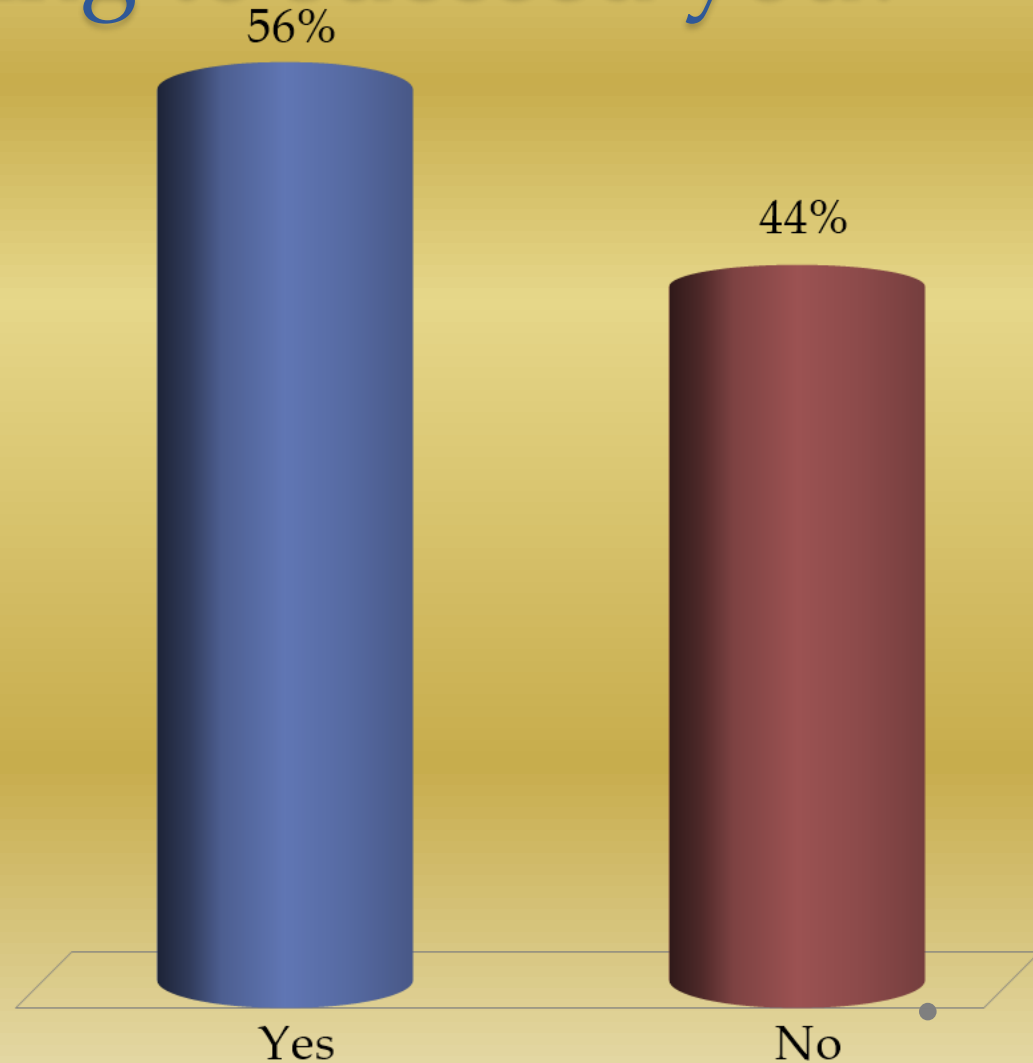
What is your age?

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



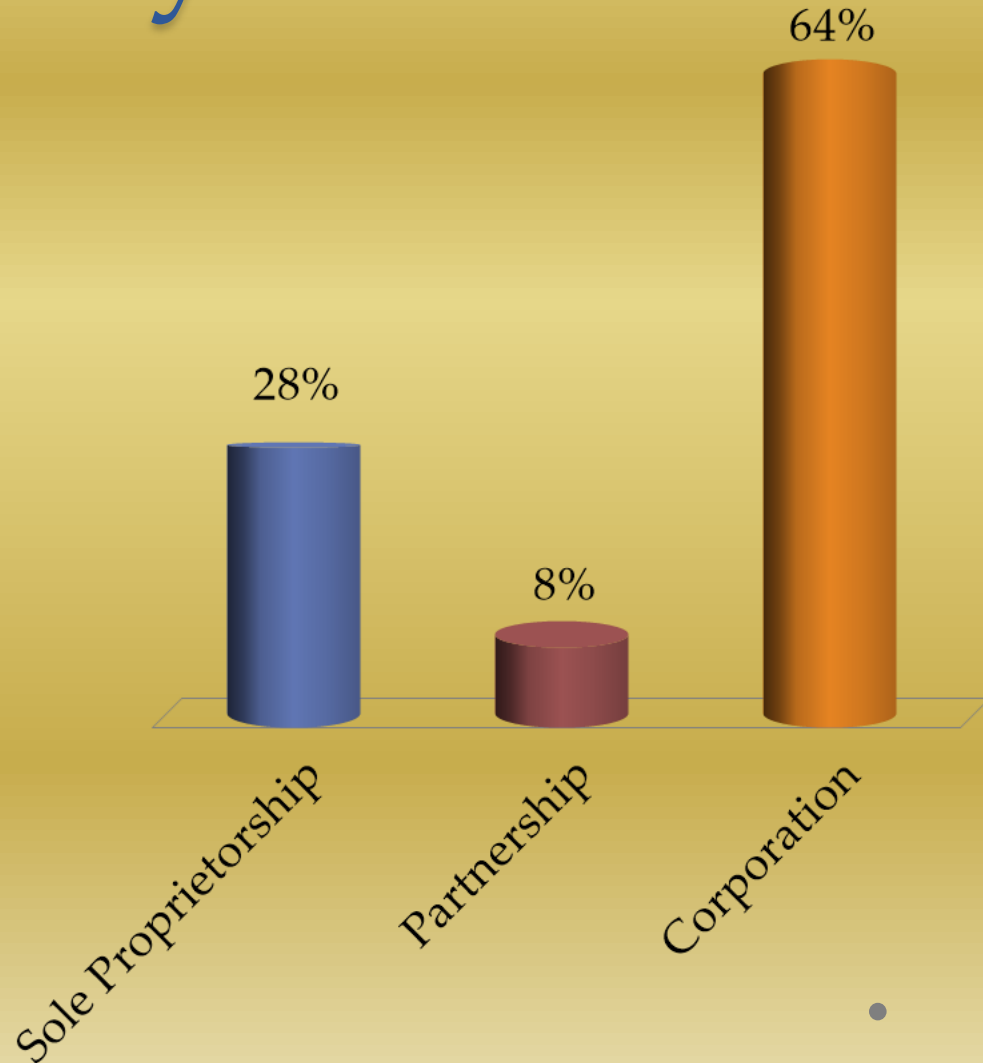
Do you have a son/daughter/family member planning to succeed you?

- A. Yes
- B. No



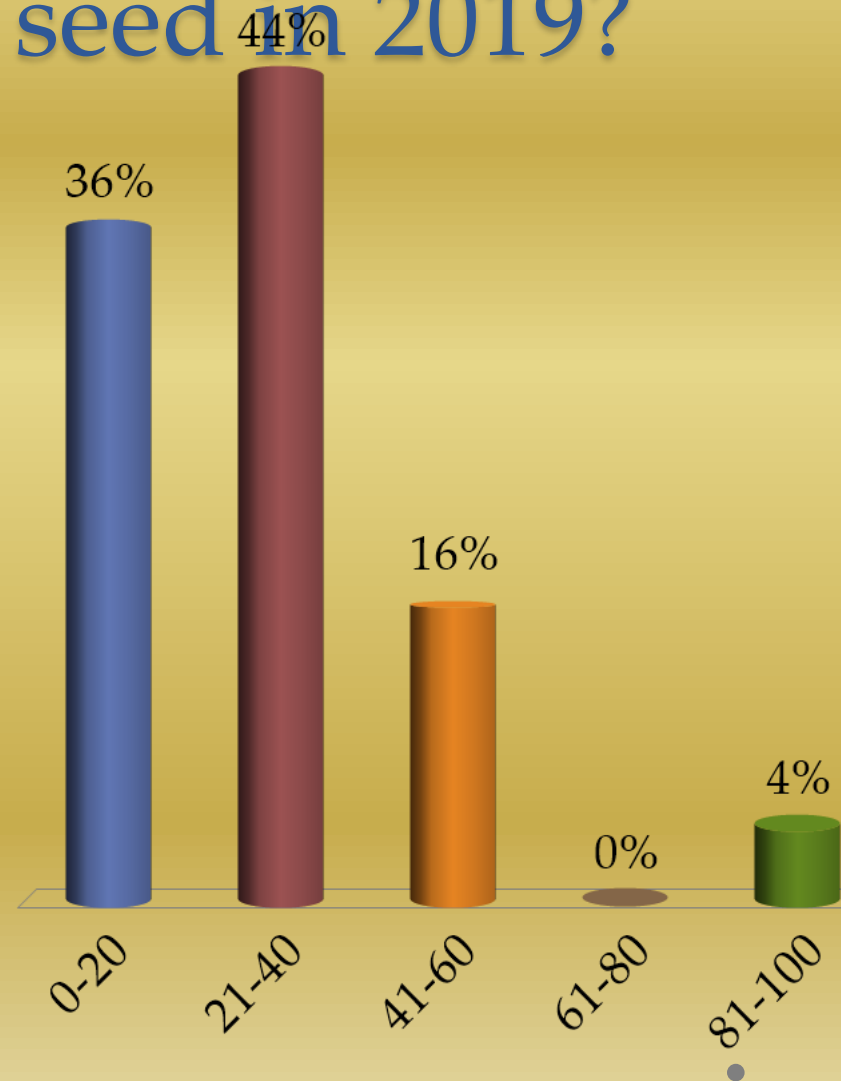
What form of farming operation do you have?

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



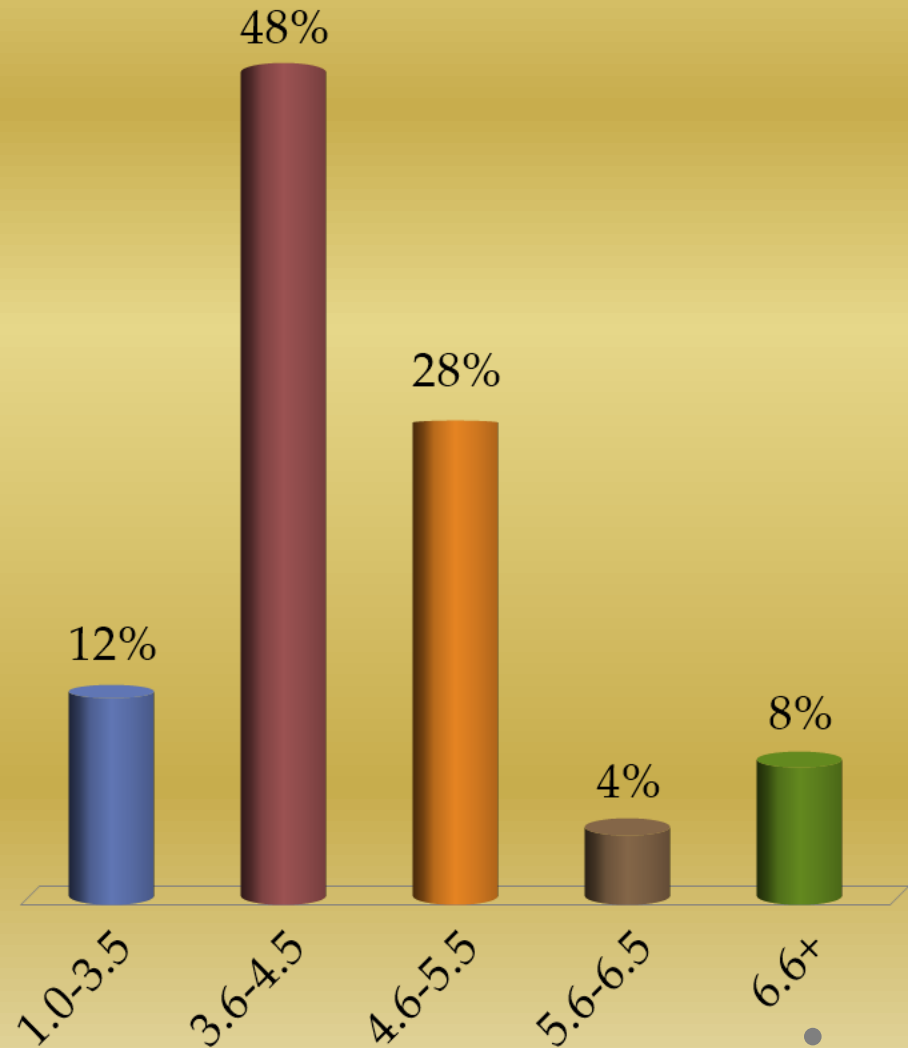
What percent of your farm will be planted to alfalfa seed in 2019?

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



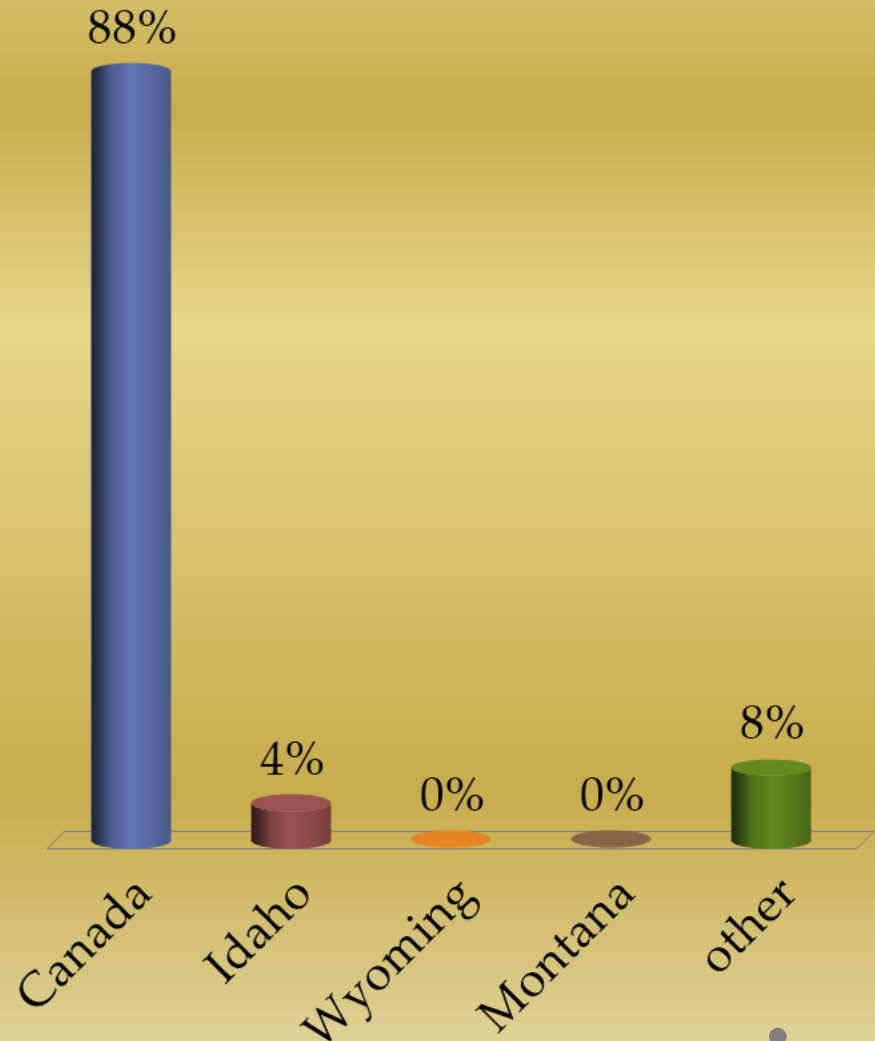
How many gallons of bees/ac?

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



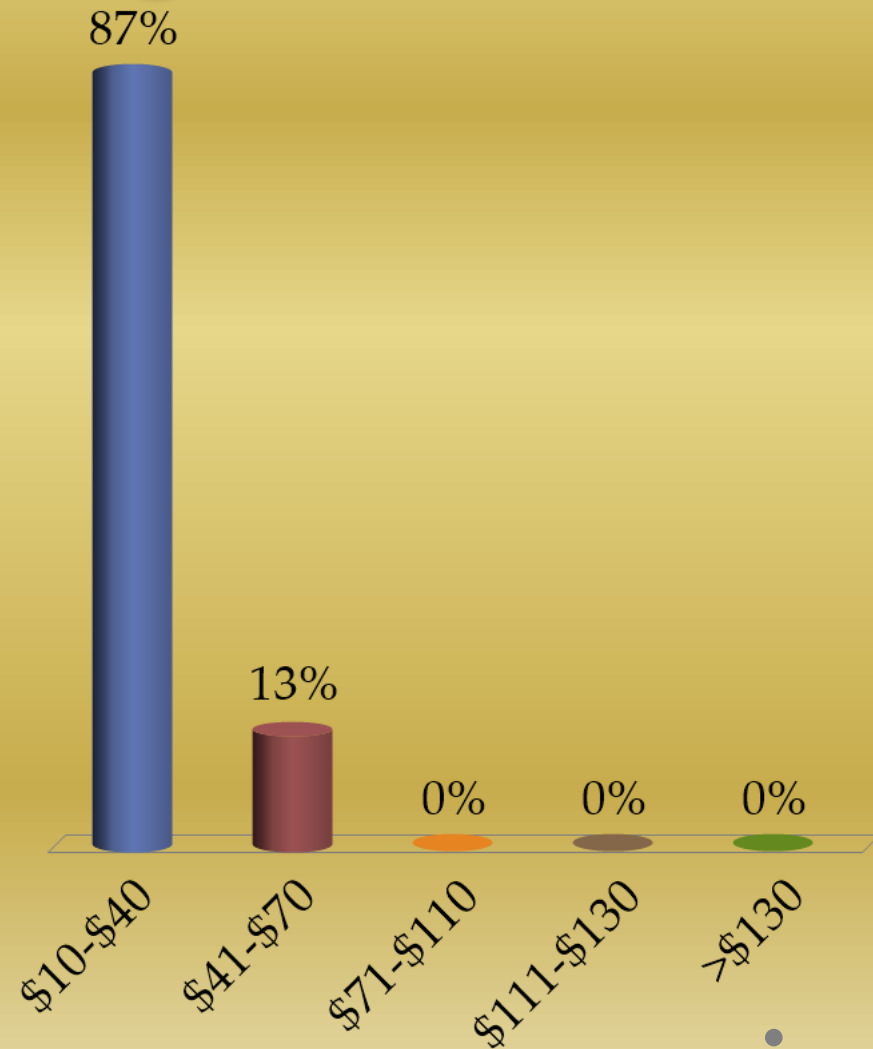
Where do you buy your bees?

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



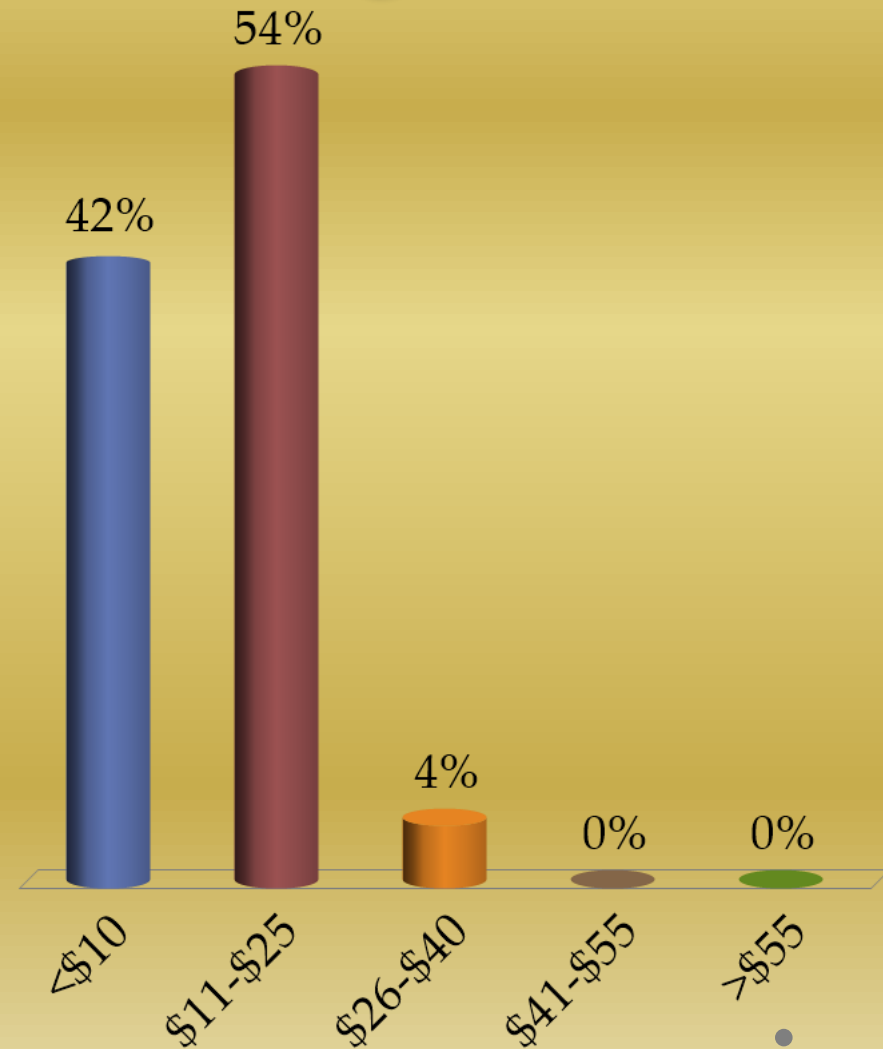
What did you pay for bees in 2018 (\$/gal)?

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



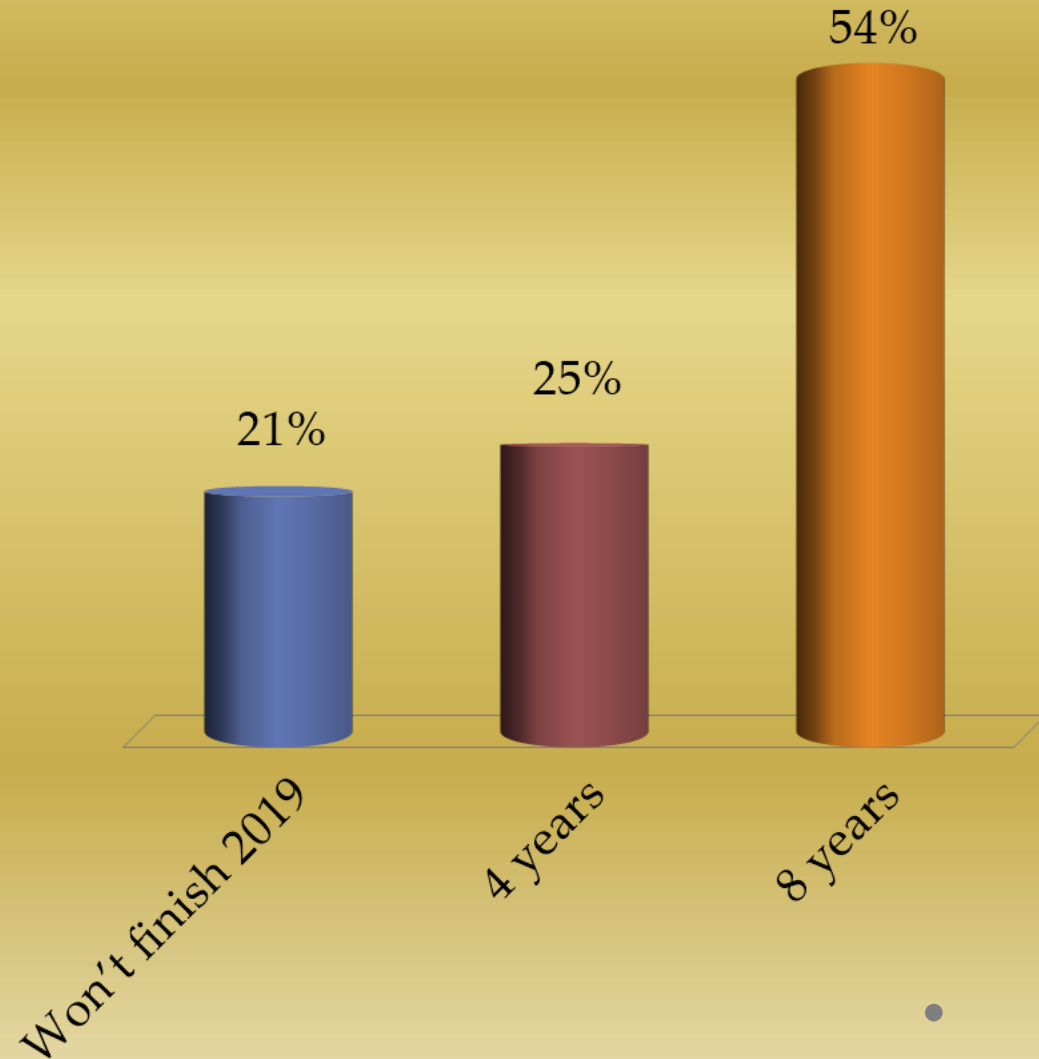
What do you expect to pay for bees in 2019 (\$/gal)?

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



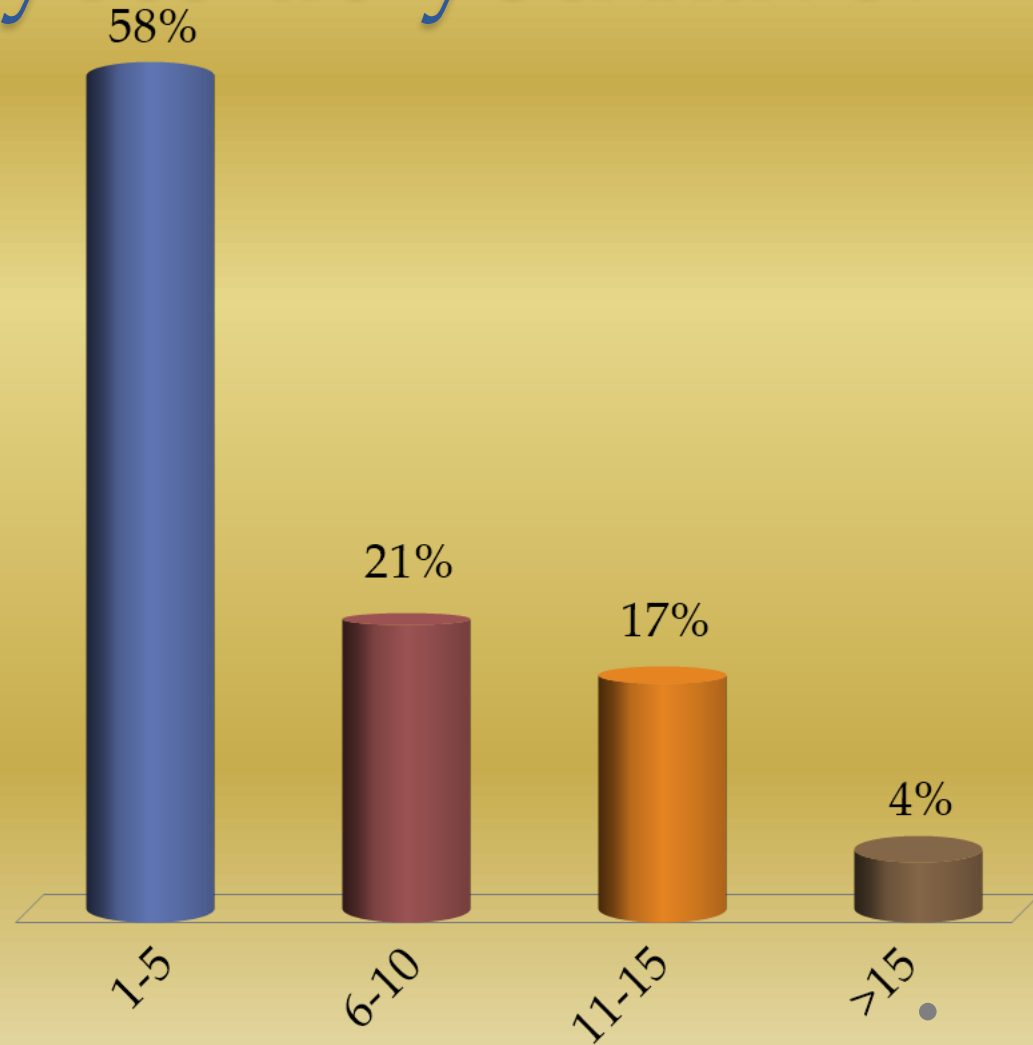
How long will the Trump administration last?

- A. Won't finish 2019
- B. 4 years
- C. 8 years



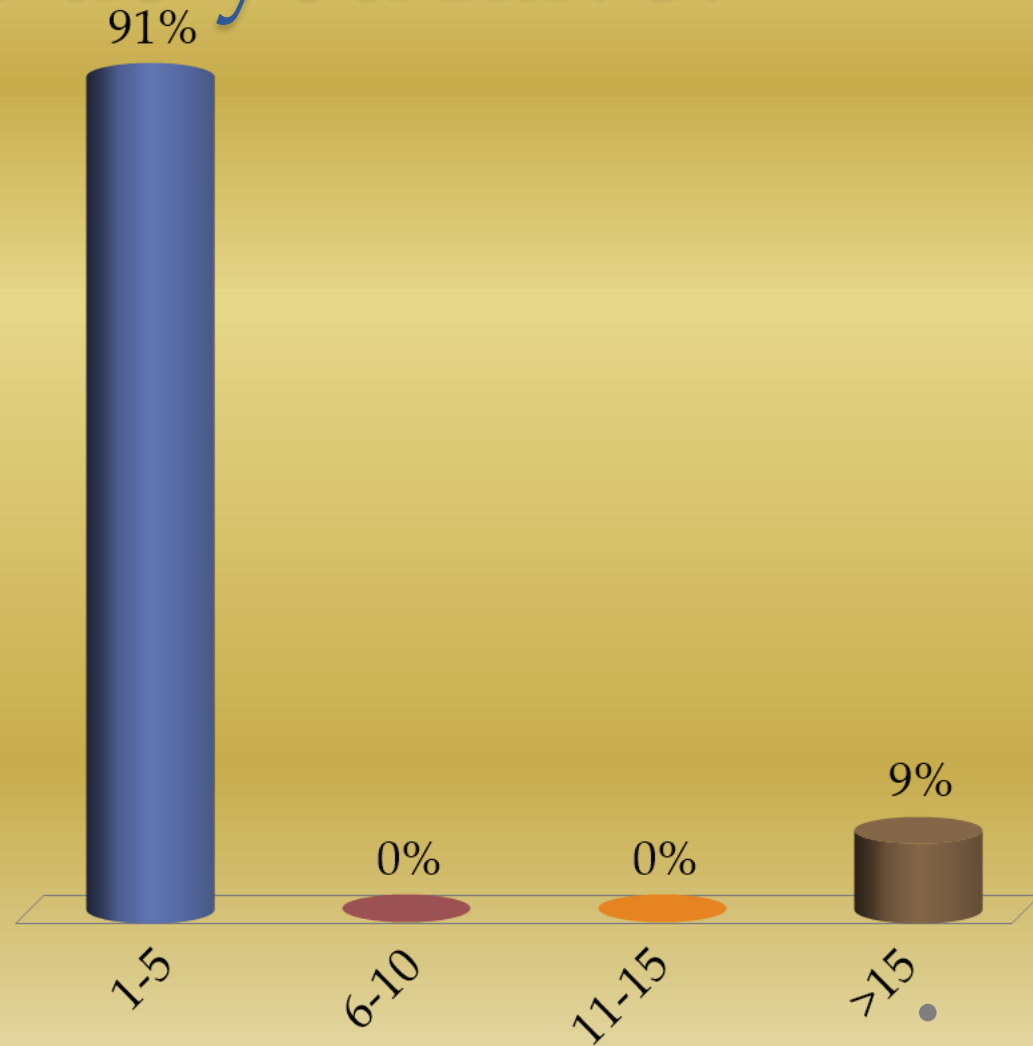
How many full time/year around employees do you have?

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



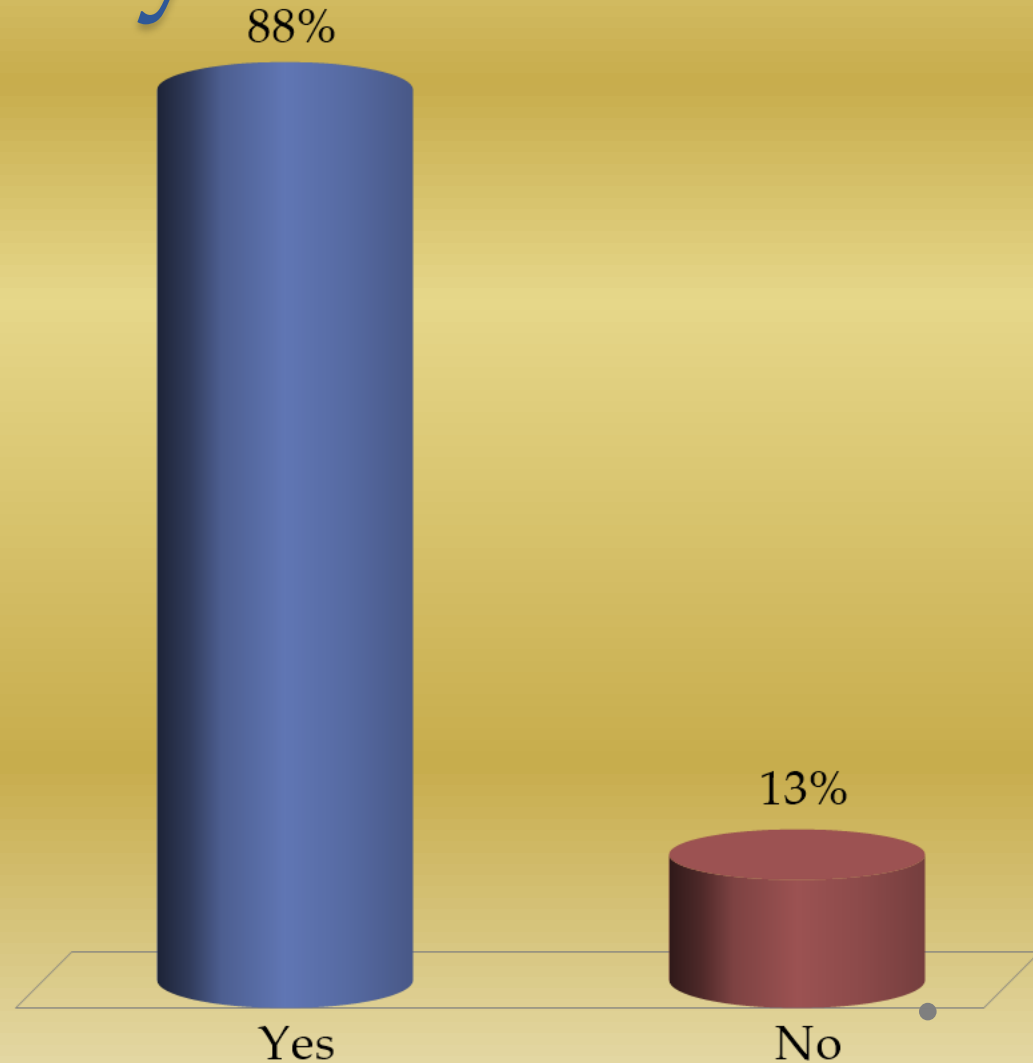
How many part time/seasonal employees do you have?

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



Do you have salaried employees?

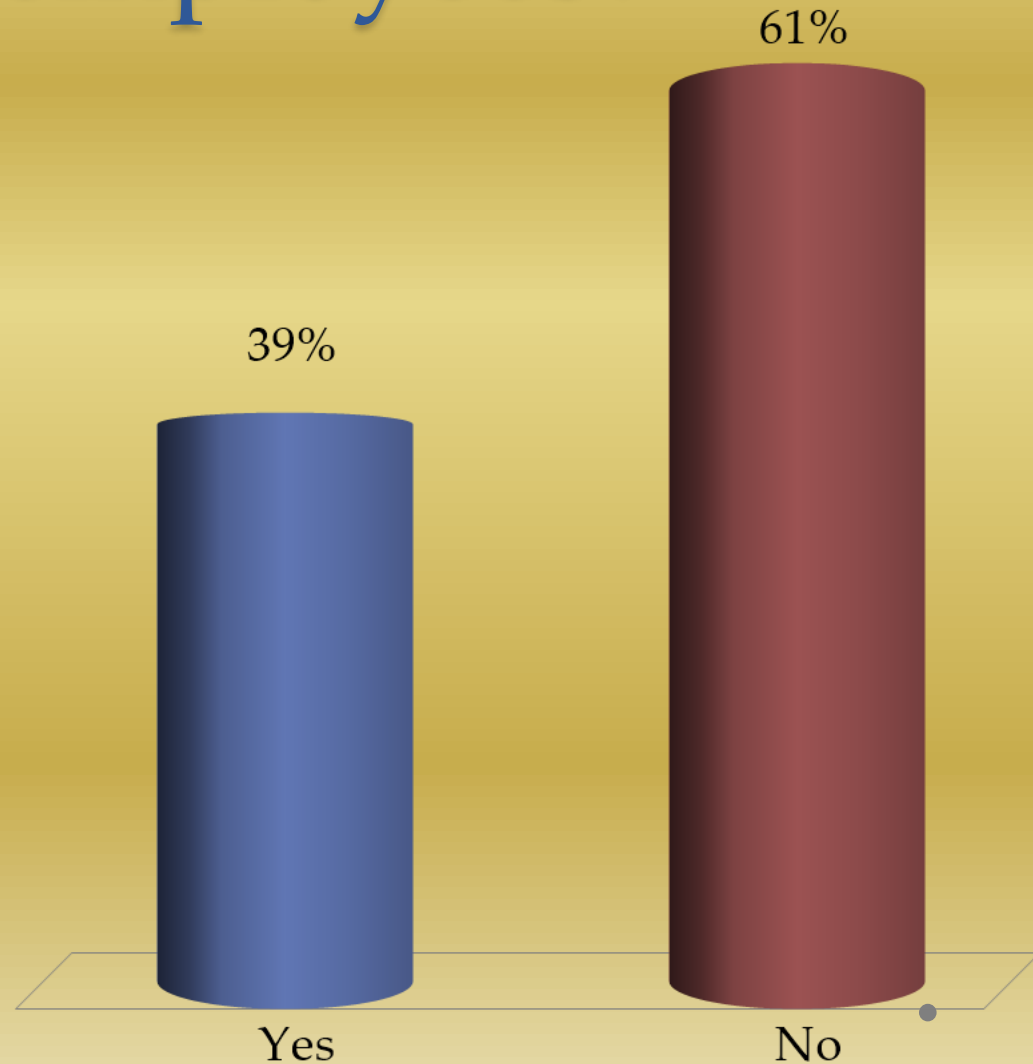
- A. Yes
- B. No



Do you offer health insurance to your employees?

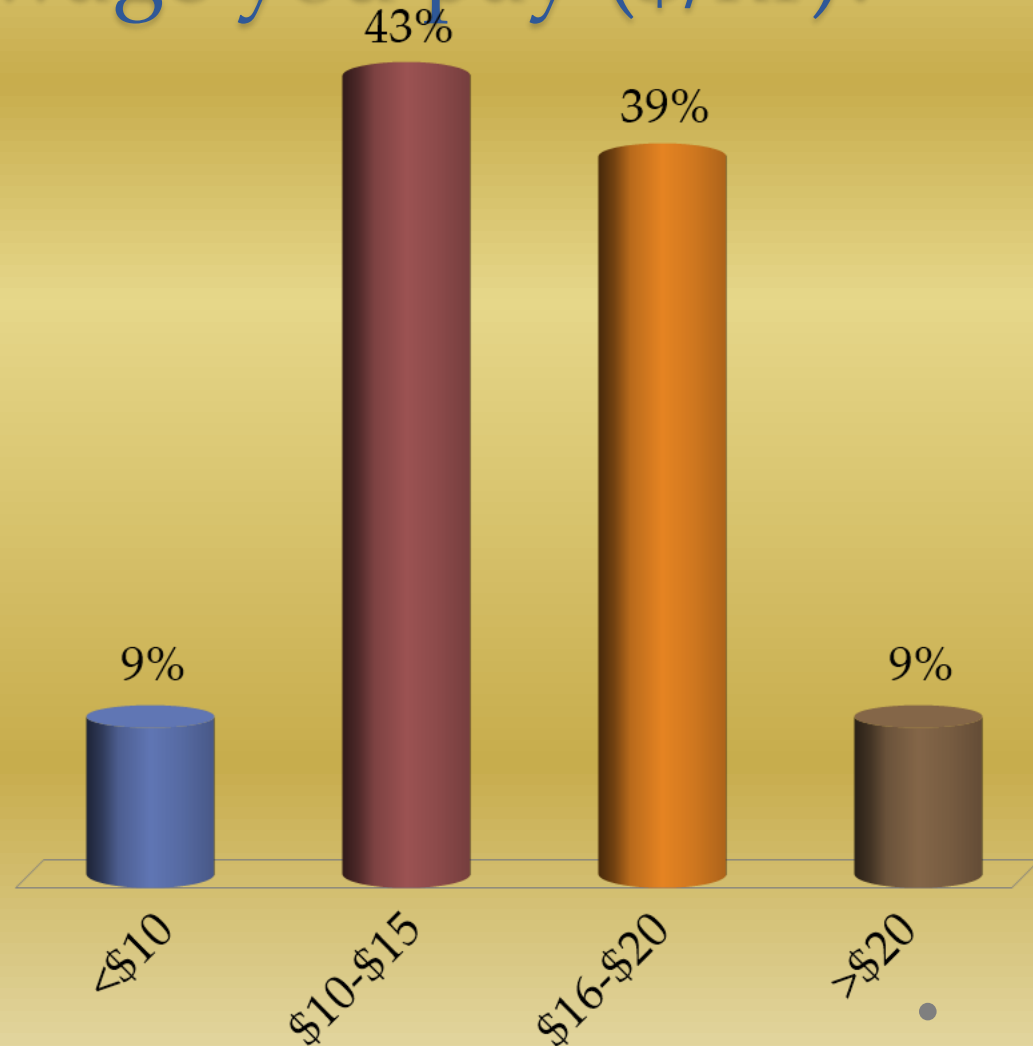
A. Yes

B. No



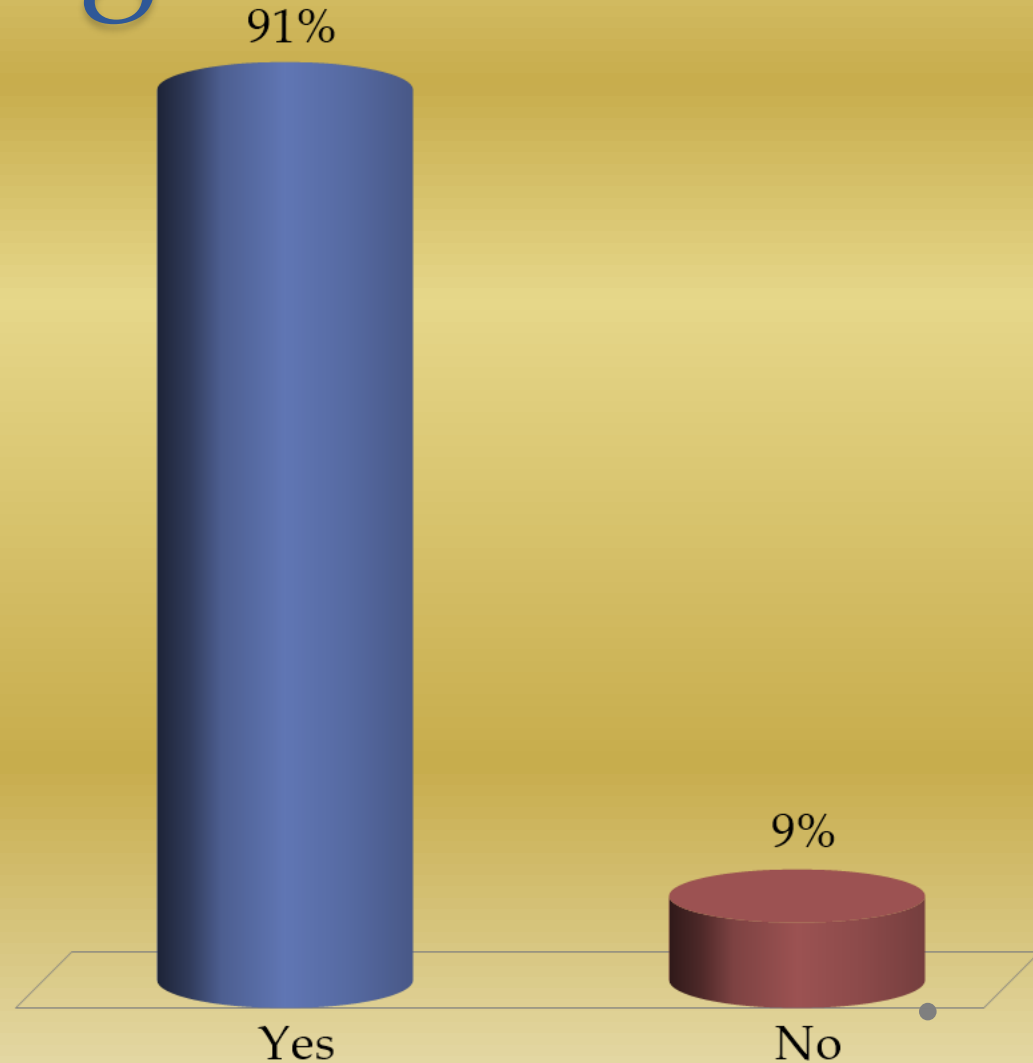
What would you estimate is the average hourly wage you pay (\$/hr)?

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



Do you sweep before spraying fields?

- A. Yes
- B. No

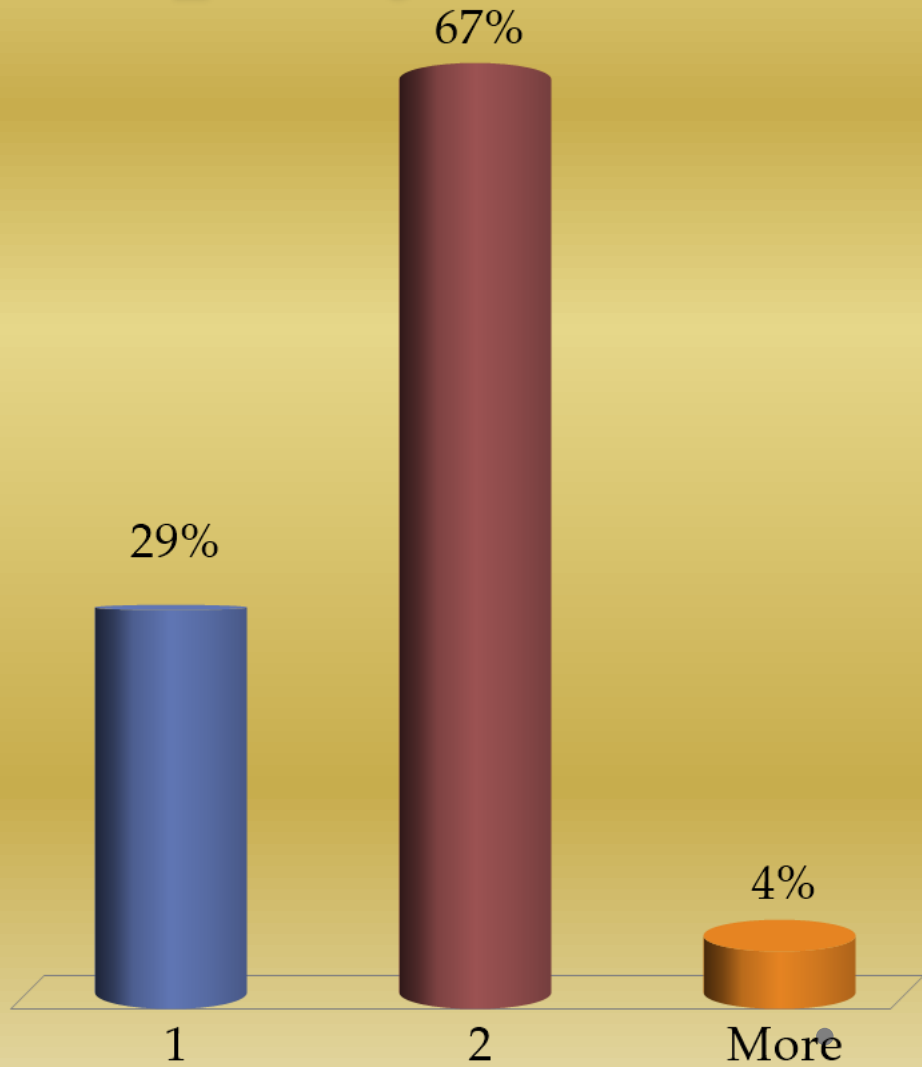


How many pre bloom (cleanup) sprays

A. 1

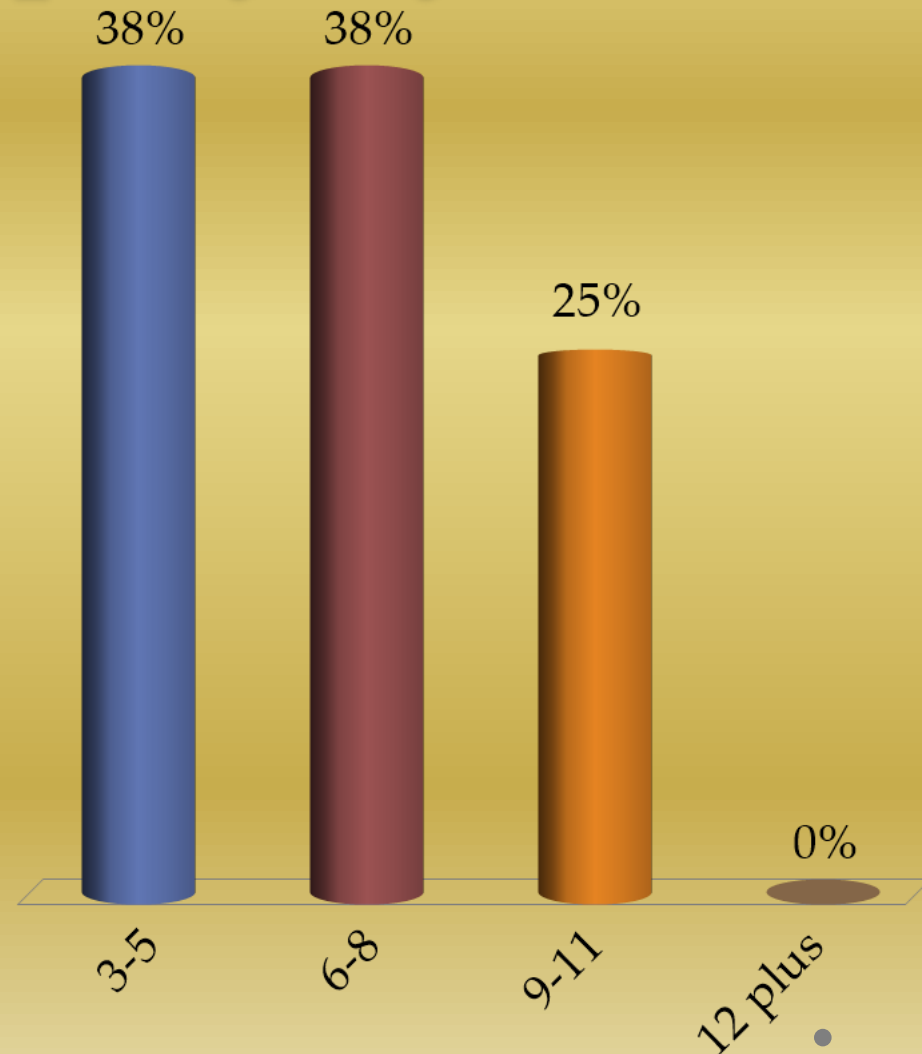
B. 2

C. More



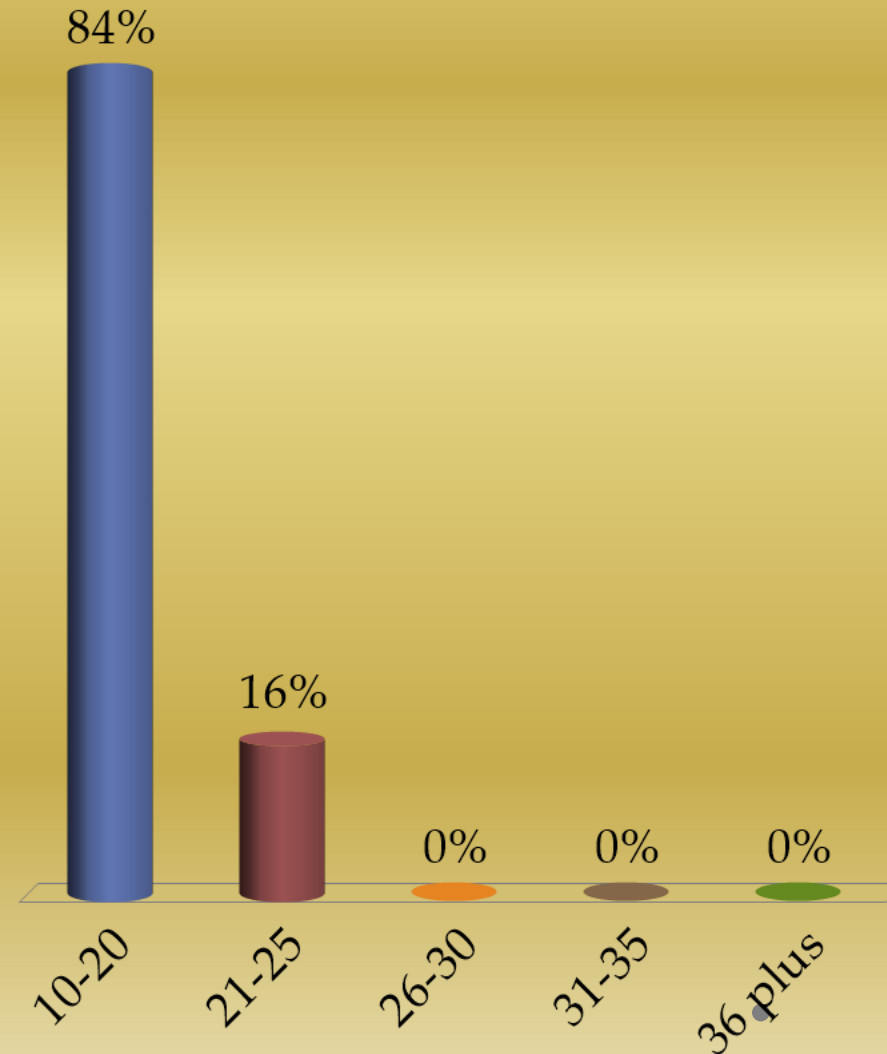
Avg. number of insecticide sprays/year?

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



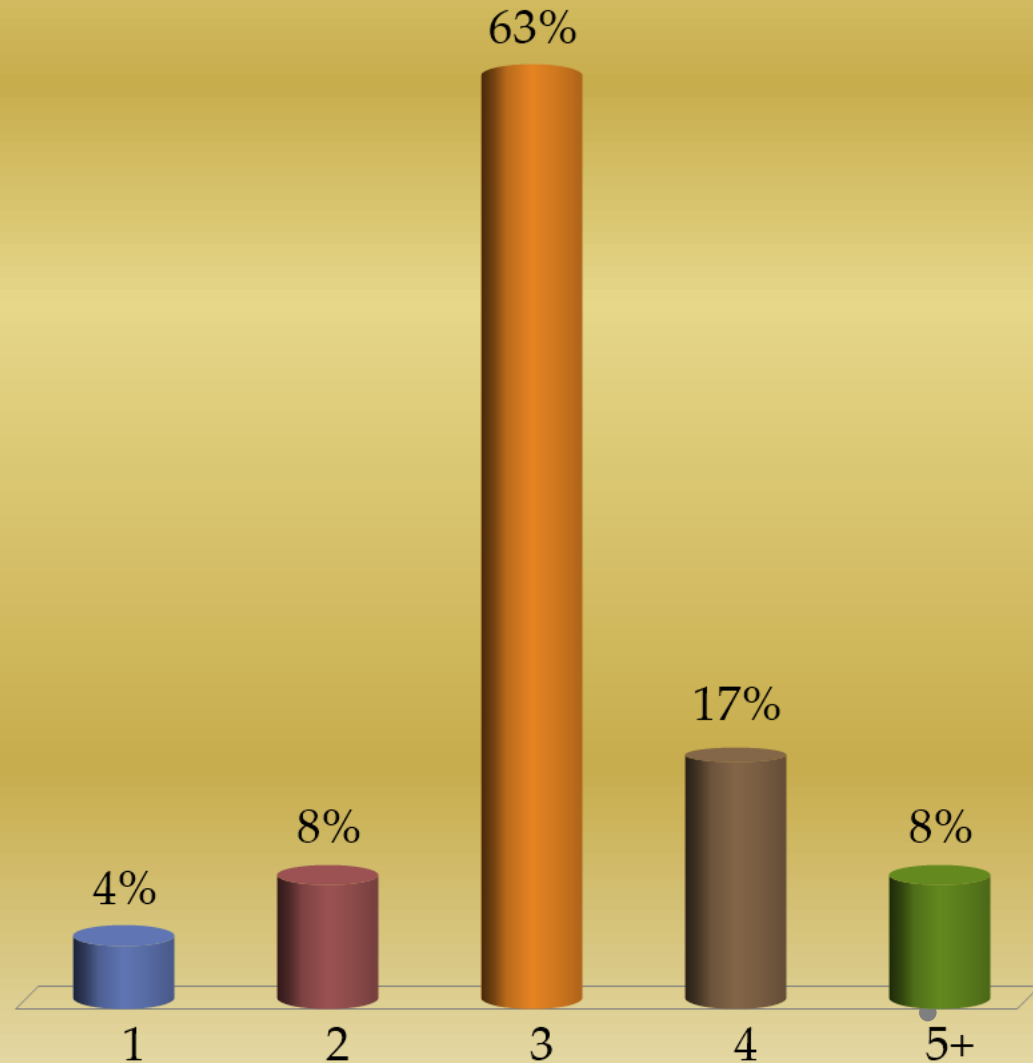
Gallons of water per acre when applying insecticides?

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



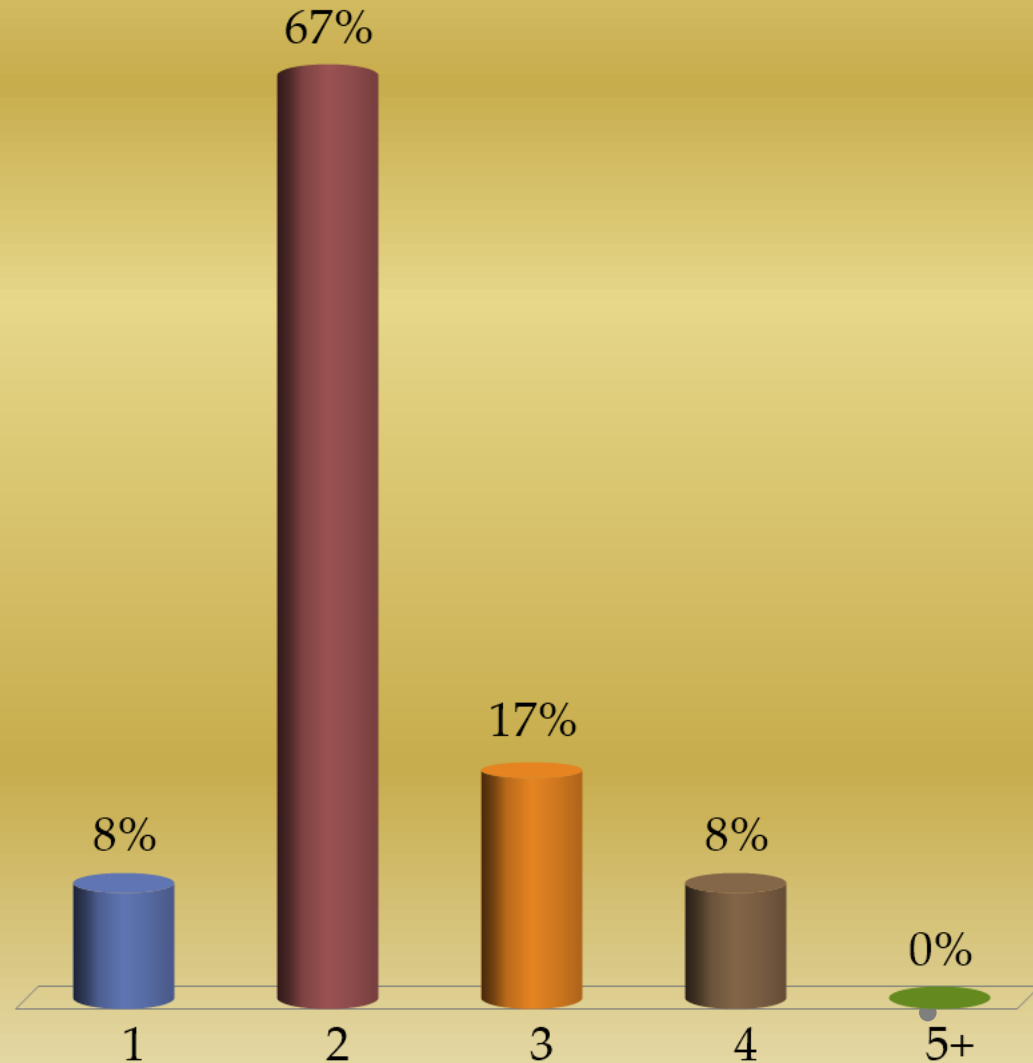
Average lifespan of a field?

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



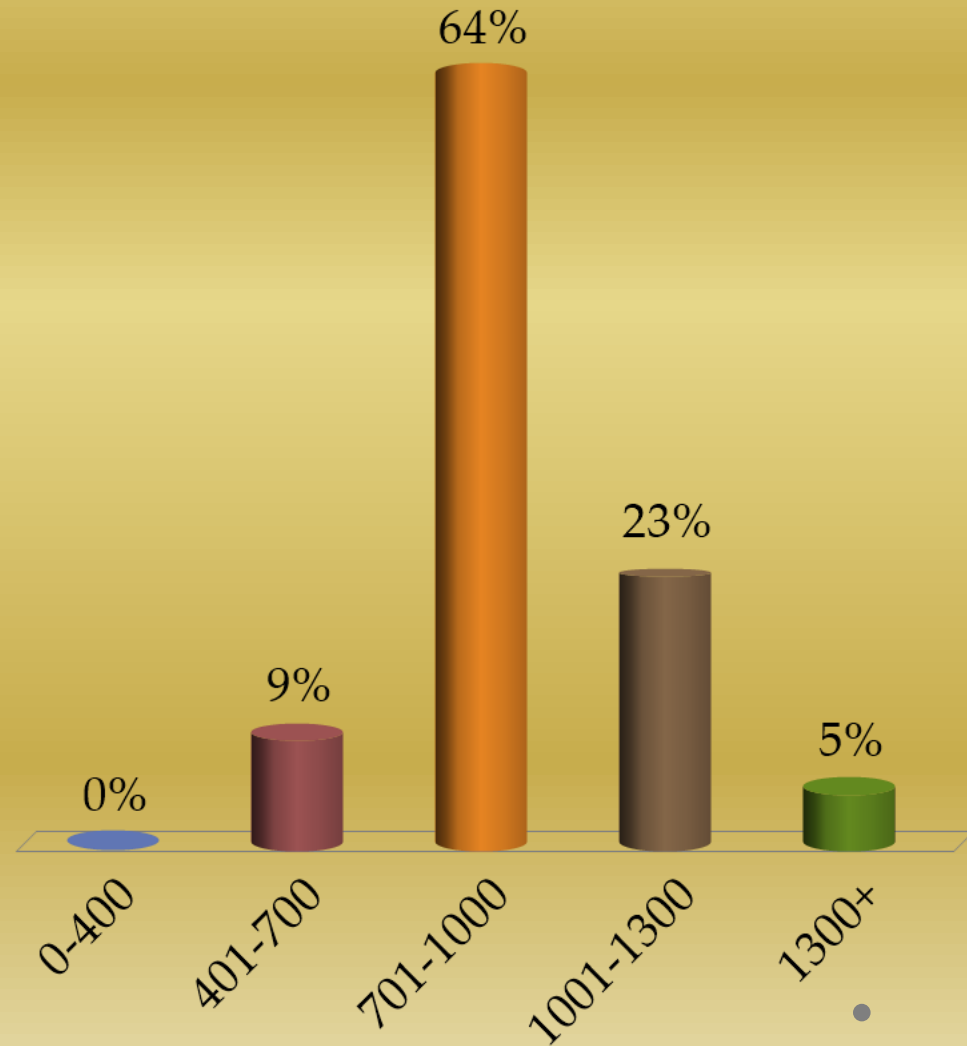
What year is the most productive?

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



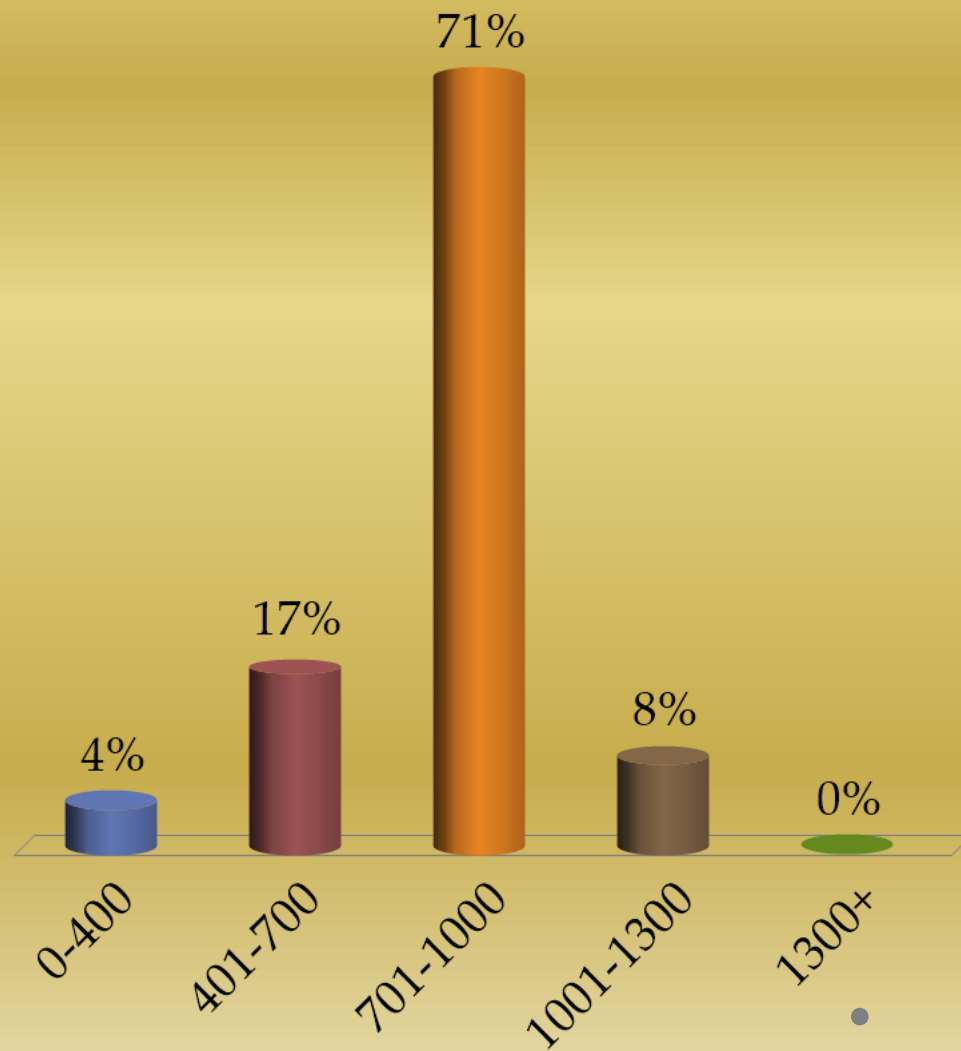
2018 Yields/ac (clean seed):

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



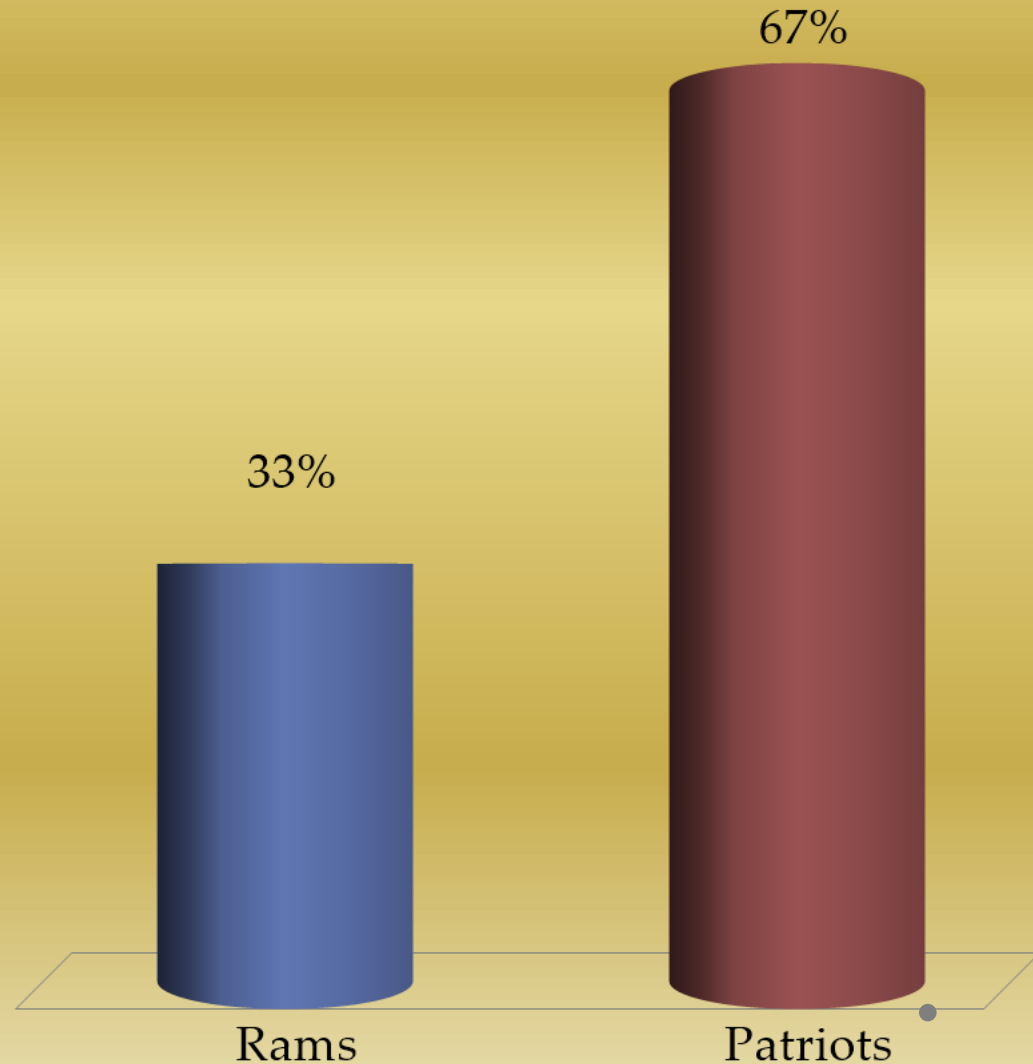
What yield will you need to achieve to break even (lbs/ac) in 2019?

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



Who is going to win the Super Bowl?

- A. Rams
- B. Patriots



Yield/ac (2018 vs historic):

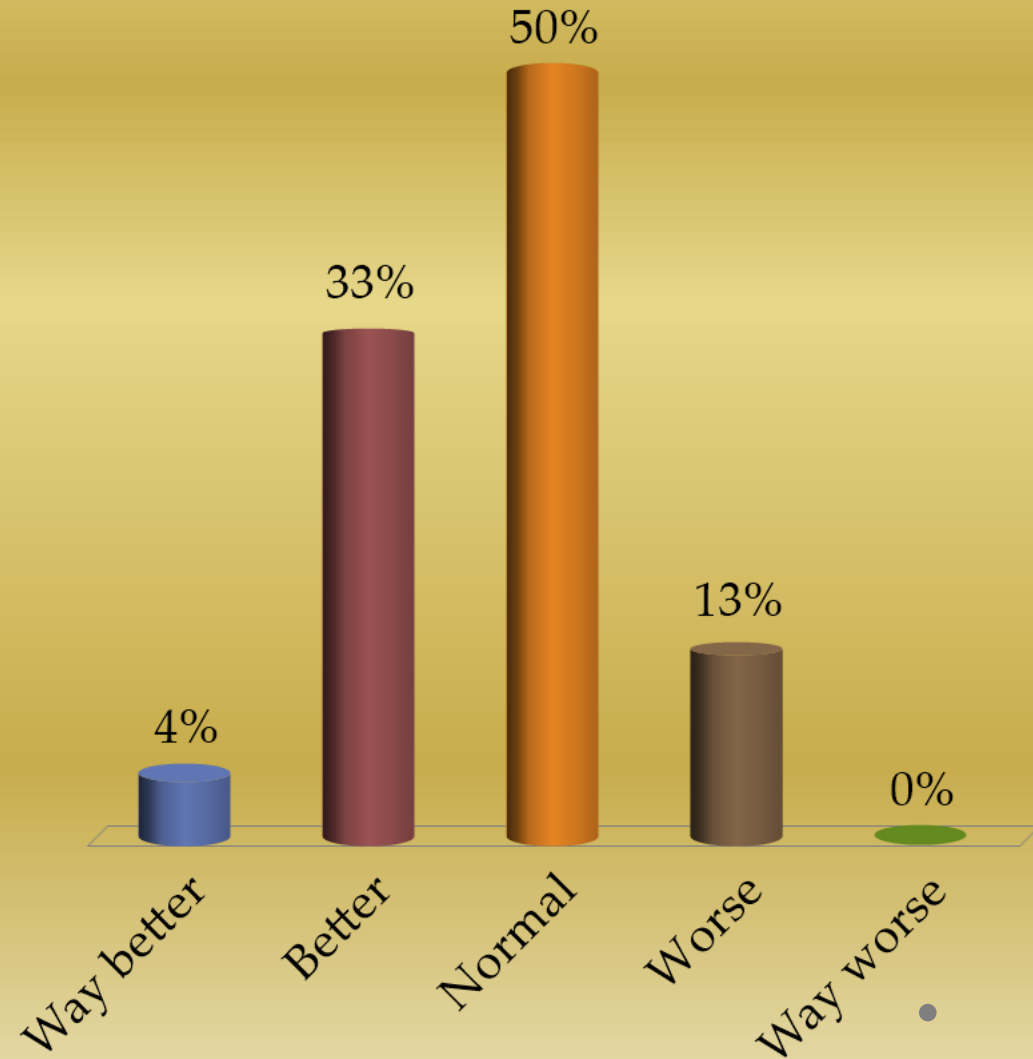
A. Way better

B. Better

C. Normal

D. Worse

E. Way worse



Lygus Pressure (2018 vs historic):

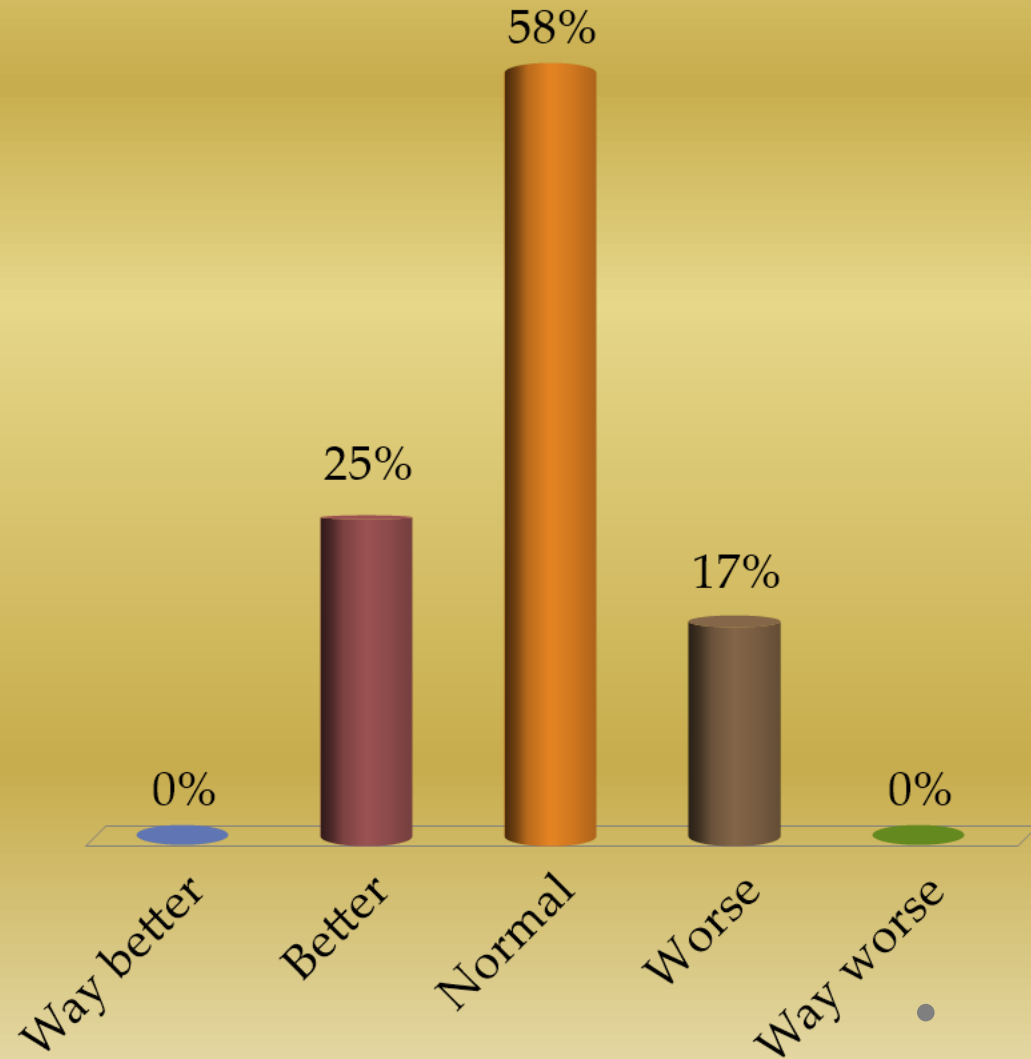
A. Way better

B. Better

C. Normal

D. Worse

E. Way worse



Aphid Pressure (2018 vs historic):

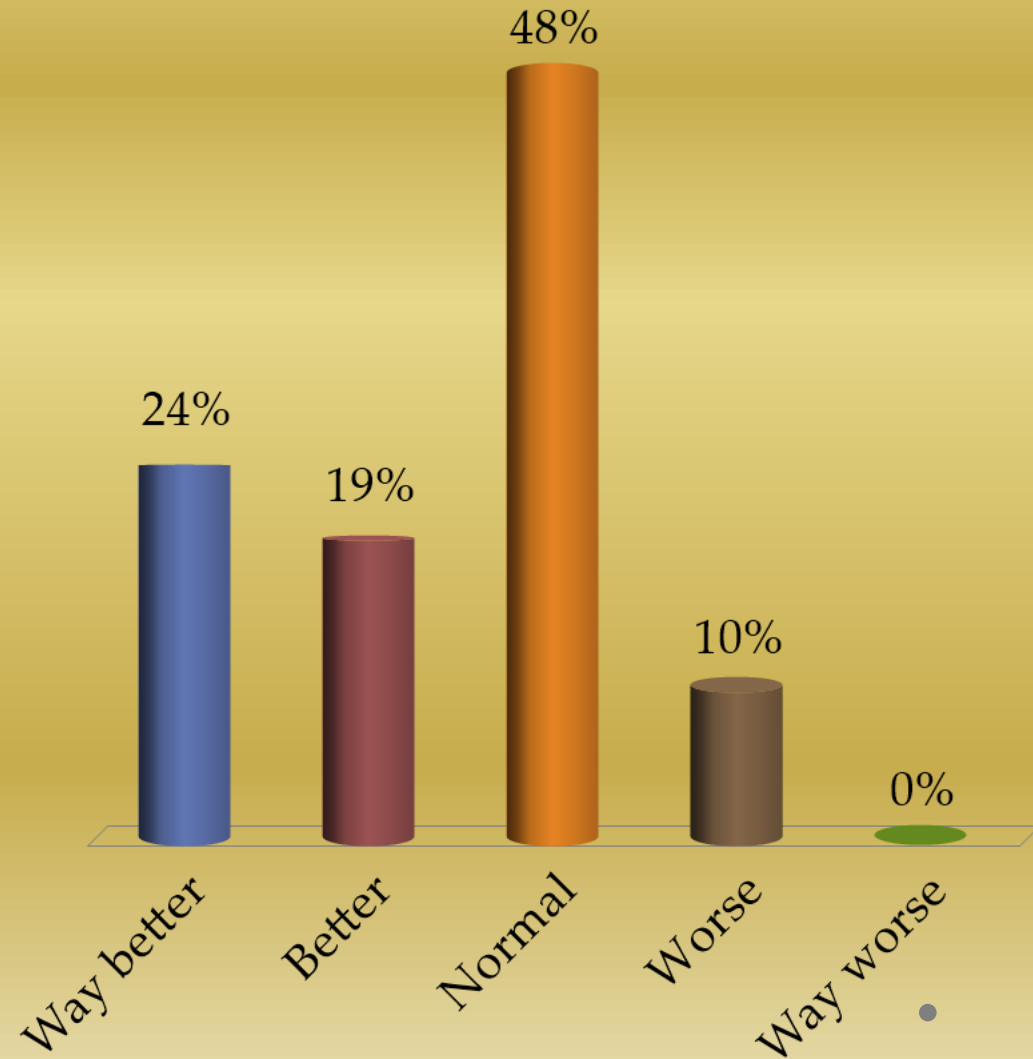
A. Way better

B. Better

C. Normal

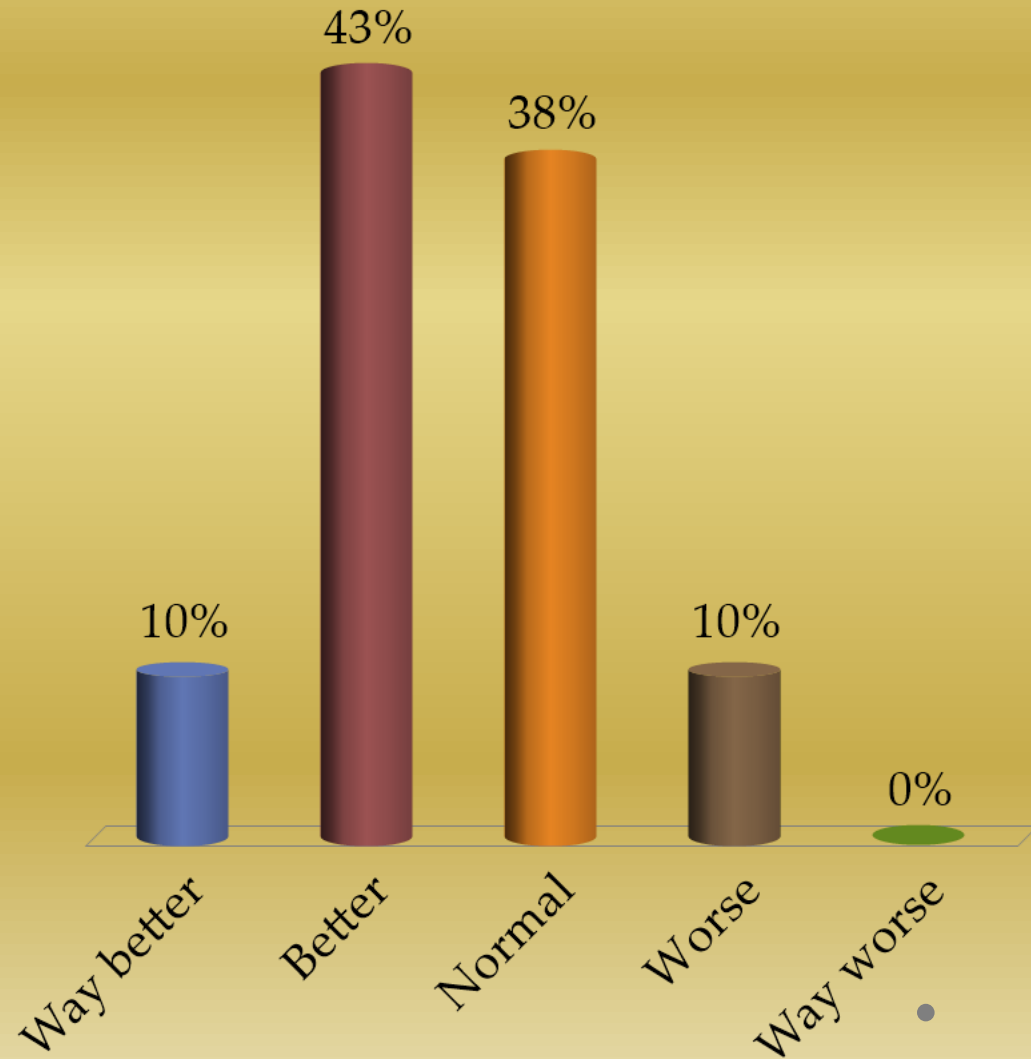
D. Worse

E. Way worse



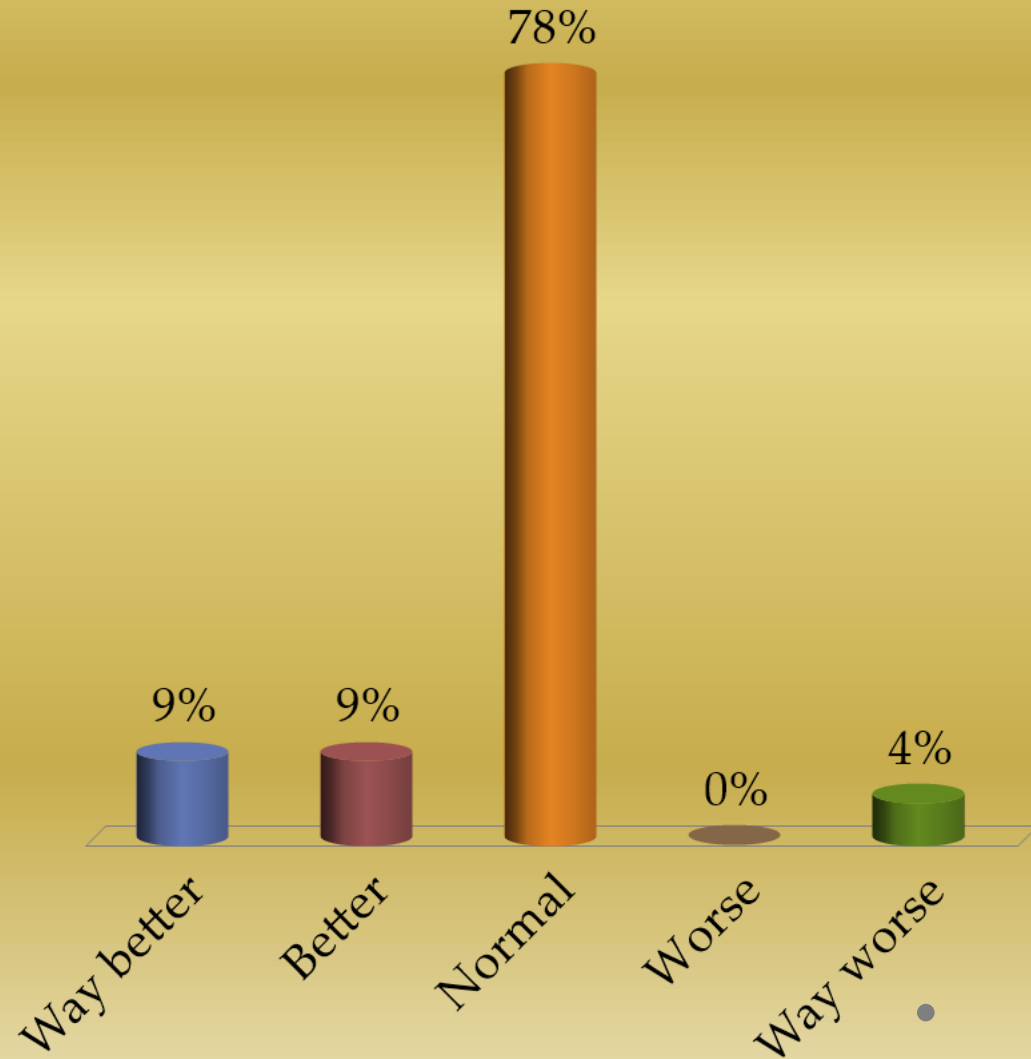
Mite Pressure (2018 vs historic):

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



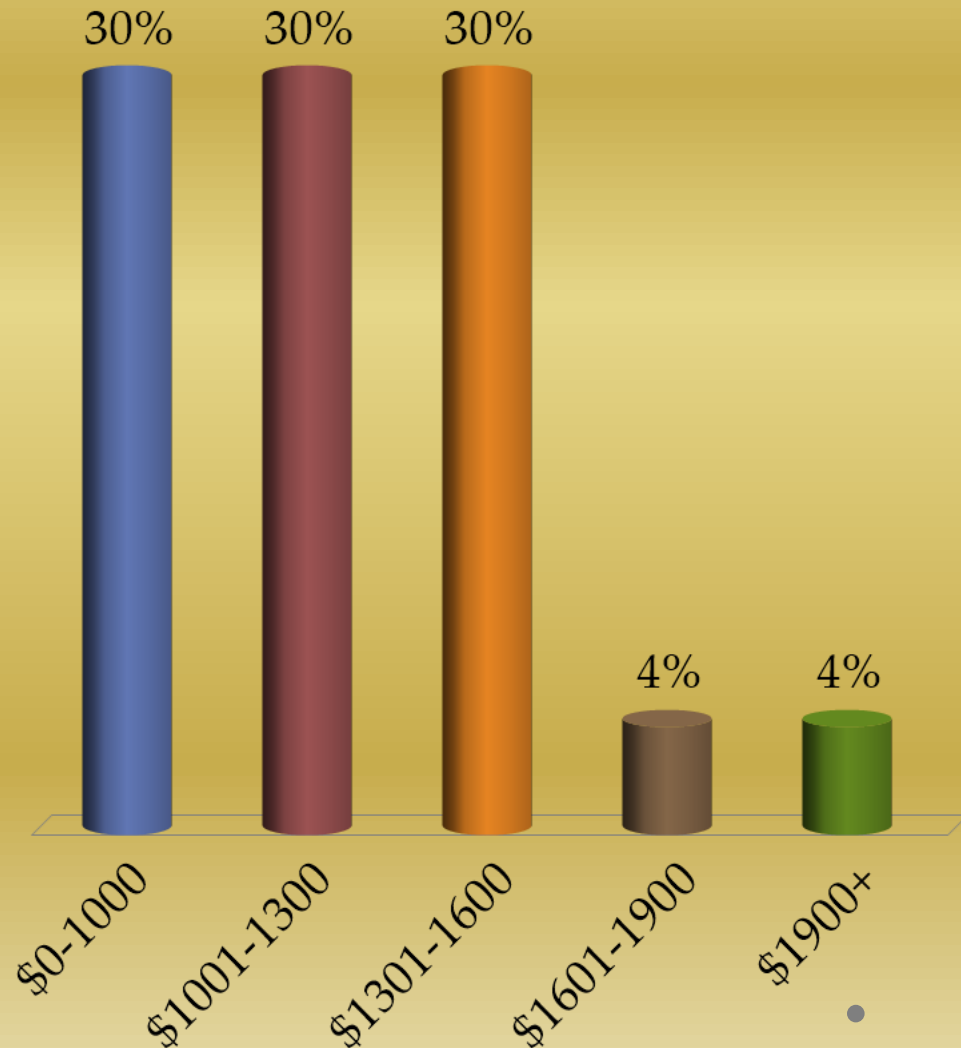
Weed Pressure (2018 vs historic):

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



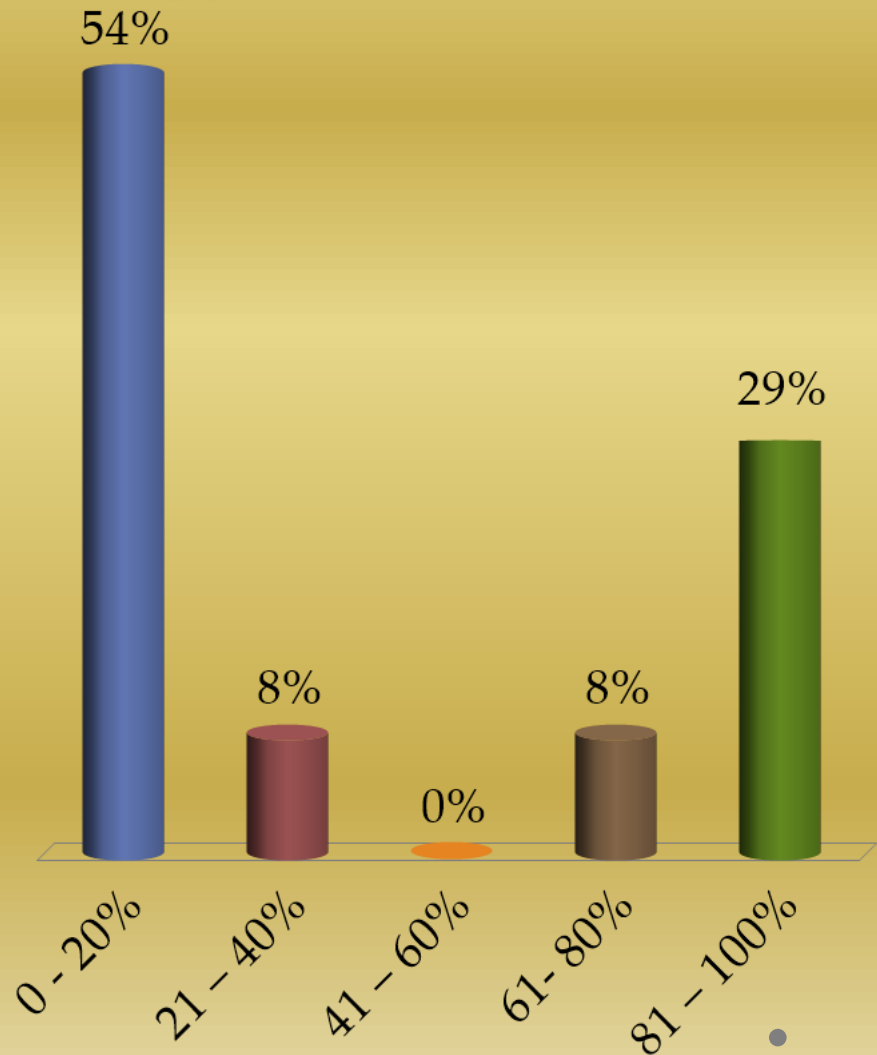
What were your production costs (\$/ac) in 2018?

- 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)?

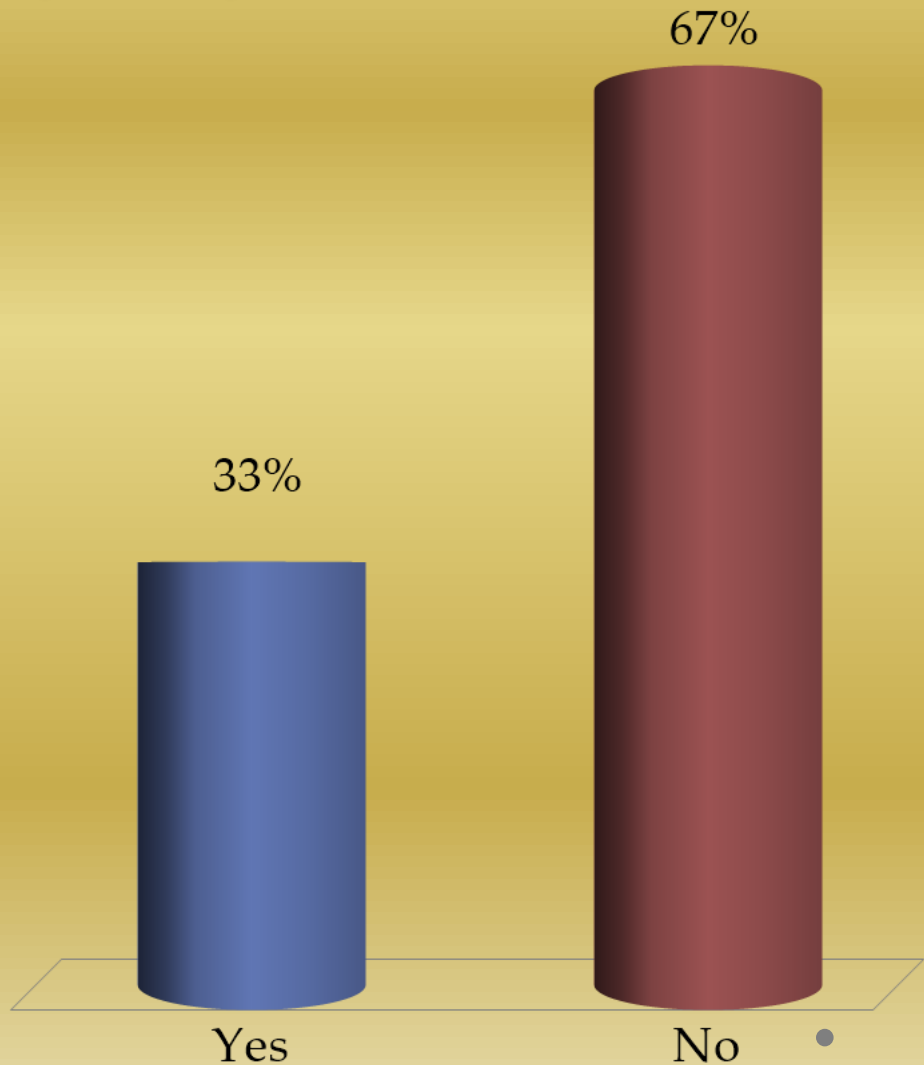
- A. 0 - 20%
- B. 21 - 40%
- C. 41 - 60%
- D. 61 - 80%
- E. 81 - 100%



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

A. Yes

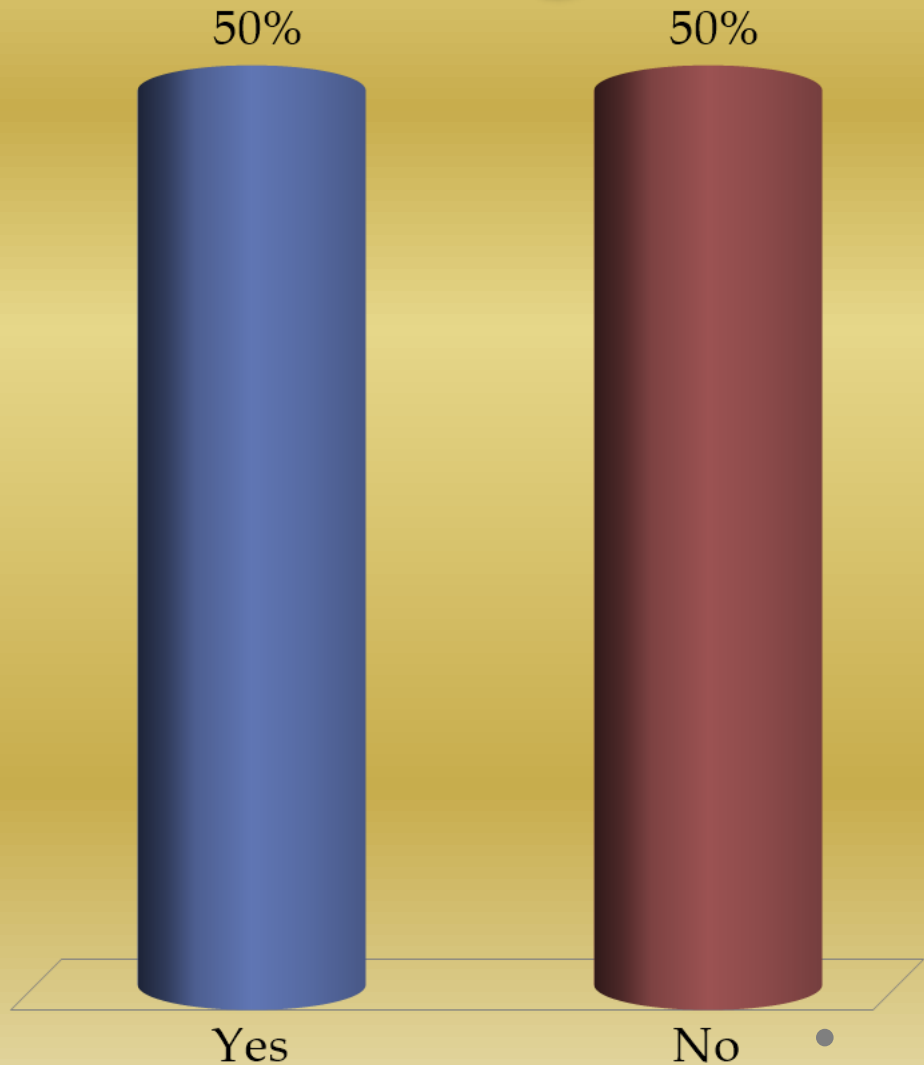
B. No



Do you use on-farm weather monitoring?

A. Yes

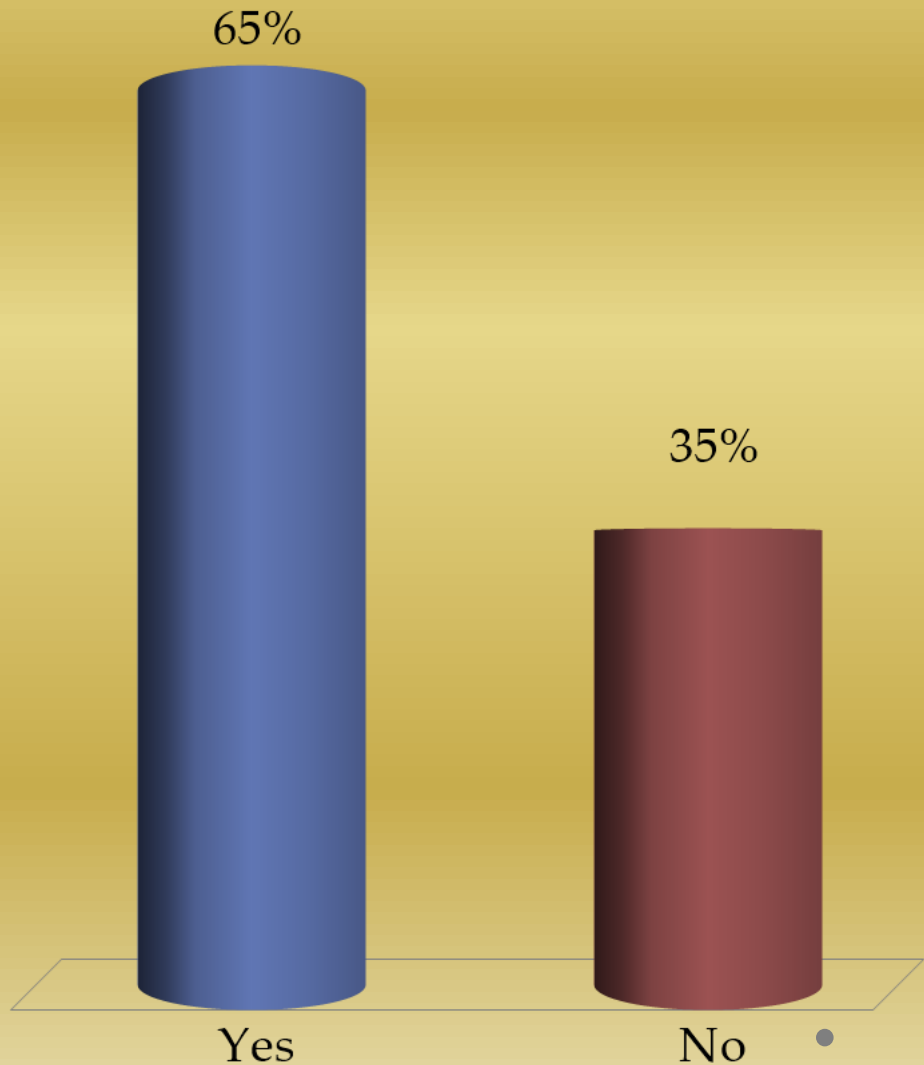
B. No



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

A. Yes

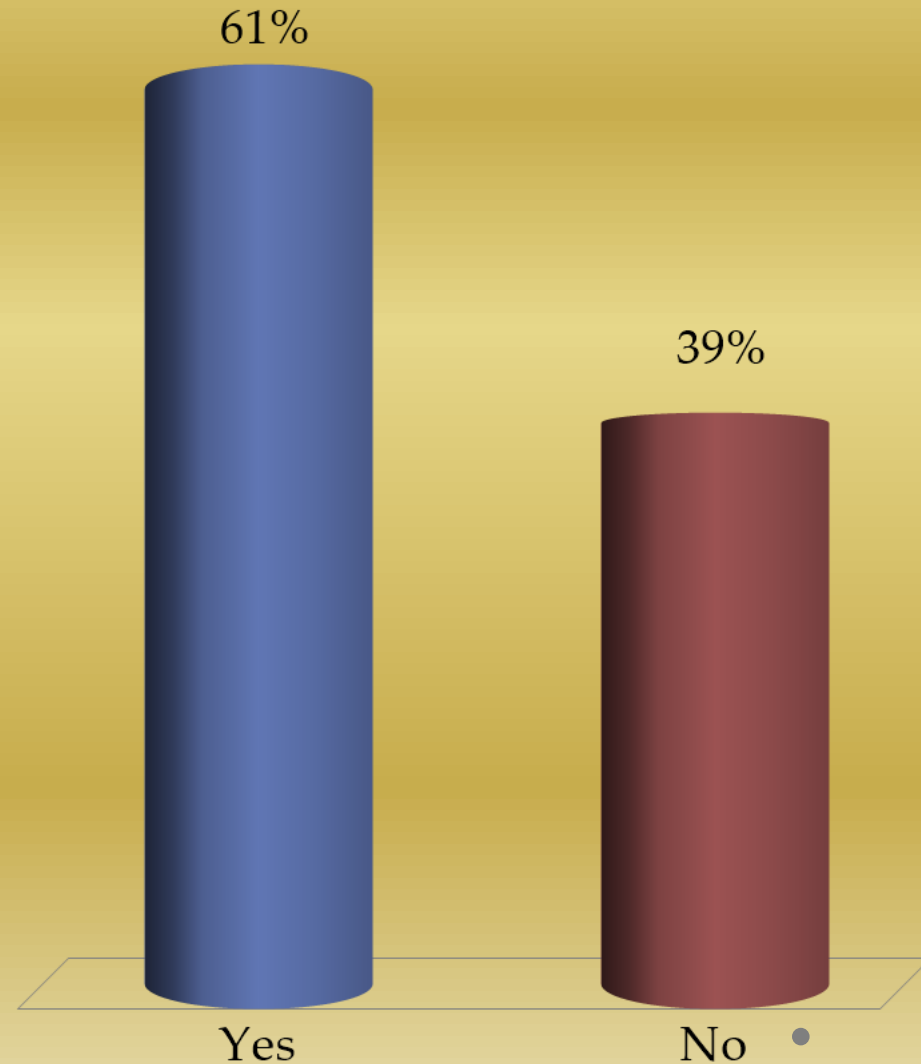
B. No



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

A. Yes

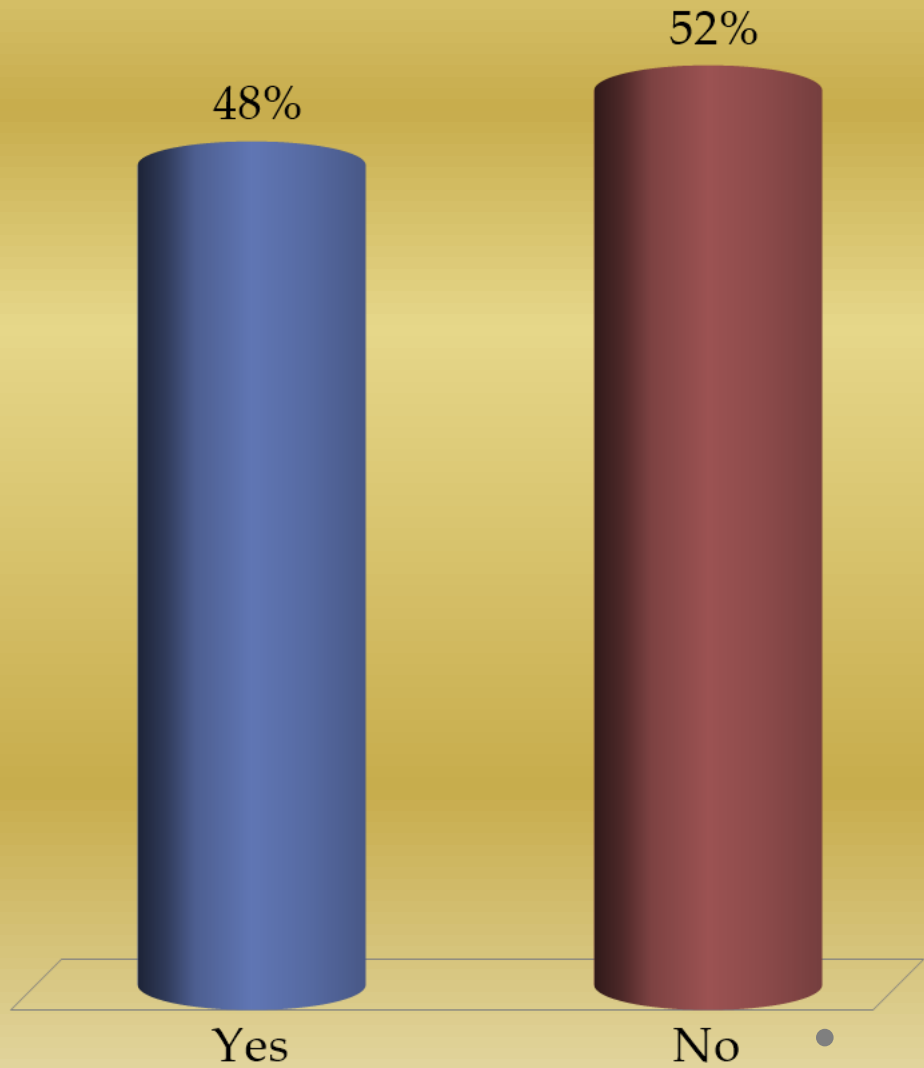
B. No



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

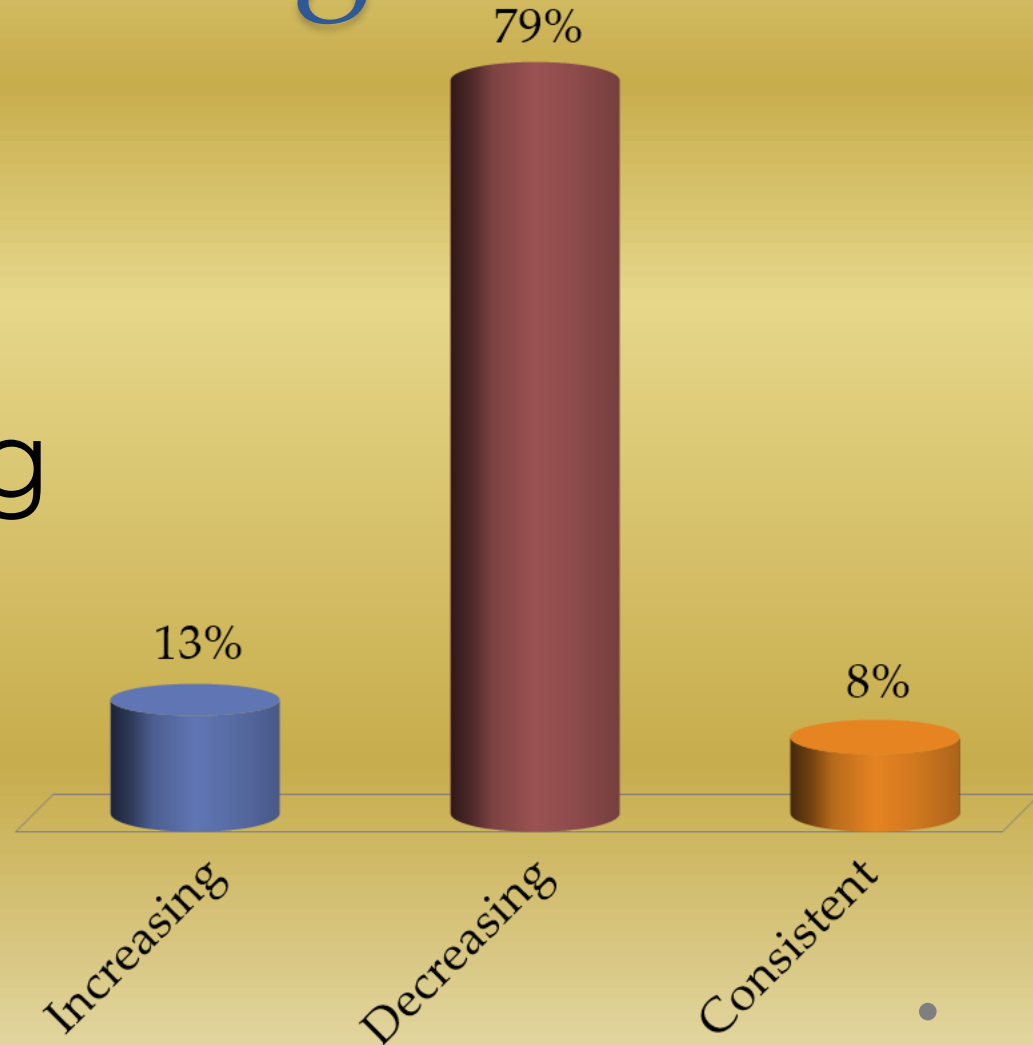
A. Yes

B. No



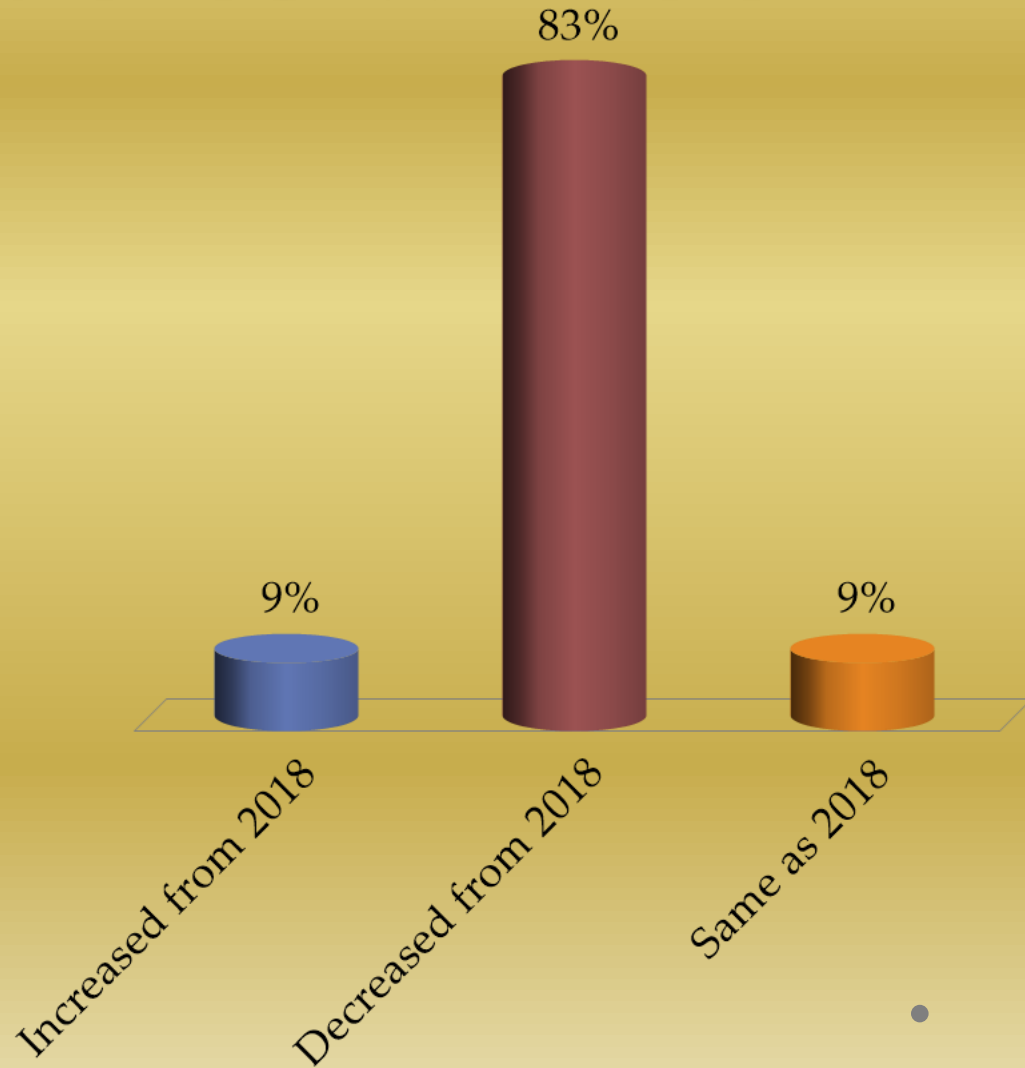
Long term acreage trends: is your acreage.....?

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



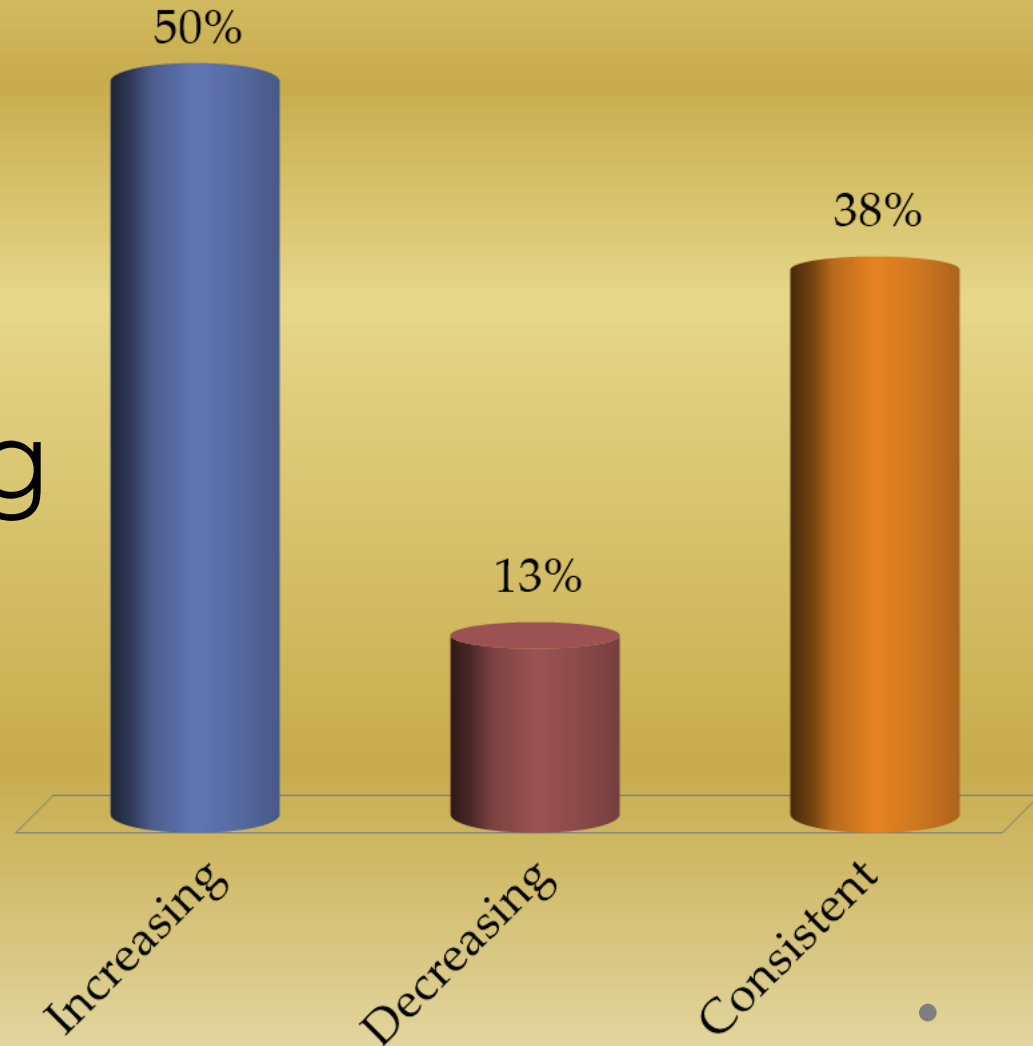
In 2019 my acres will be...

- A. Increased from 2018
- B. Decreased from 2018
- C. Same as 2018



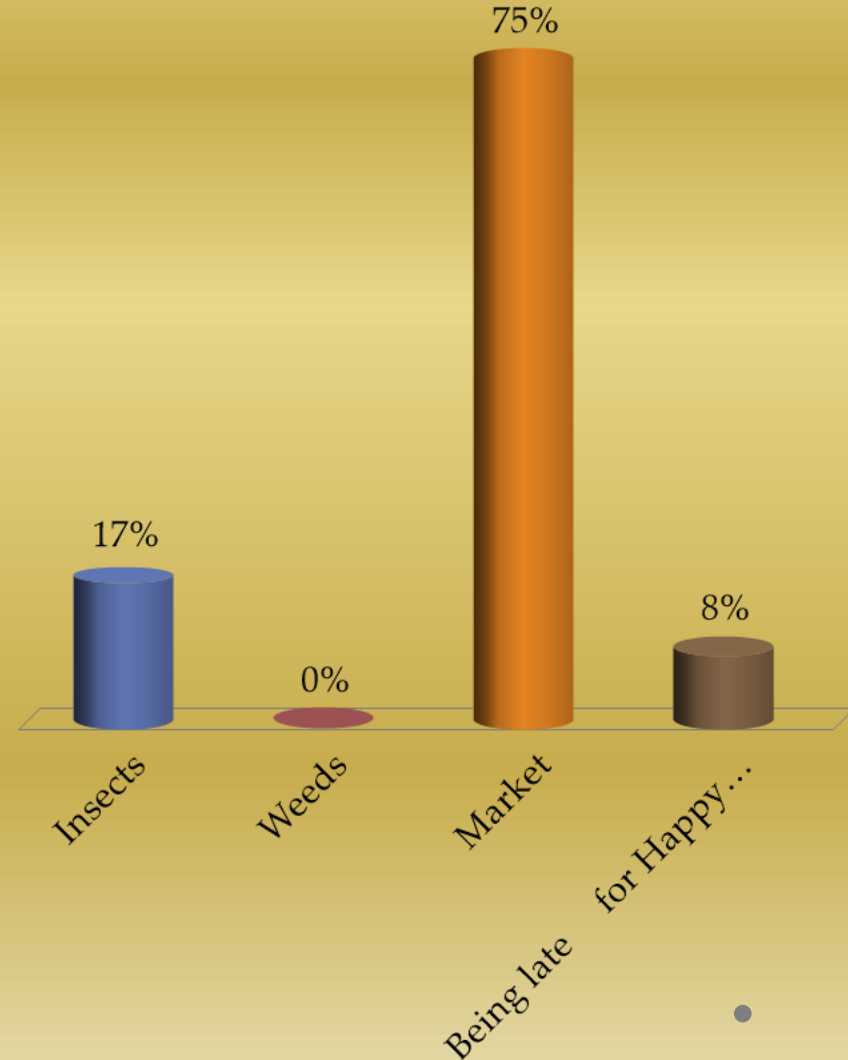
Yield trends: do you feel your yields are....?

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



End of the day: Your biggest concern?

- A. Insects
- B. Weeds
- C. Market
- D. Being late for Happy Hour



Thank you!



"Remember,
life is NOT a fairytale.
If you lose your shoe
at midnight,
you're drunk!"