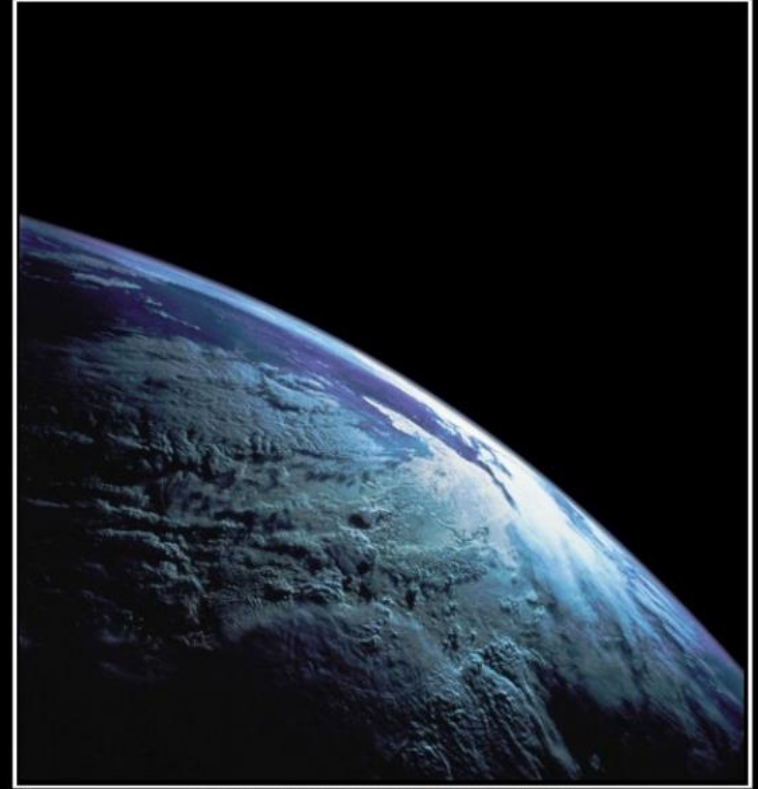


# Alfalfa Seed Growers' Survey

Winter Seed Conference  
Las Vegas, NV  
January 27, 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

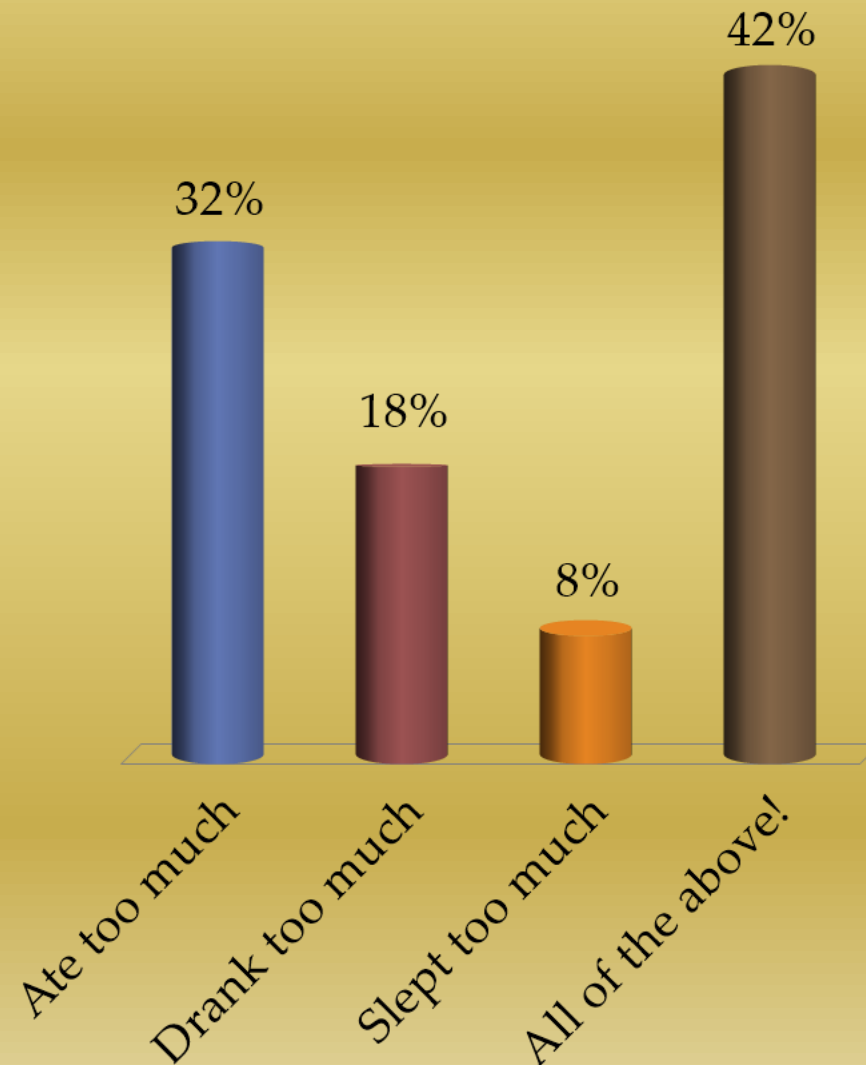
MUCH WORK REMAINS TO BE DONE BEFORE WE CAN ANNOUNCE  
OUR TOTAL FAILURE TO MAKE ANY PROGRESS.

[PNWPestAlert.net](http://PNWPestAlert.net)



# Over the holidays you...

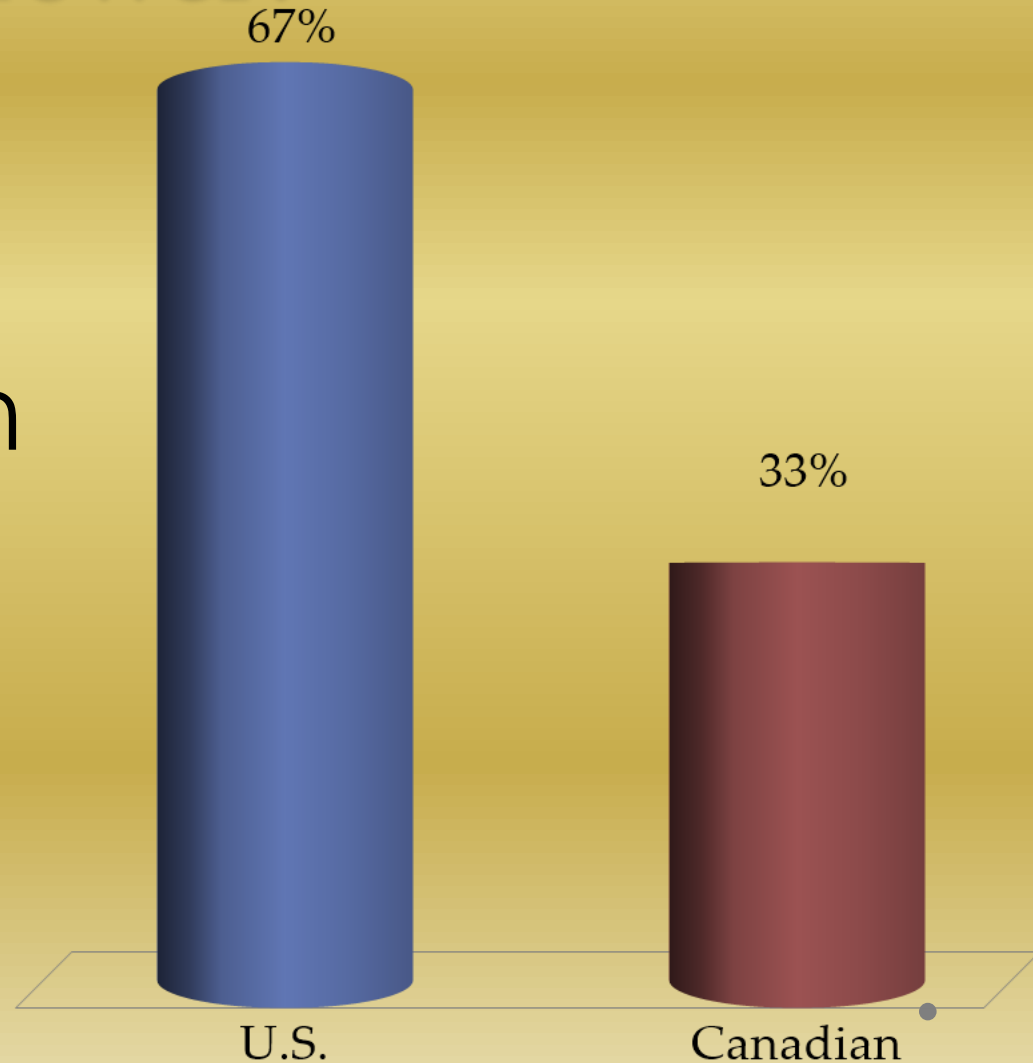
- A. Ate too much
- B. Drank too much
- C. Slept too much
- D. All of the above!



# Are you a U.S. or Canadian Seed Grower?

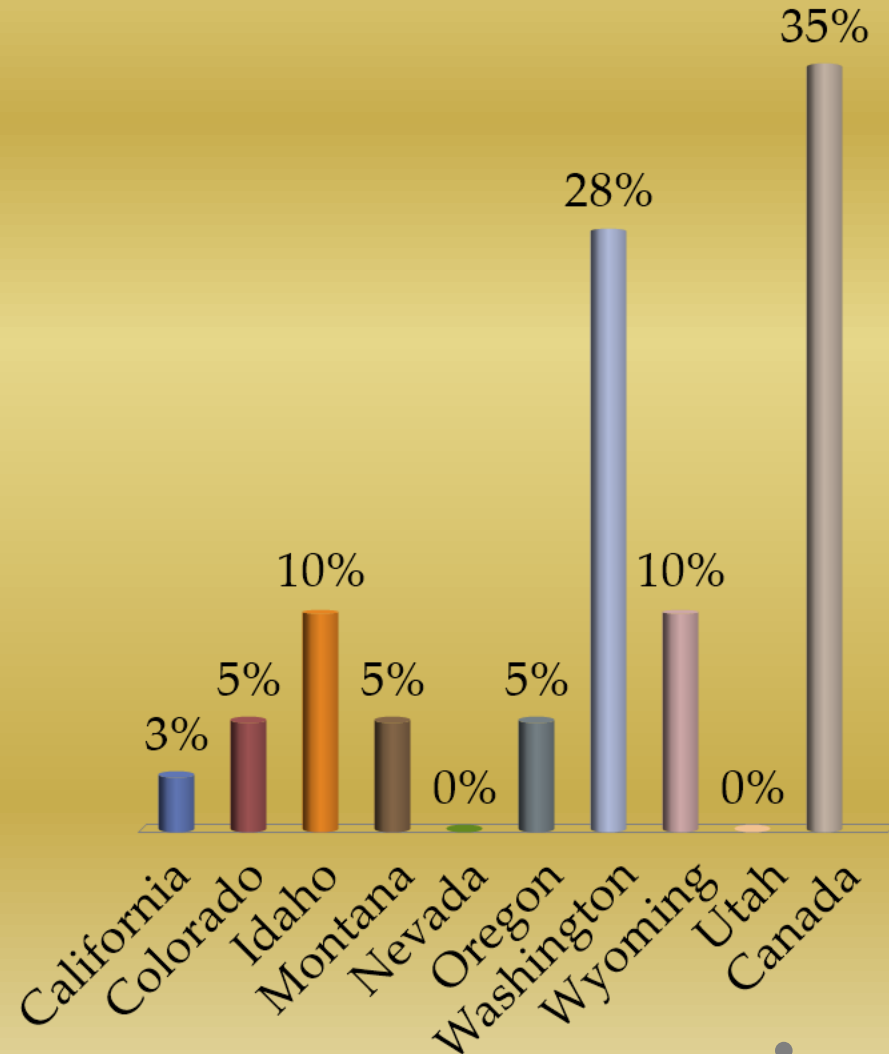
A. U.S.

B. Canadian



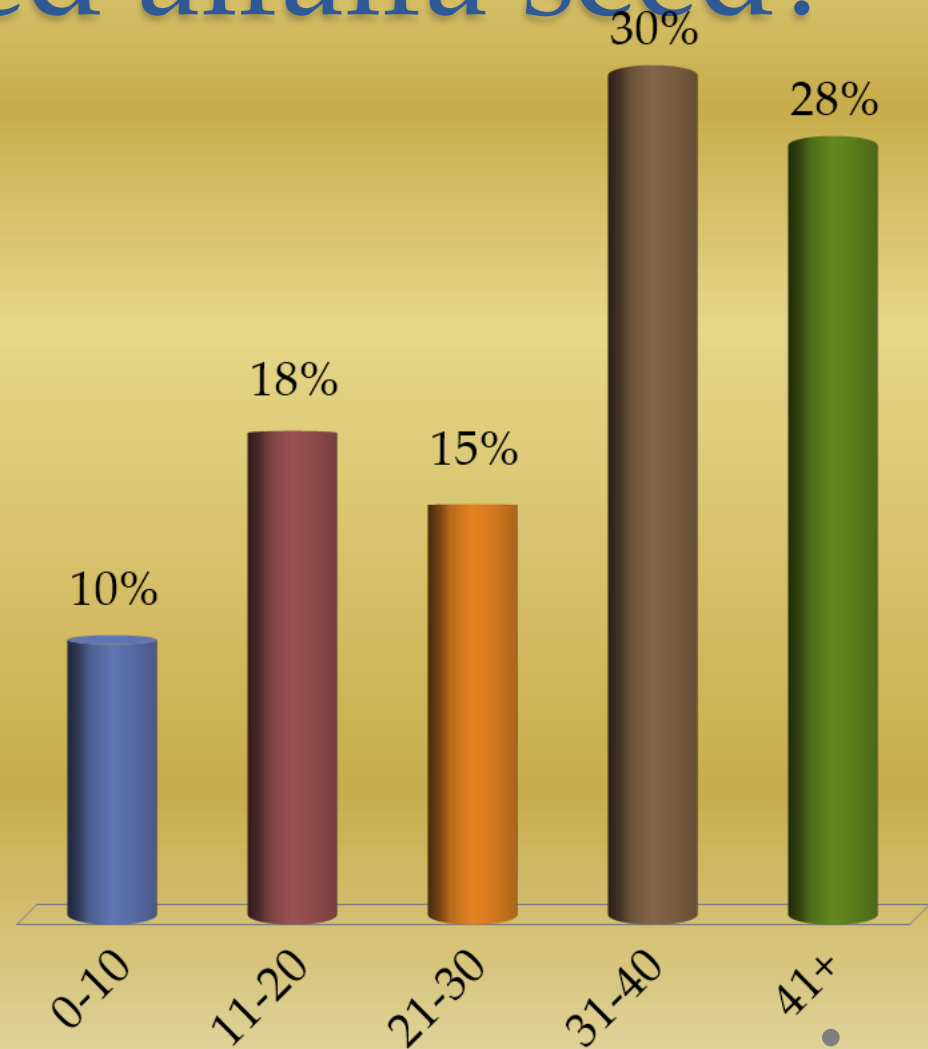
# Where are you from?

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



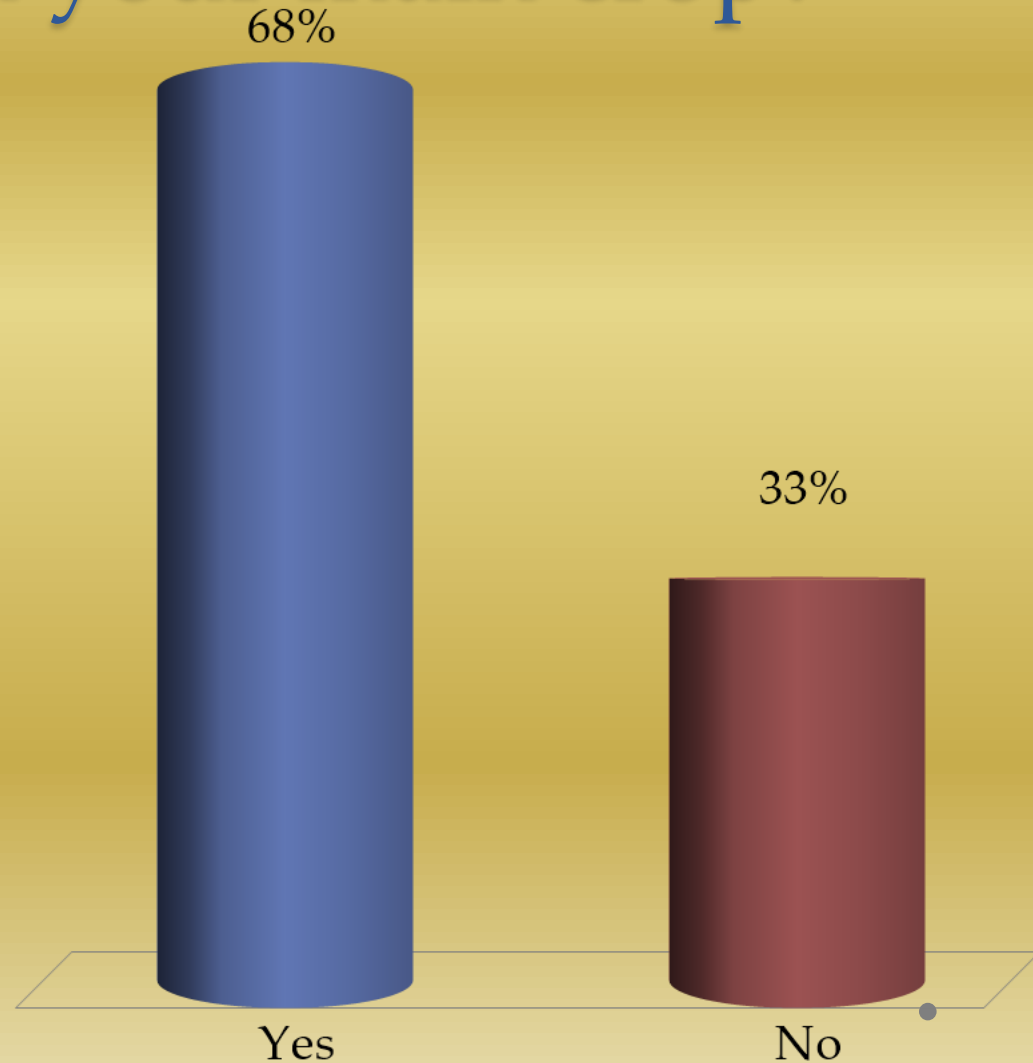
# How many years has your operation raised alfalfa seed?

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



# Is alfalfa seed your main crop?

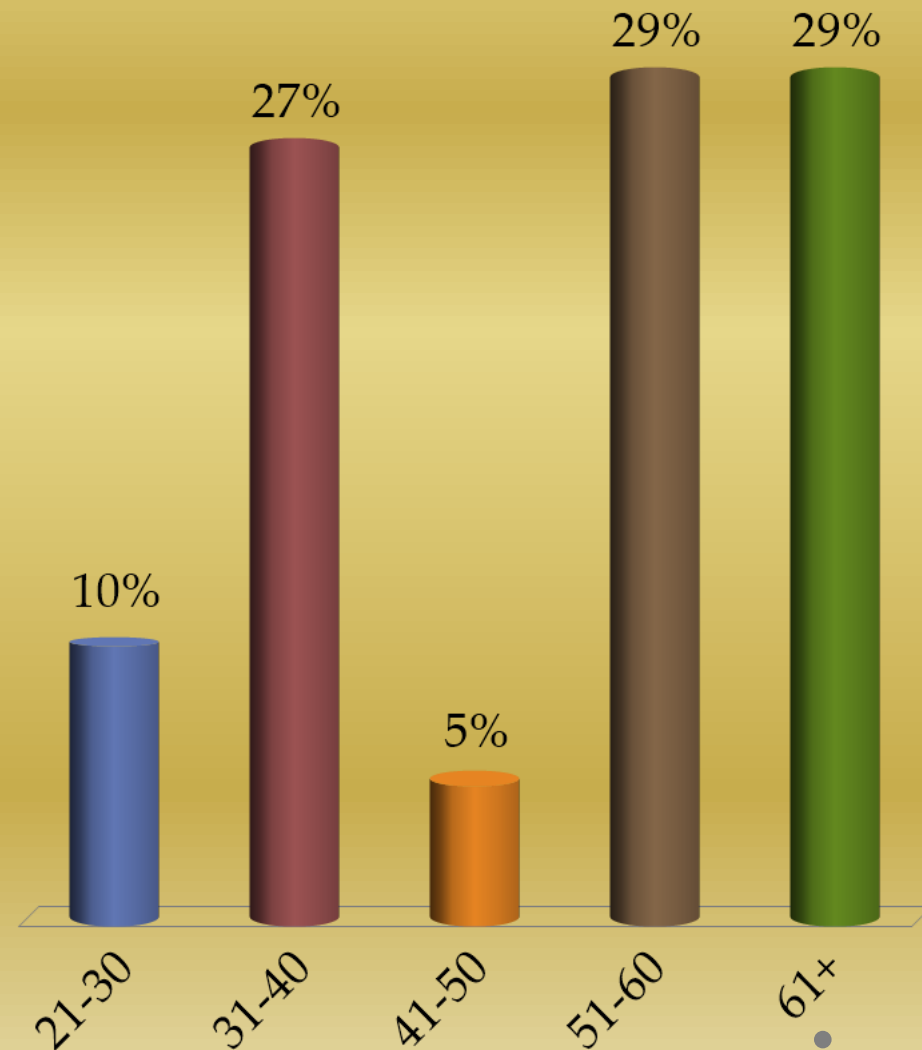
- A. Yes
- B. No





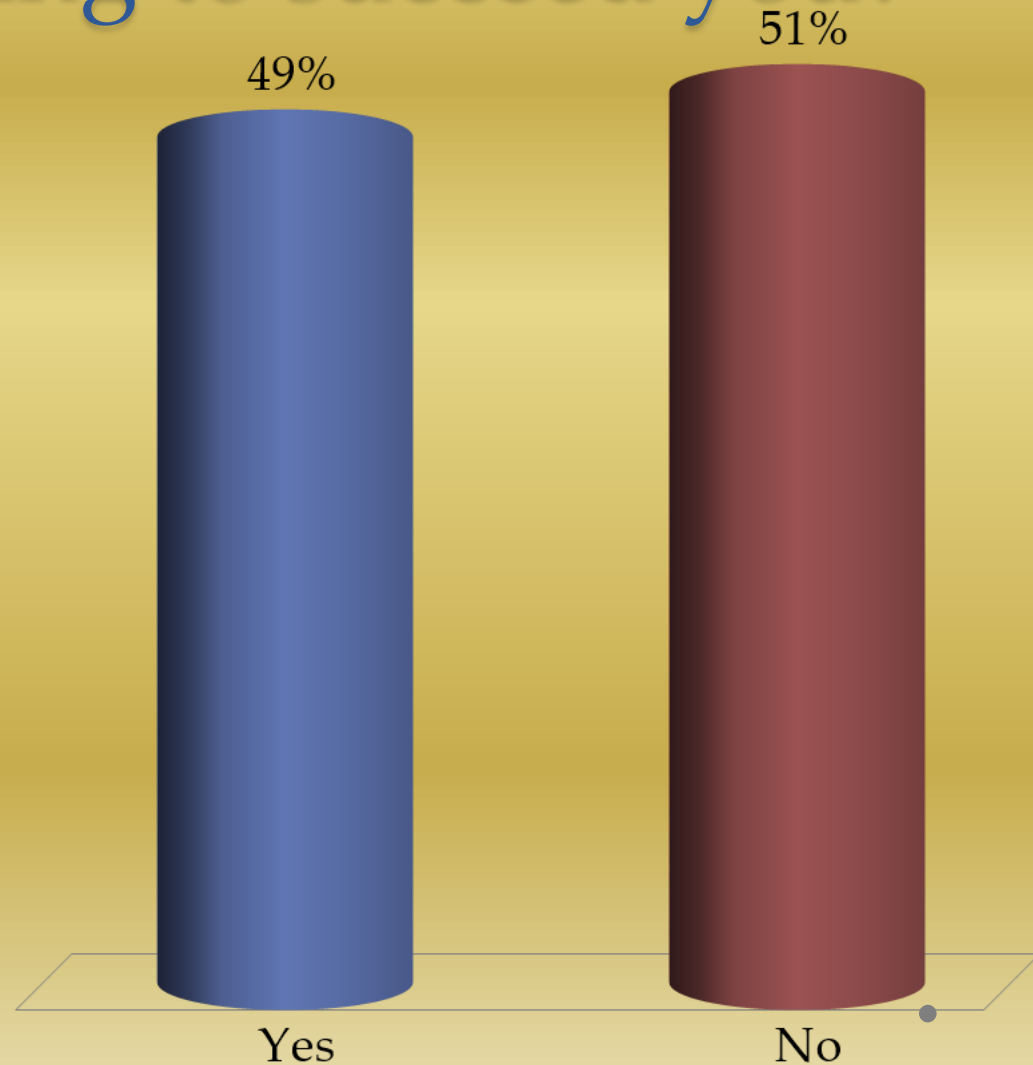
# What is your age?

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



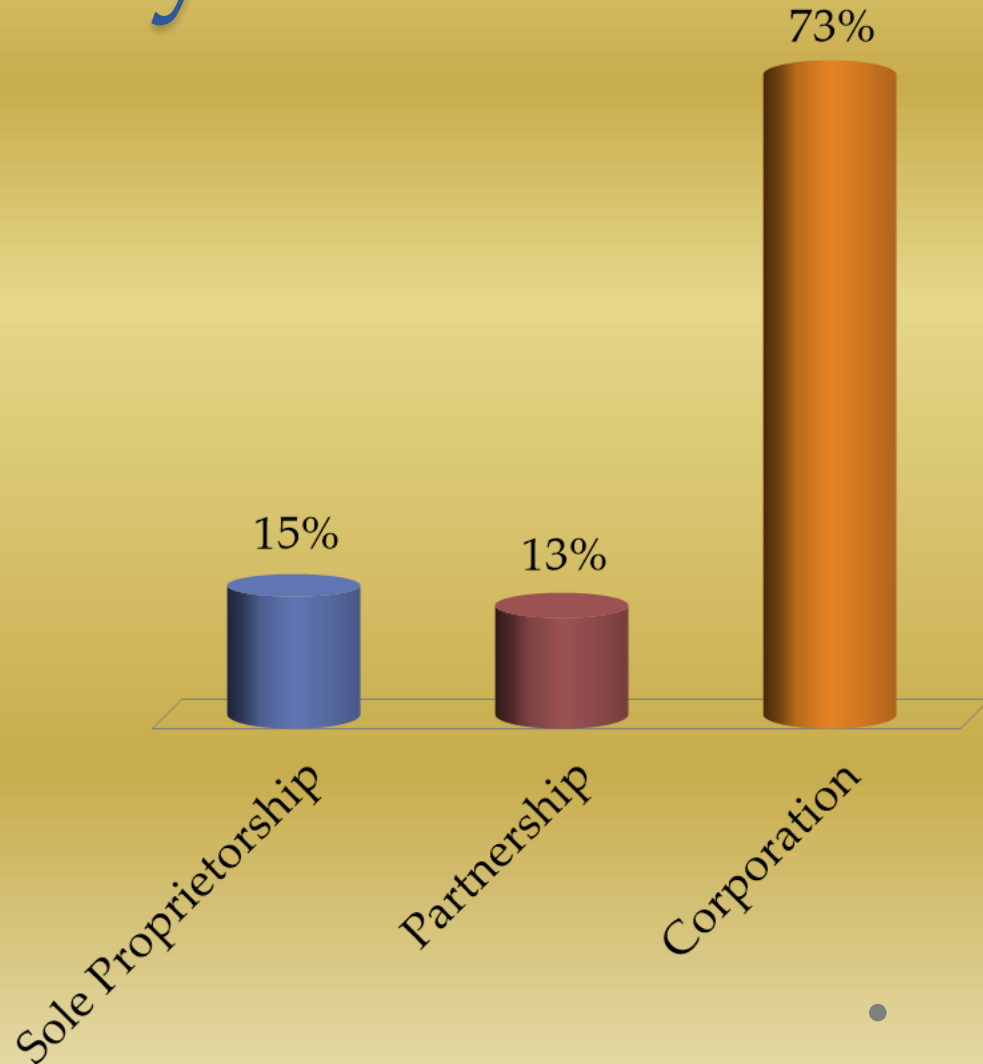
Do you have a son/daughter/family member planning to succeed you?

- A. Yes
- B. No



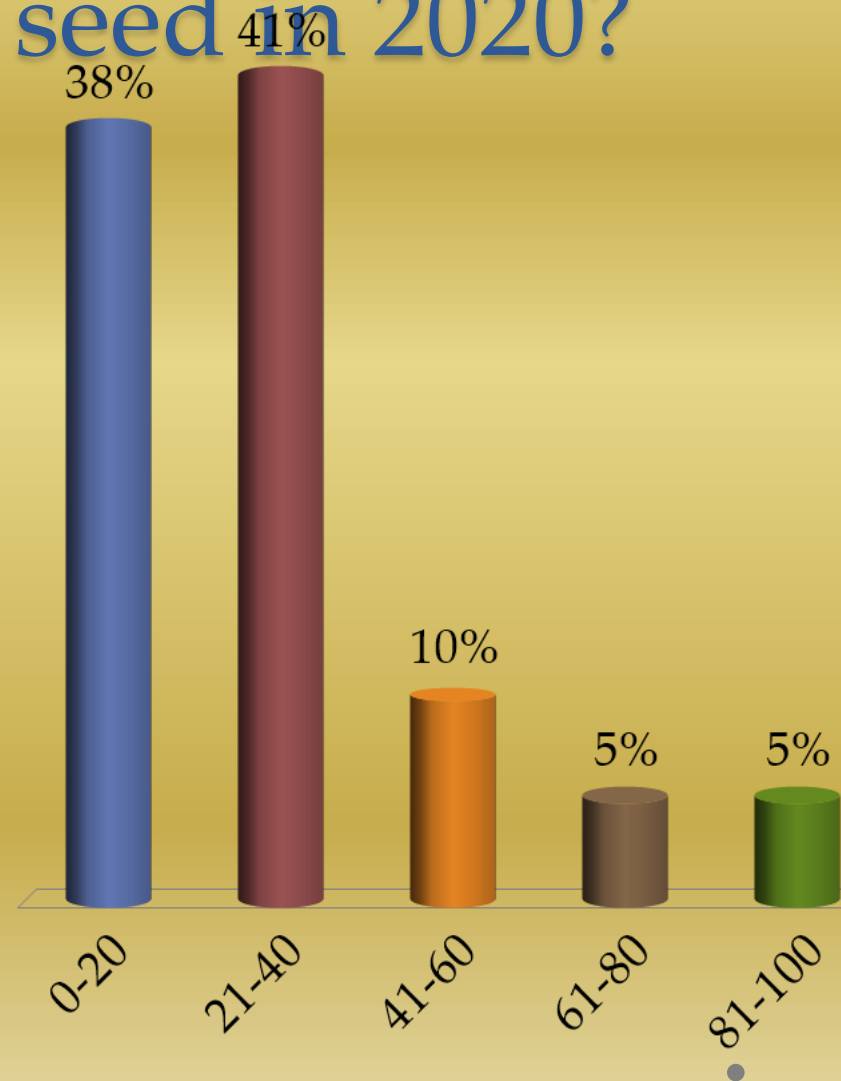
# What form of farming operation do you have?

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



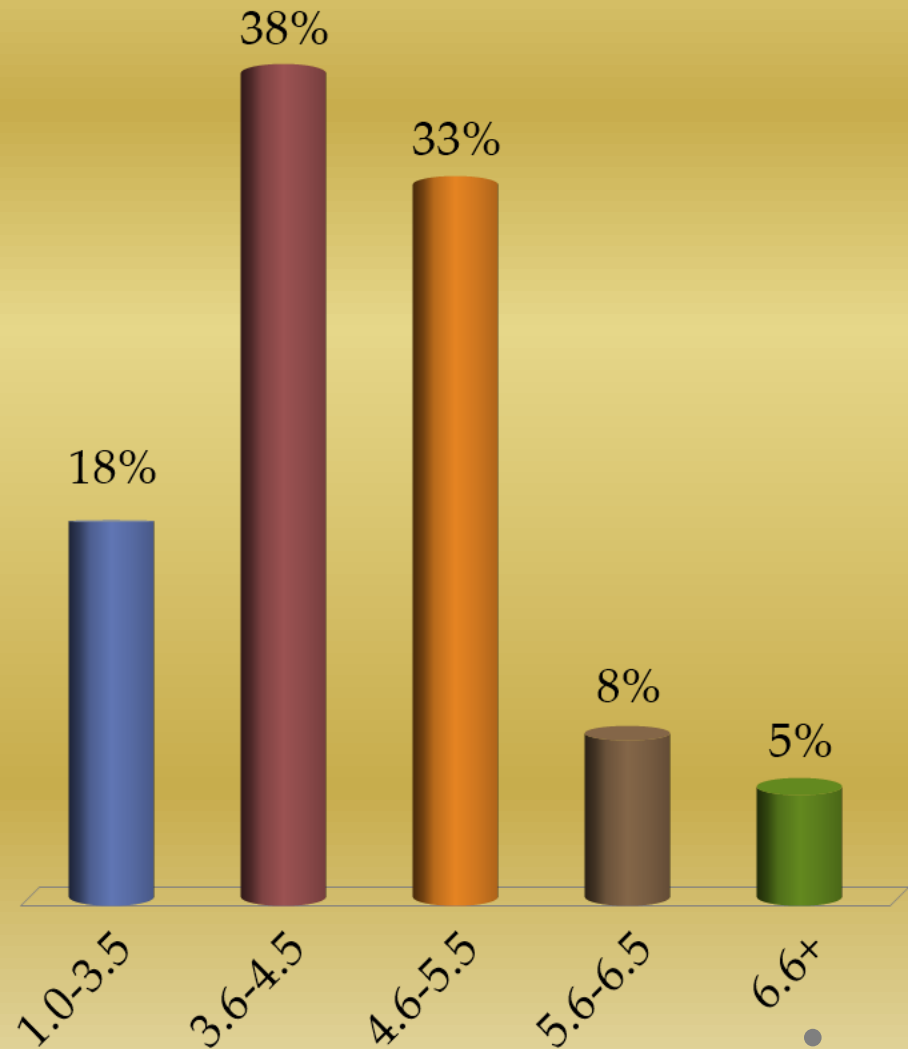
# What percent of your farm will be planted to alfalfa seed in 2020?

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



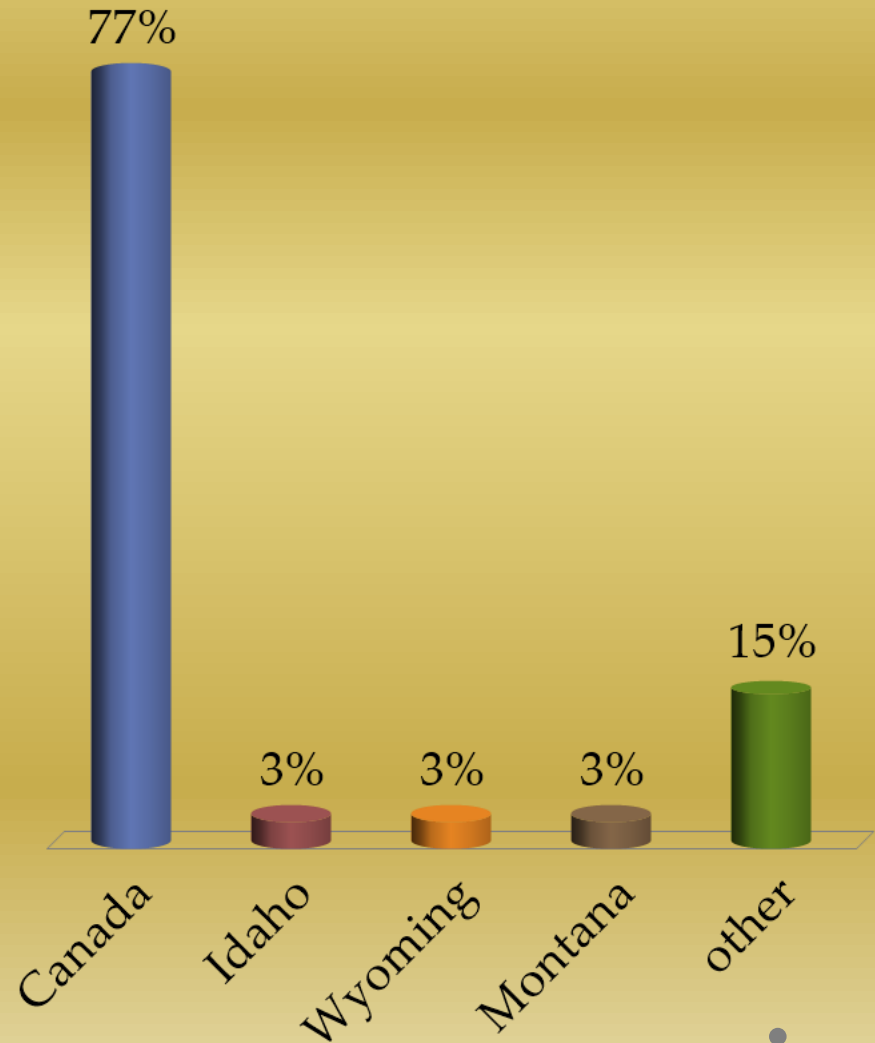
# How many gallons of bees/ac?

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



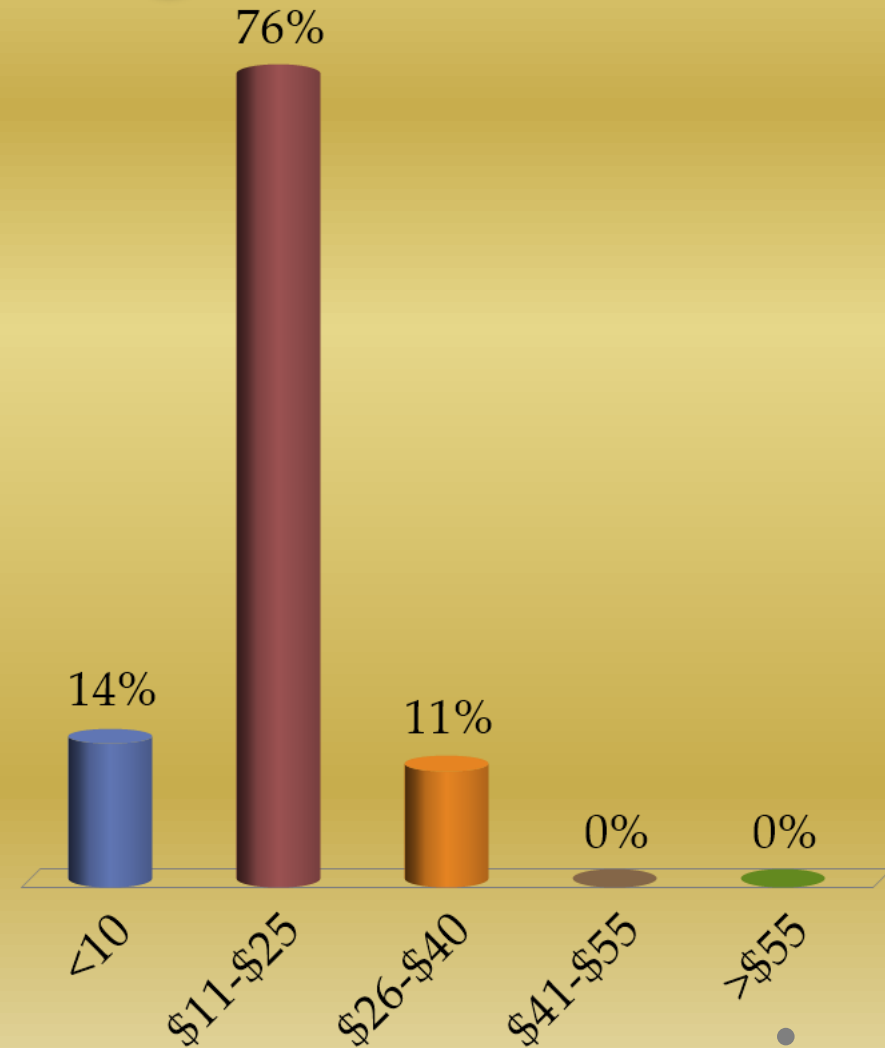
# Where do you buy your bees?

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



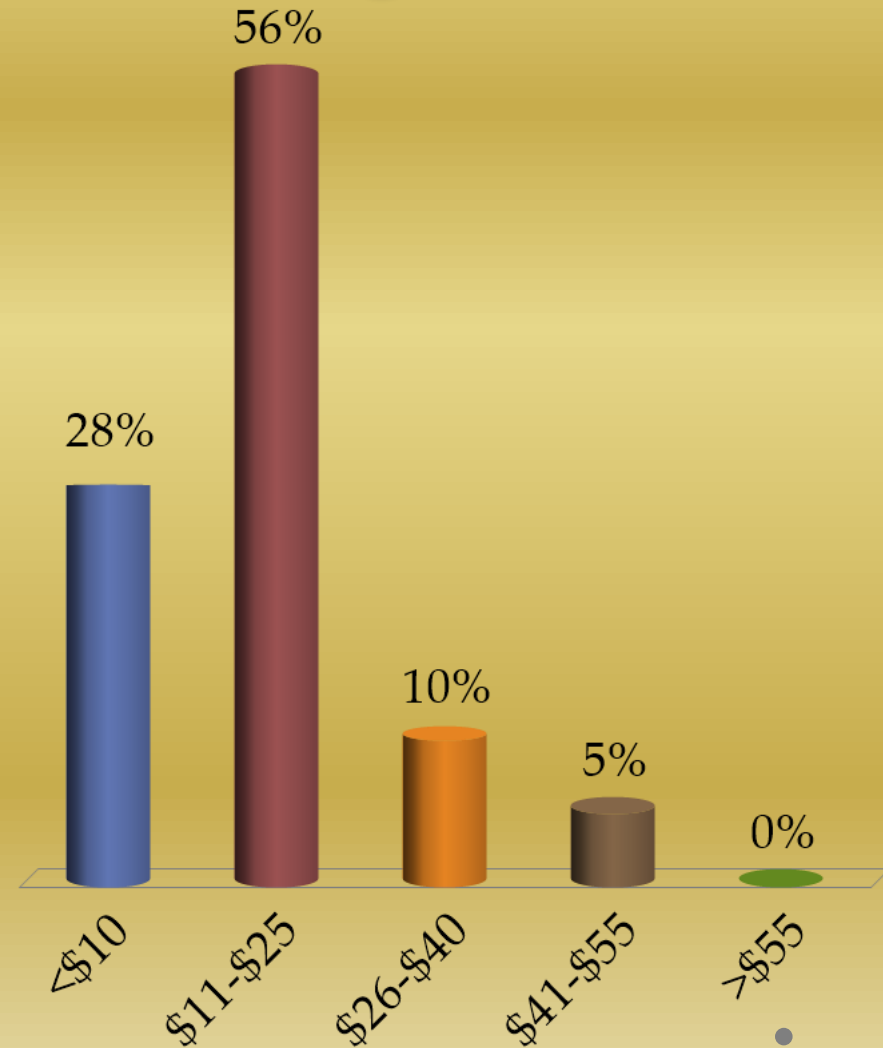
# What did you pay for bees in 2019 (\$/gal)?

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



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

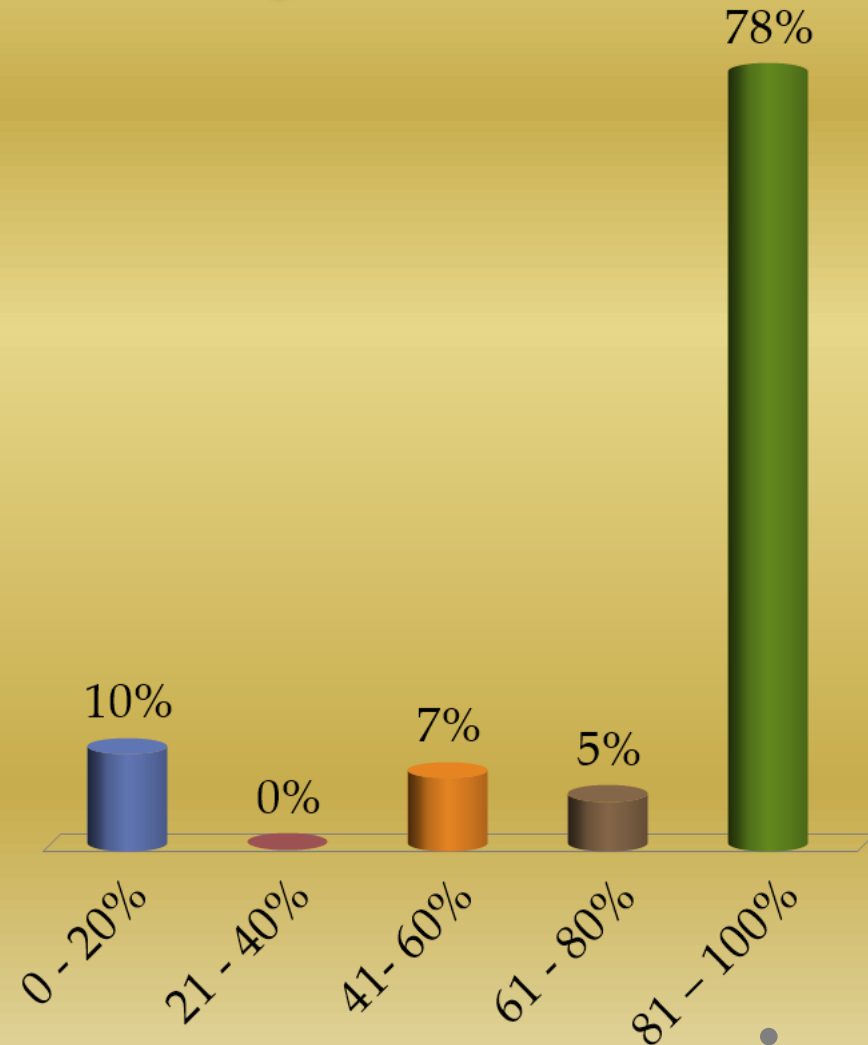
- A. <\$10
- B. \$11-\$25
- C. \$26-\$40
- D. \$41-\$55
- E. >\$55





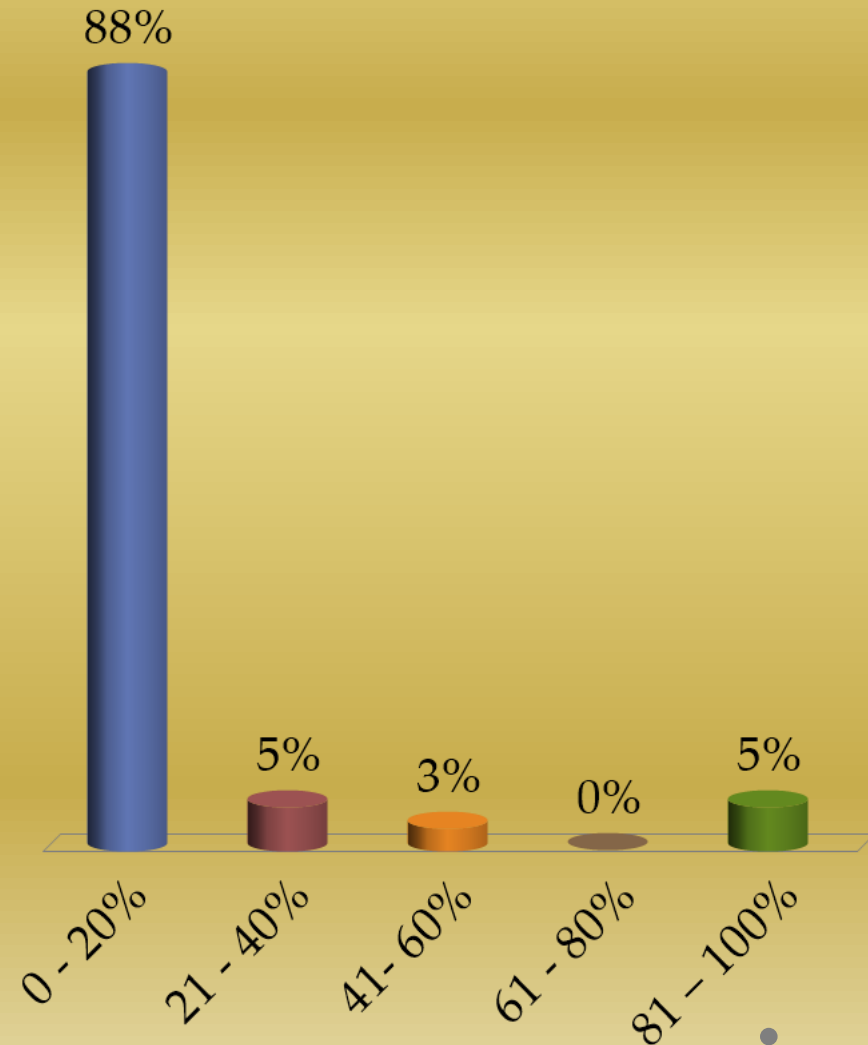
# What percentage of your crop is proprietary seed?

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



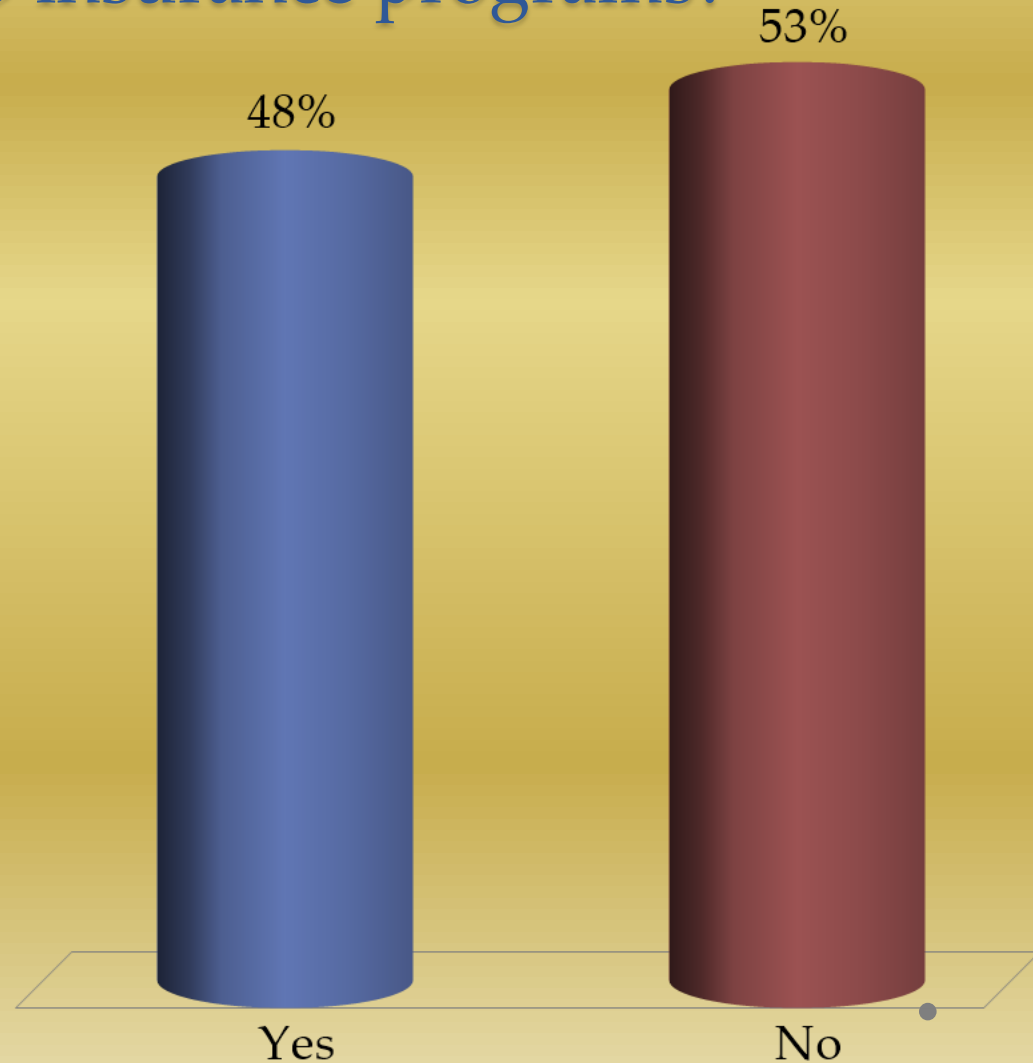
# What percentage of your crop is common seed?

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



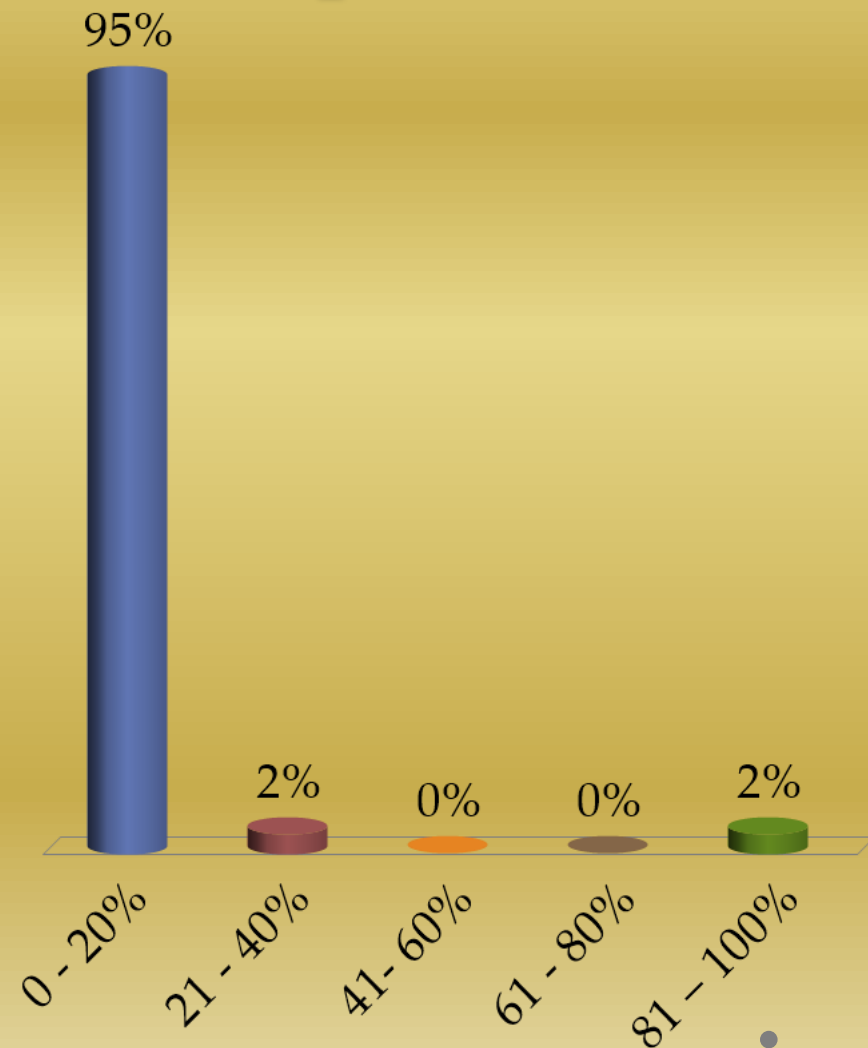
Do you participate in Government sponsored  
alfalfa seed crop insurance programs?

- A. Yes
- B. No



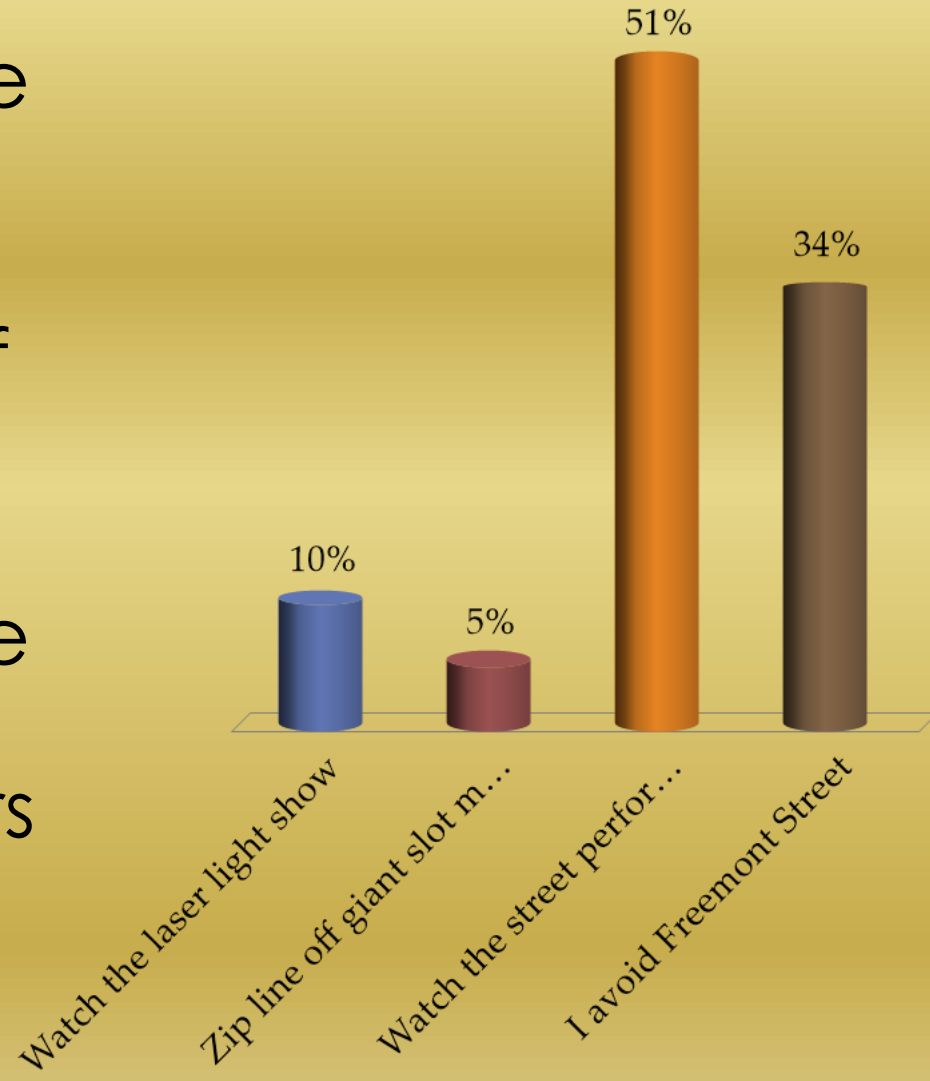
# What percentage of your farm income is from insurance proceeds?

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



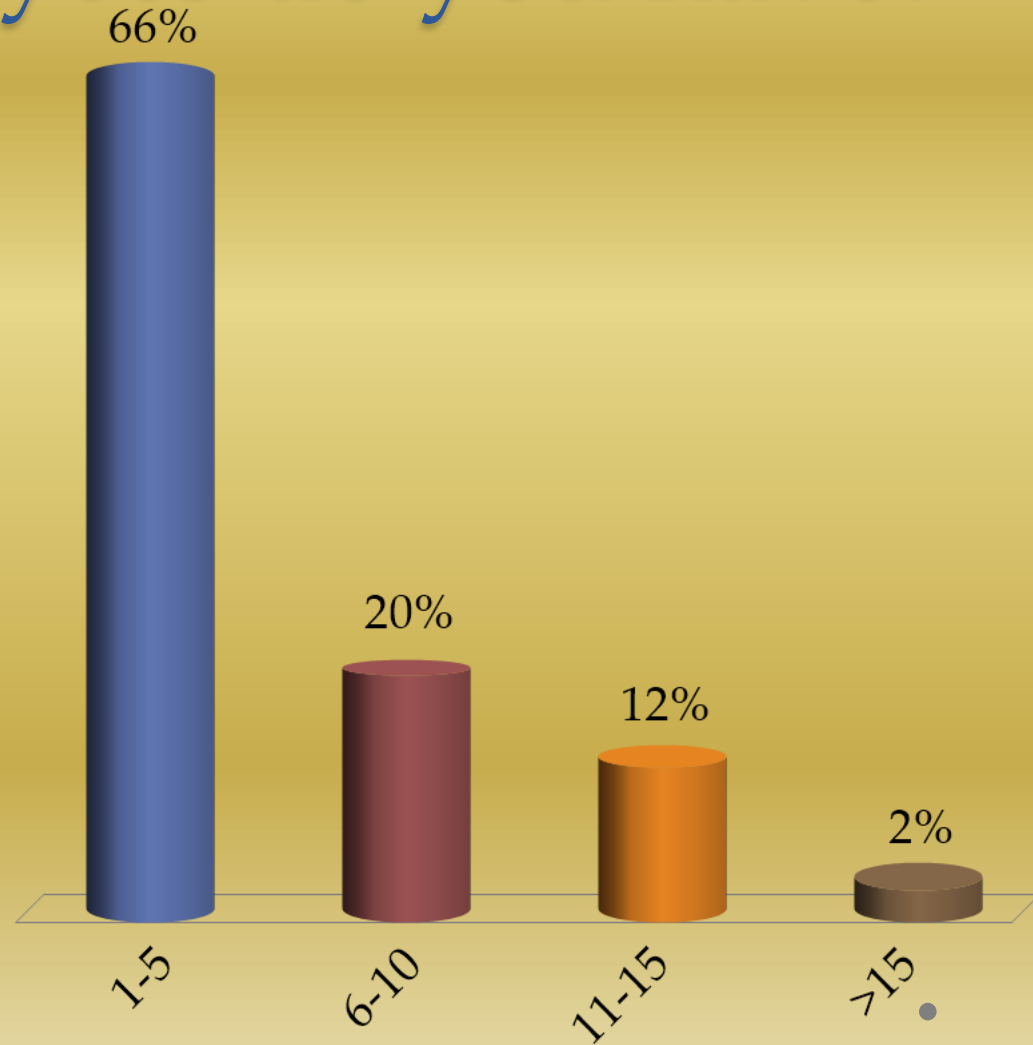
# What is your favorite thing to do on Fremont Street?

- A. Watch the laser light show
- B. Zip line off giant slot machine
- C. Watch the street performers
- D. I avoid Fremont Street



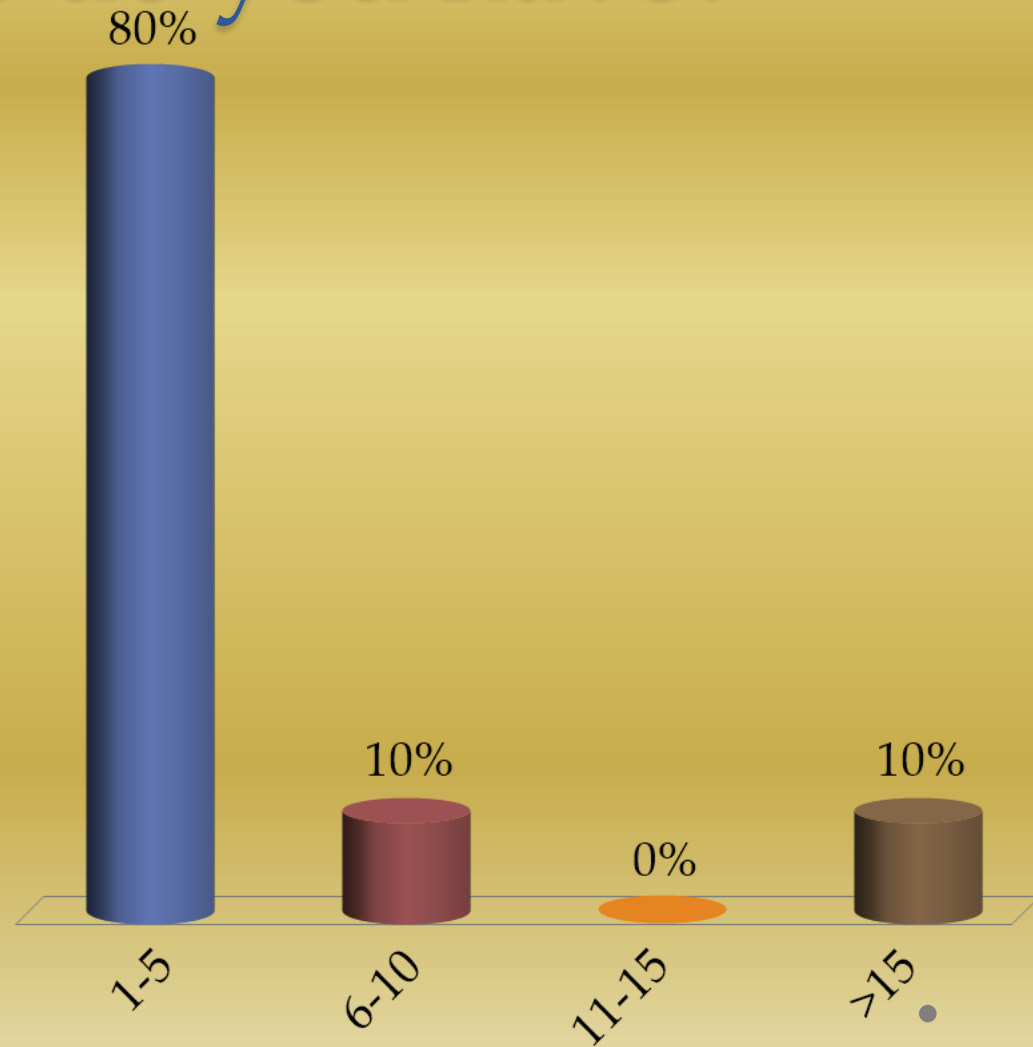
# How many full time/year around employees do you have?

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



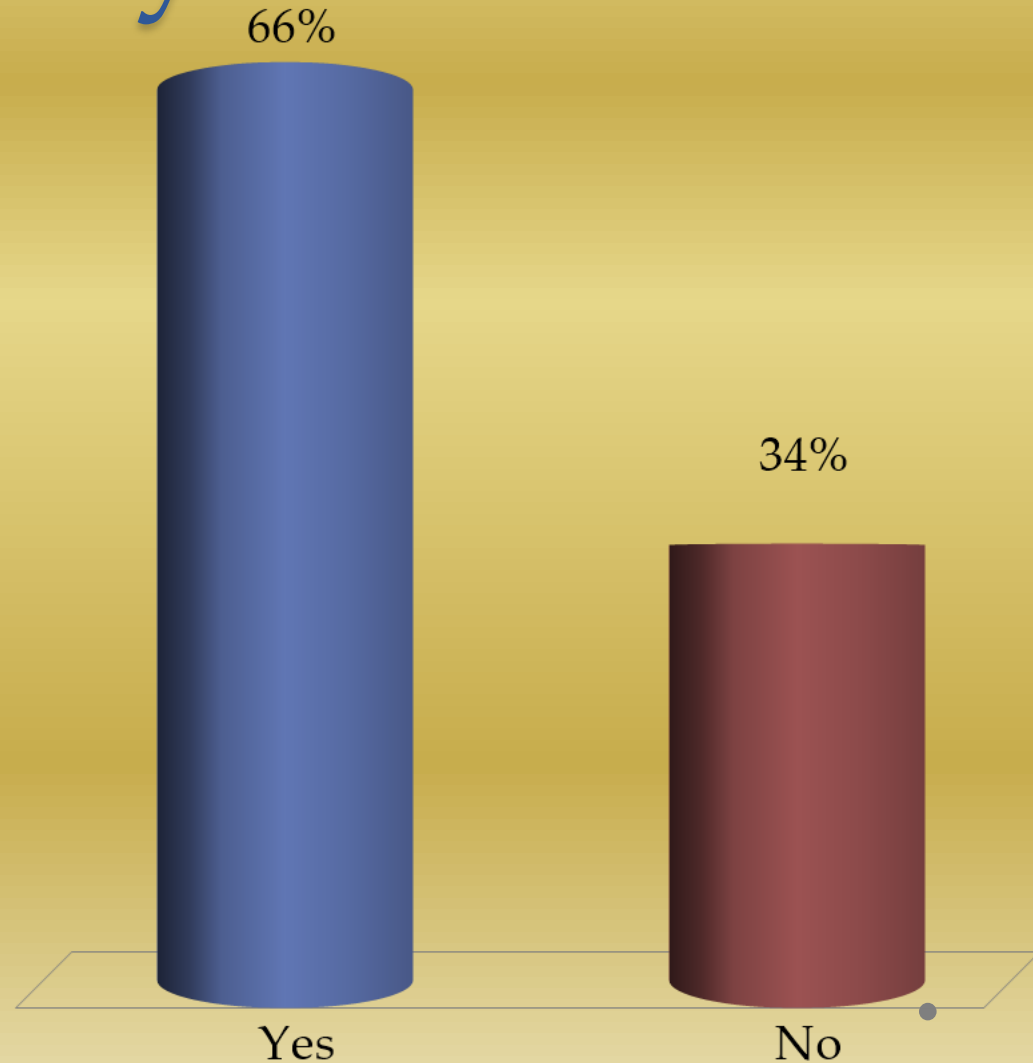
# How many part time/seasonal employees do you have?

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



# Do you have salaried employees?

- A. Yes
- B. No

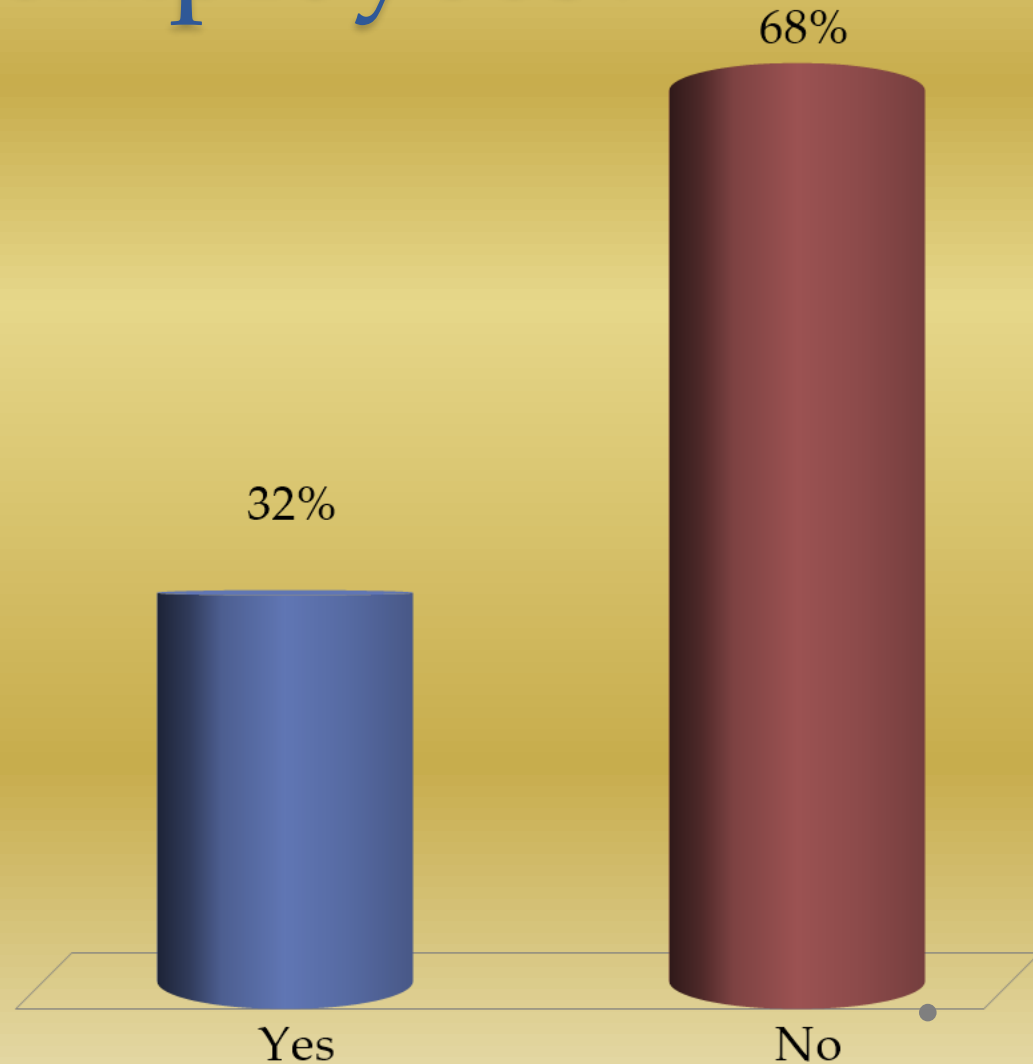




# Do you offer health insurance to your employees?

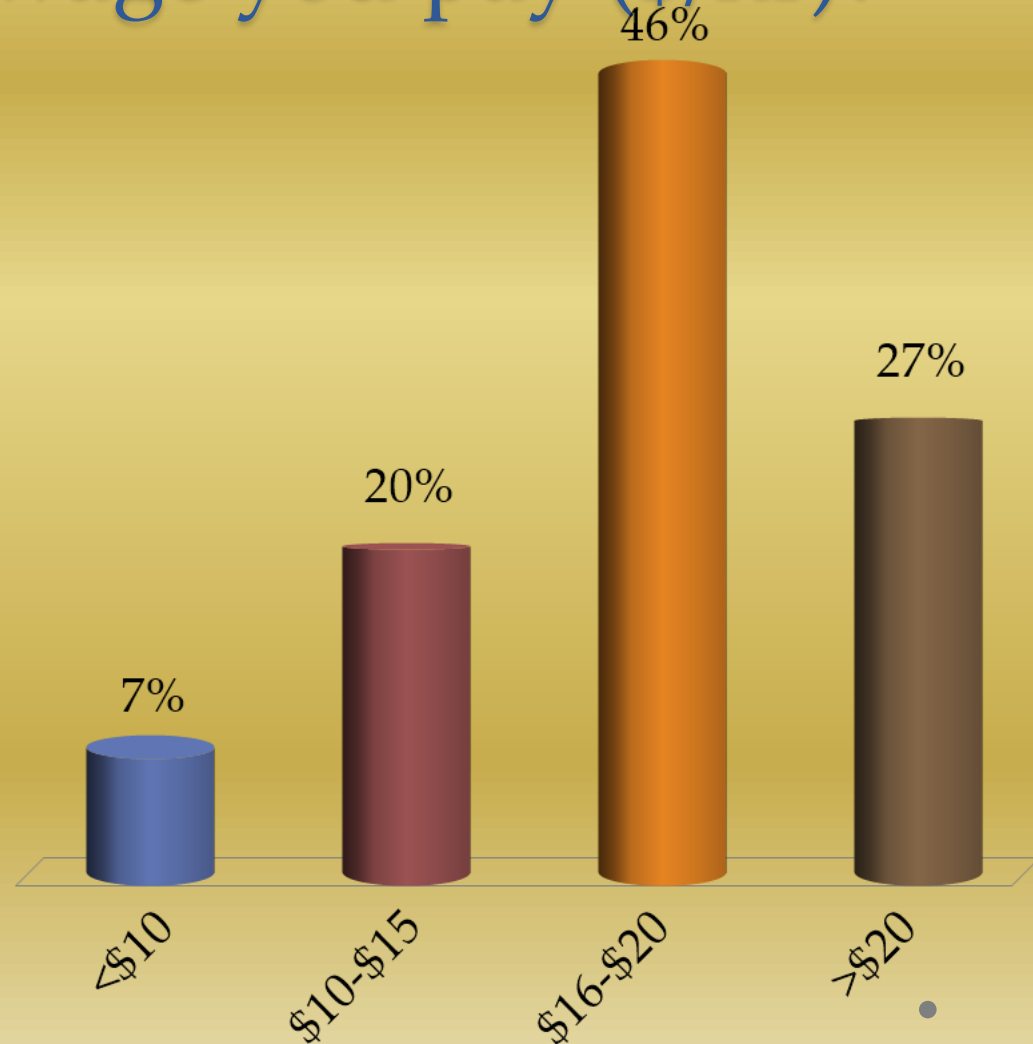
A. Yes

B. No



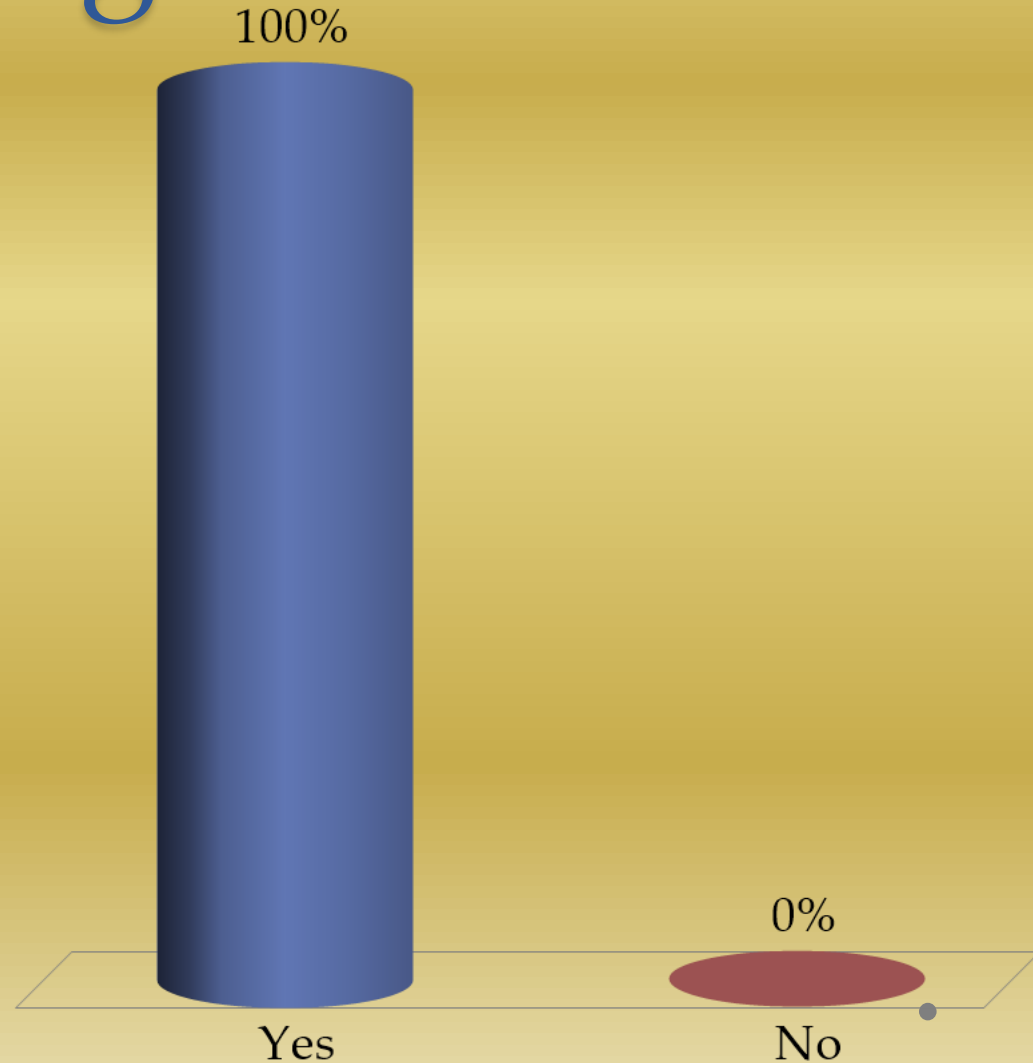
What would you estimate is the average hourly wage you pay (\$/hr)?

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



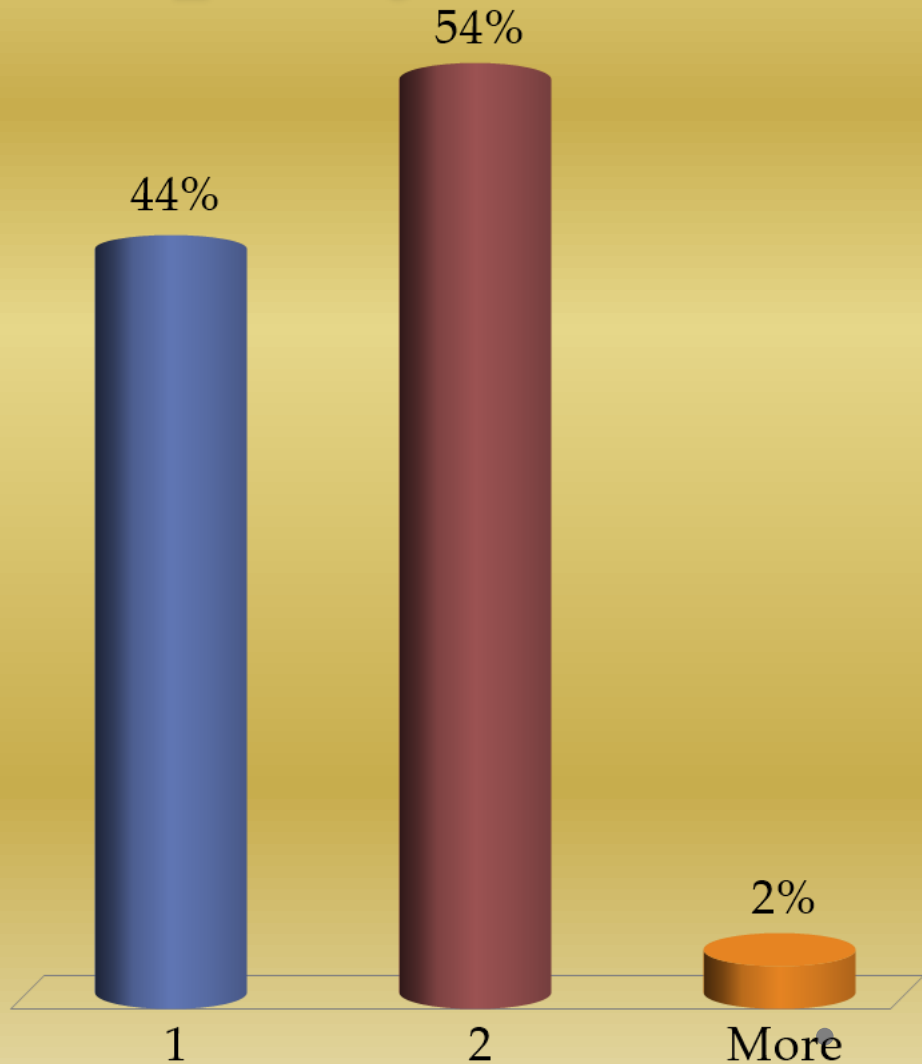
# Do you sweep before spraying fields?

- A. Yes
- B. No



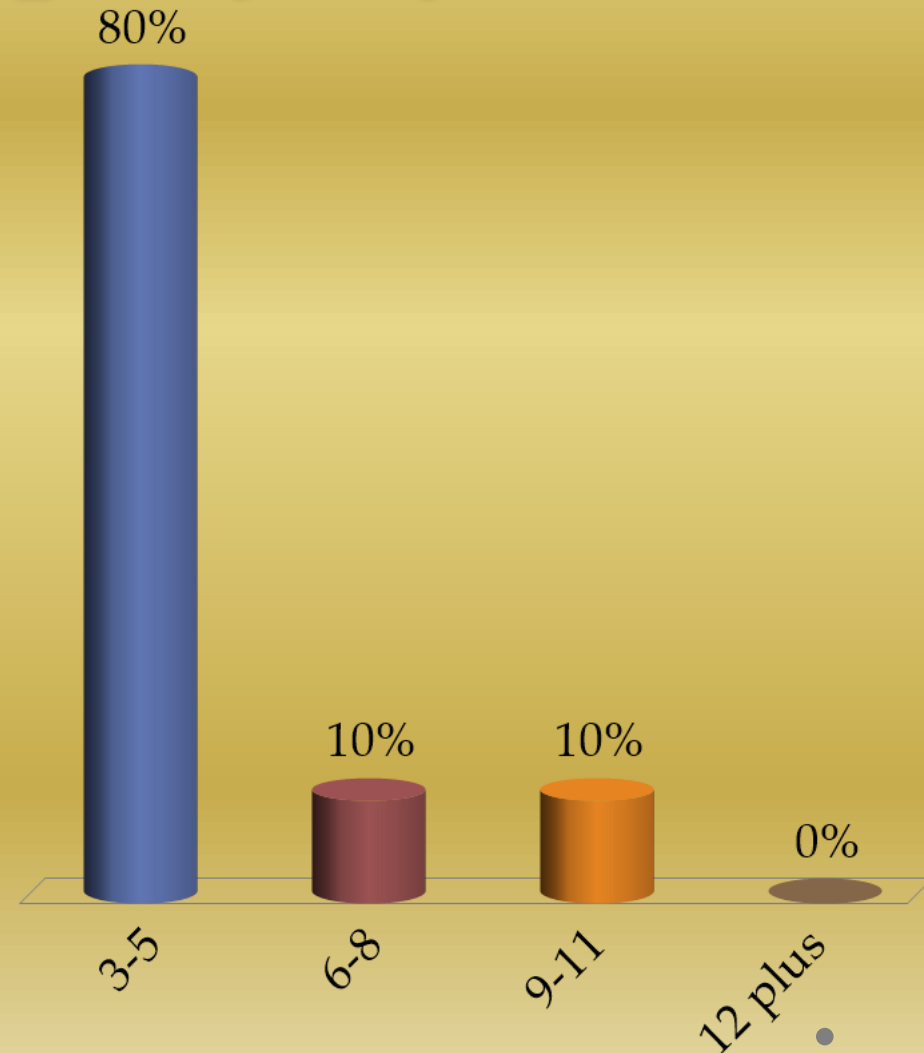
# How many pre bloom (cleanup) sprays

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



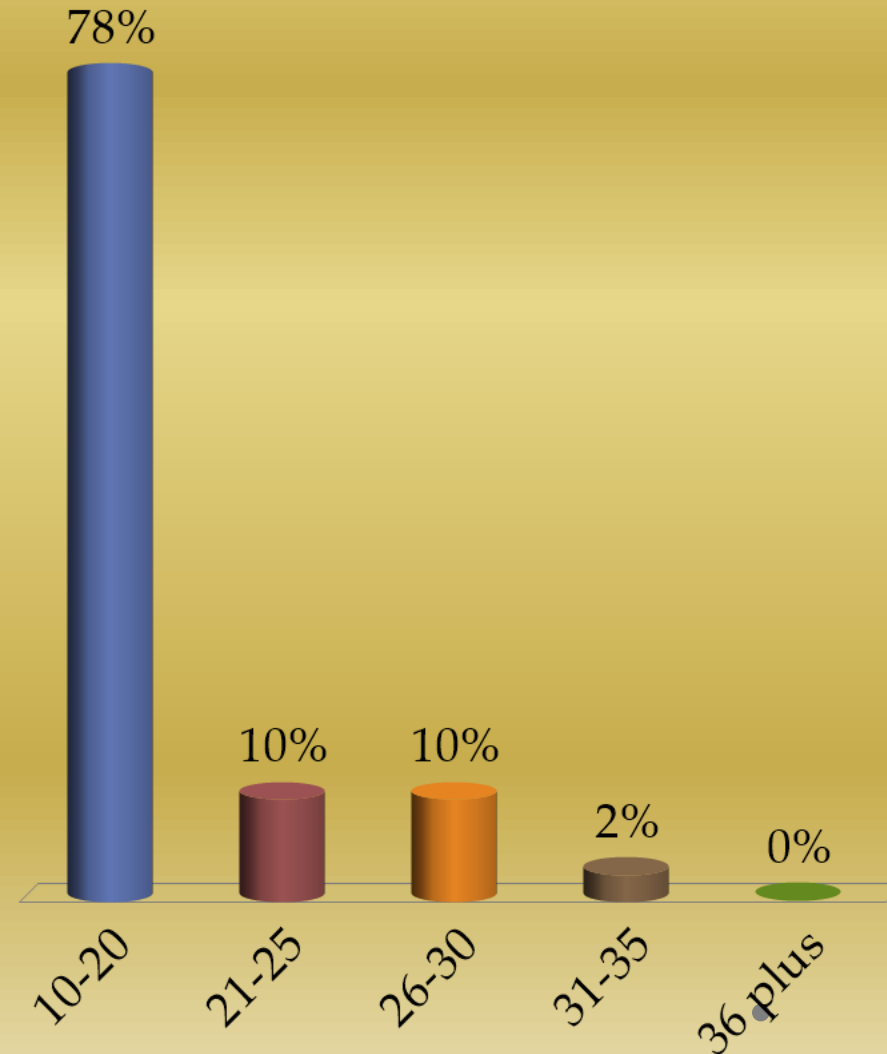
# Avg. number of insecticide sprays/year?

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



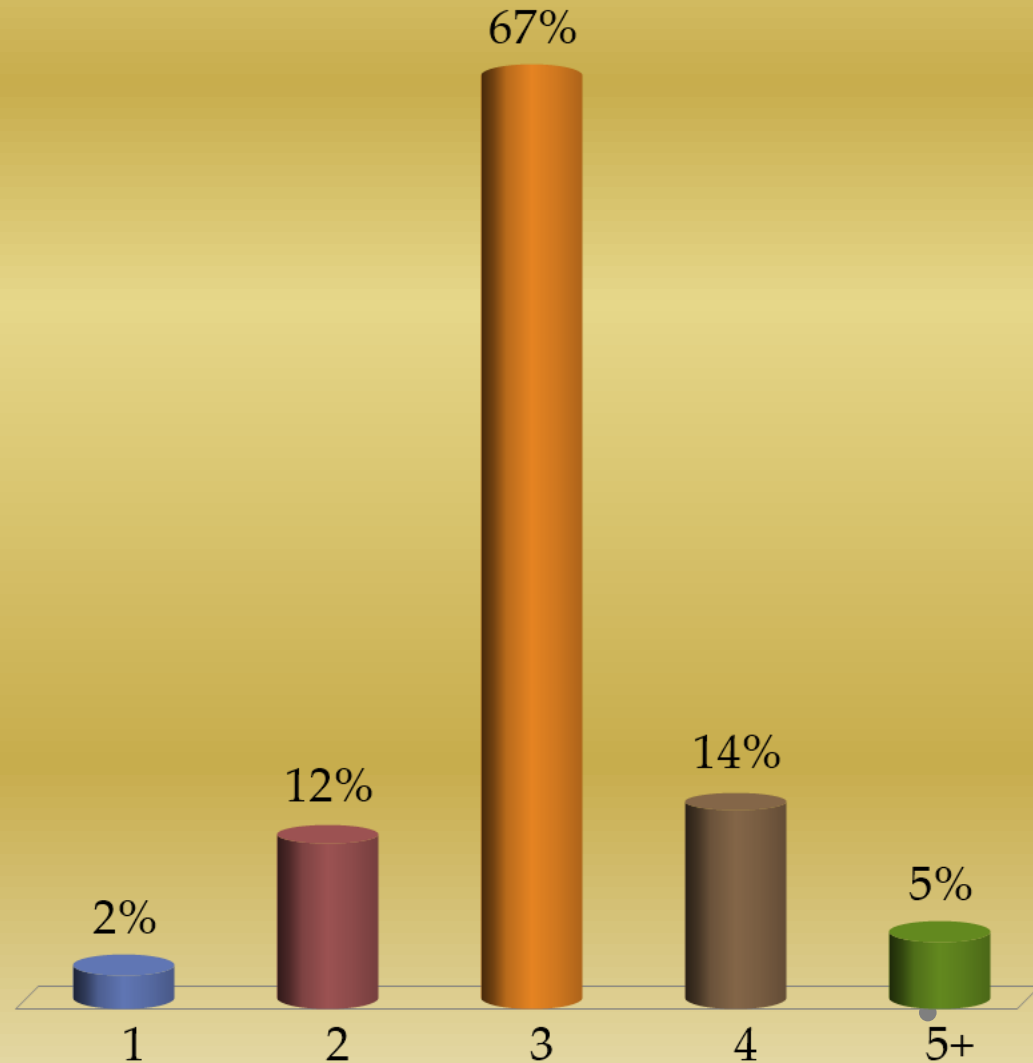
# Gallons of water per acre when applying insecticides?

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



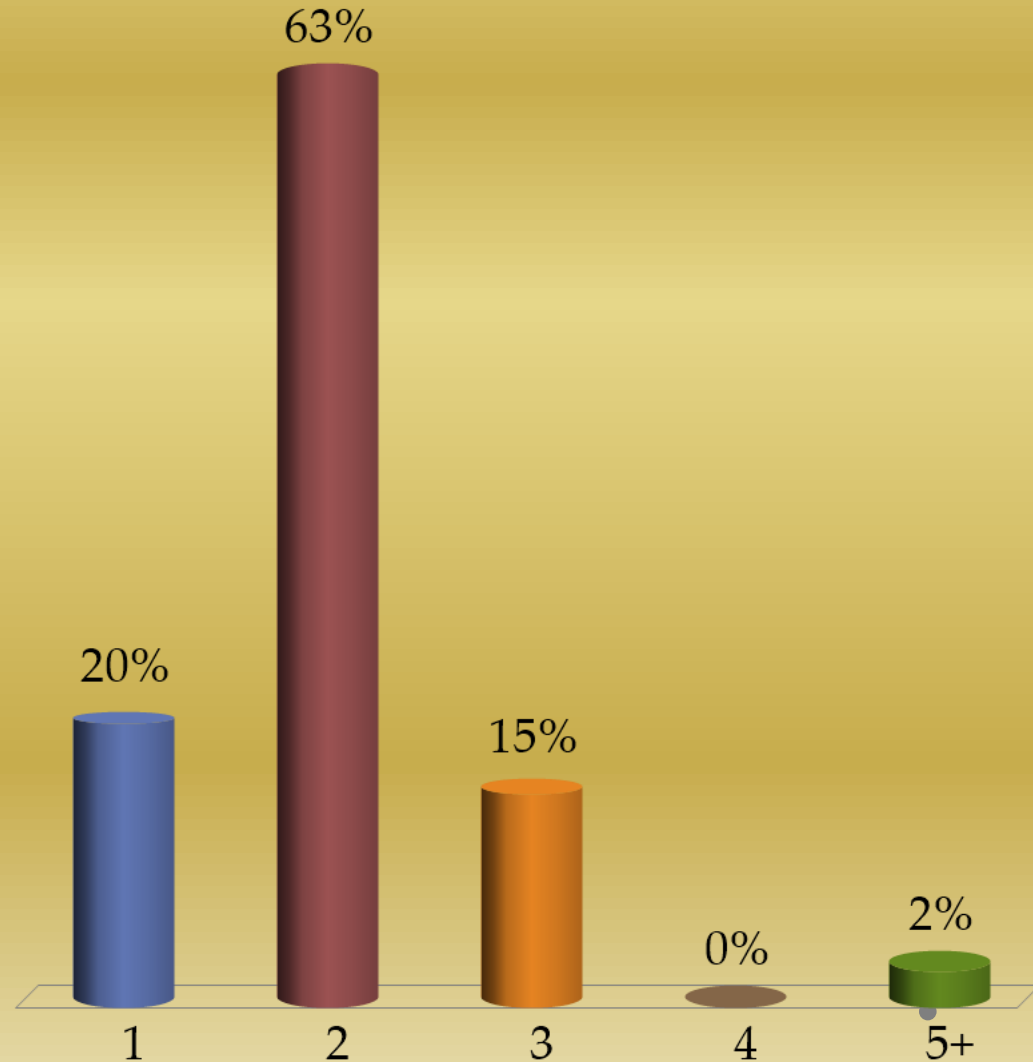
# Average lifespan of a field?

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



# What year is the most productive?

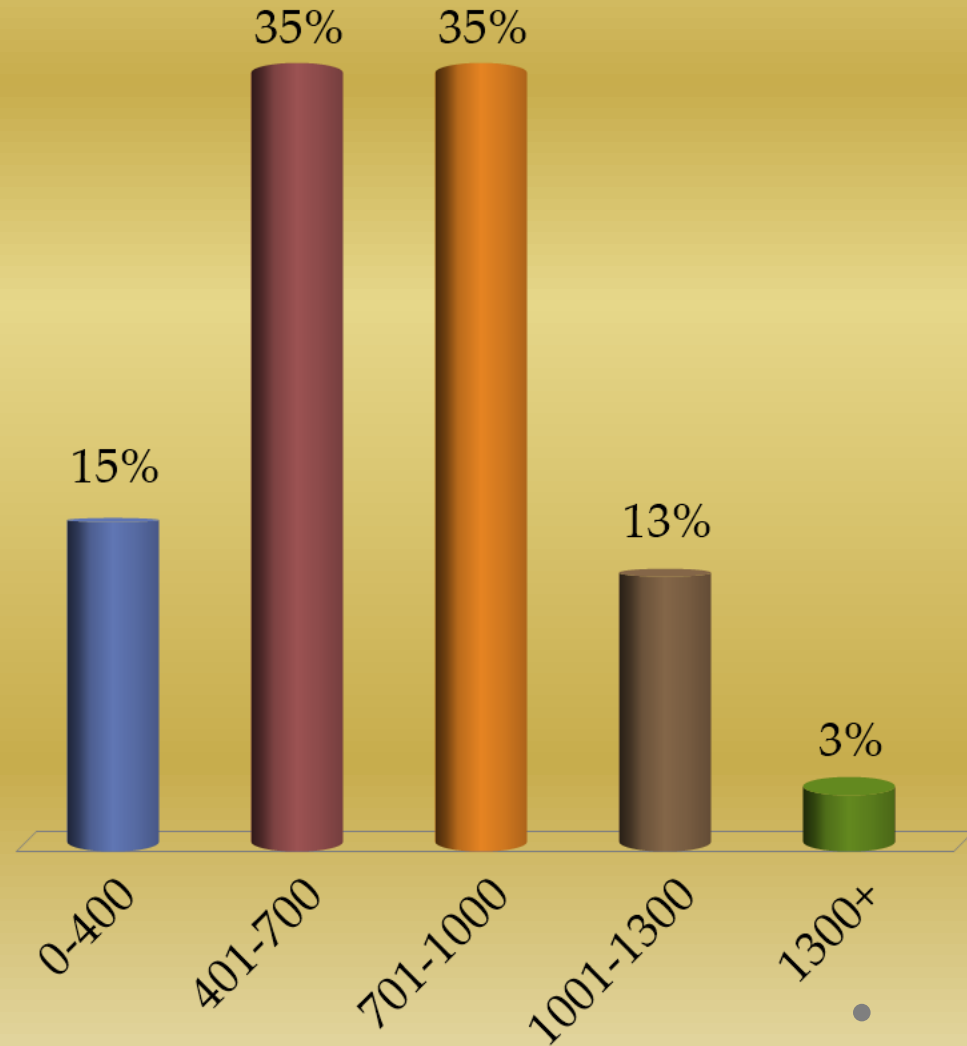
- A. 1
- B. 2
- C. 3
- D. 4
- E. 5+





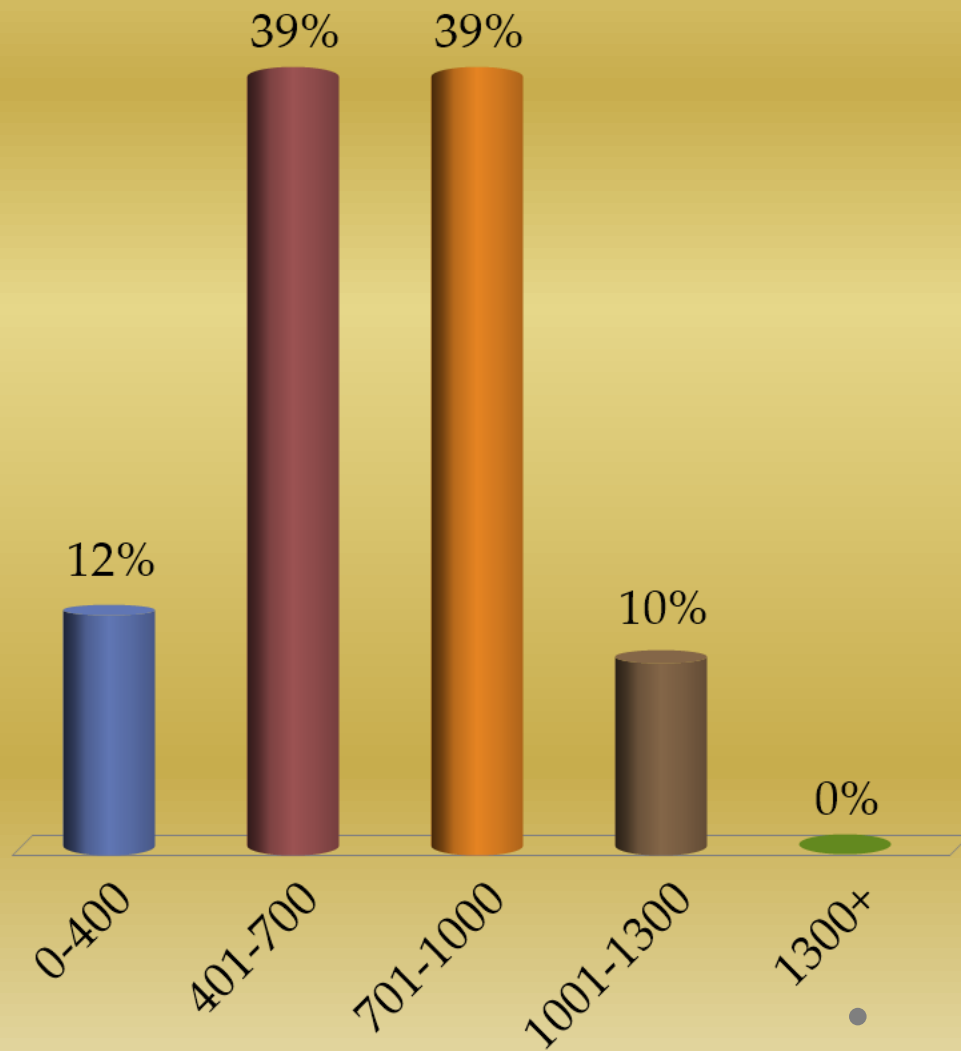
# 2019 Yields/ac (clean seed):

- 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+

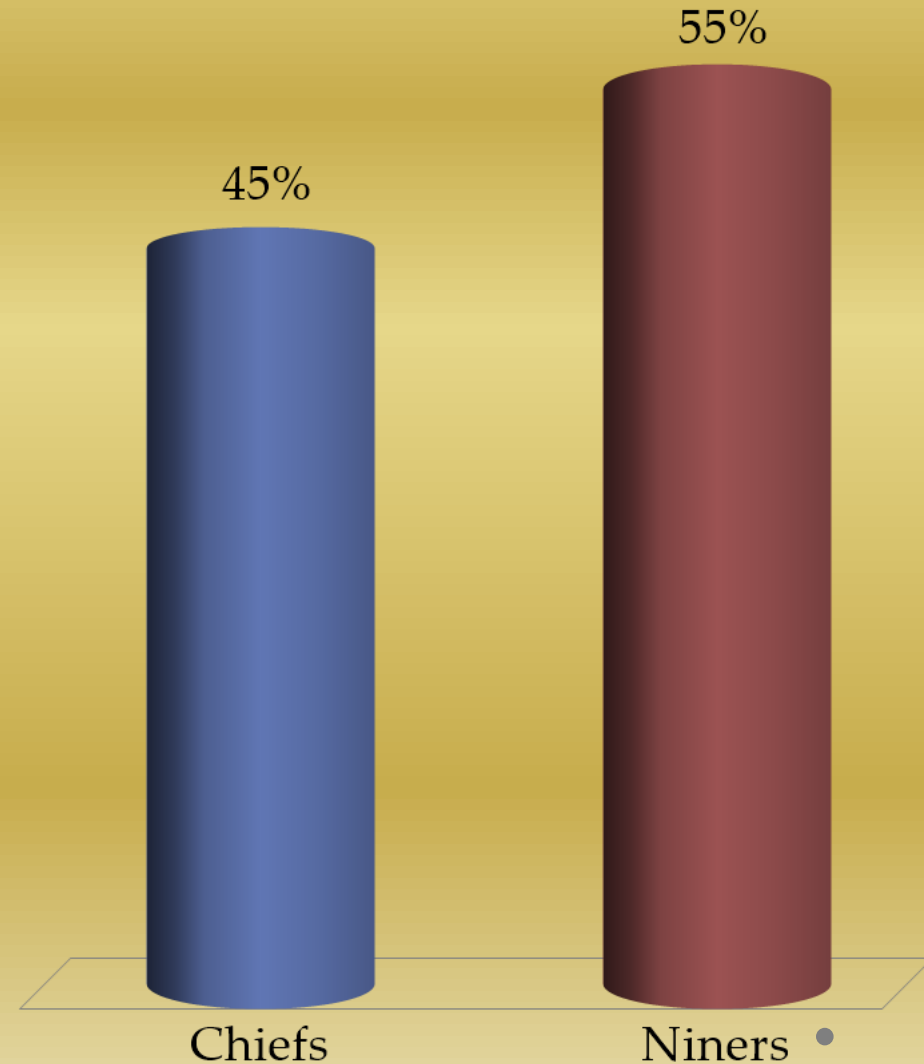


# Who is going to win the Super Bowl?

A. Chiefs



B. Niners



# Yield/ac (2019 vs historic):

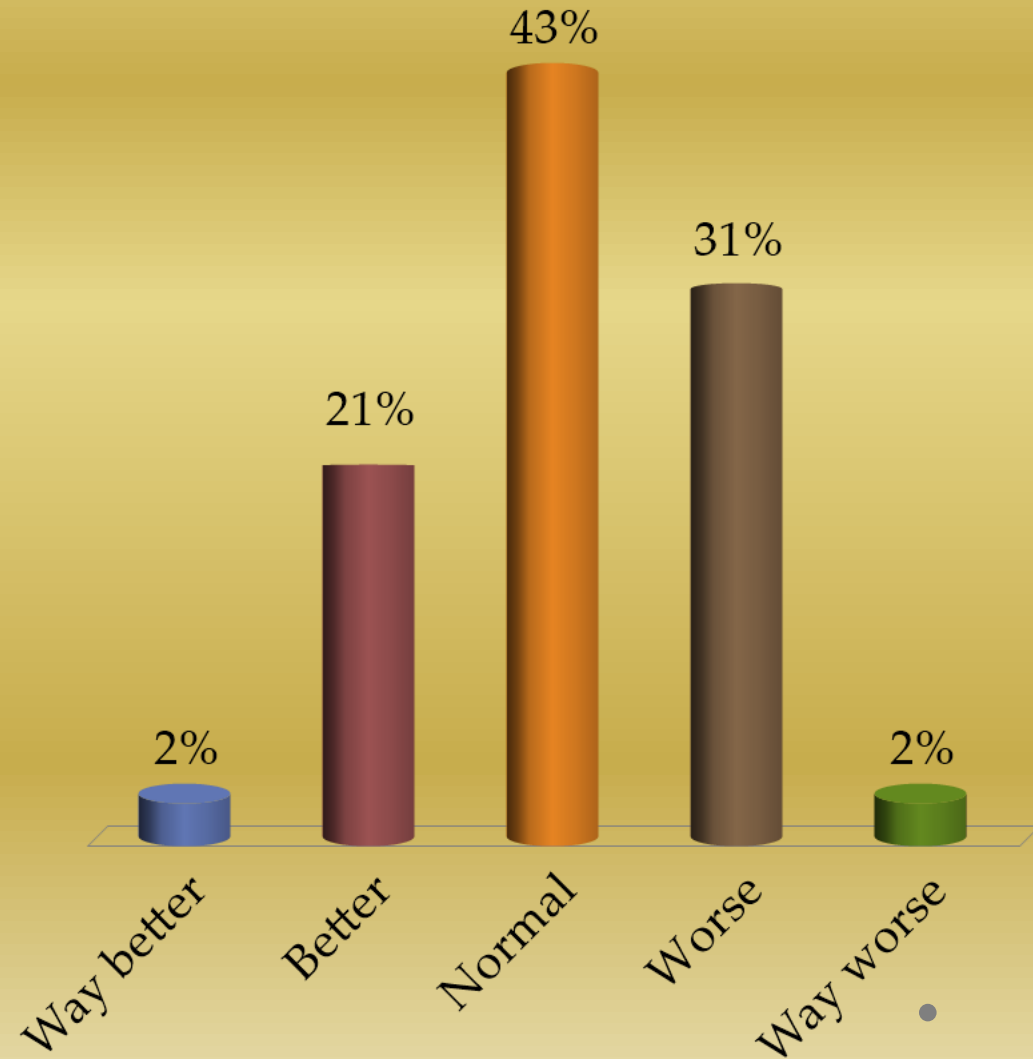
A. Way better

B. Better

C. Normal

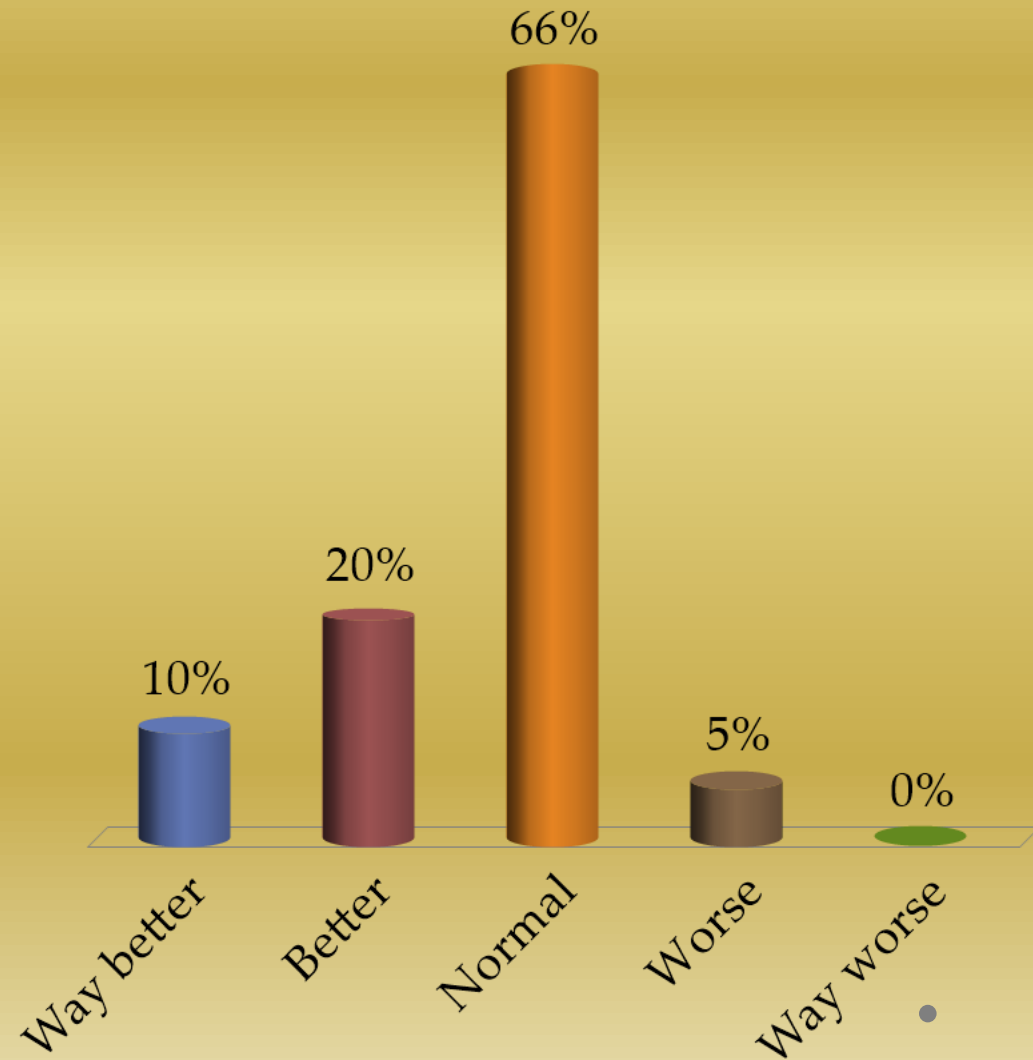
D. Worse

E. Way worse



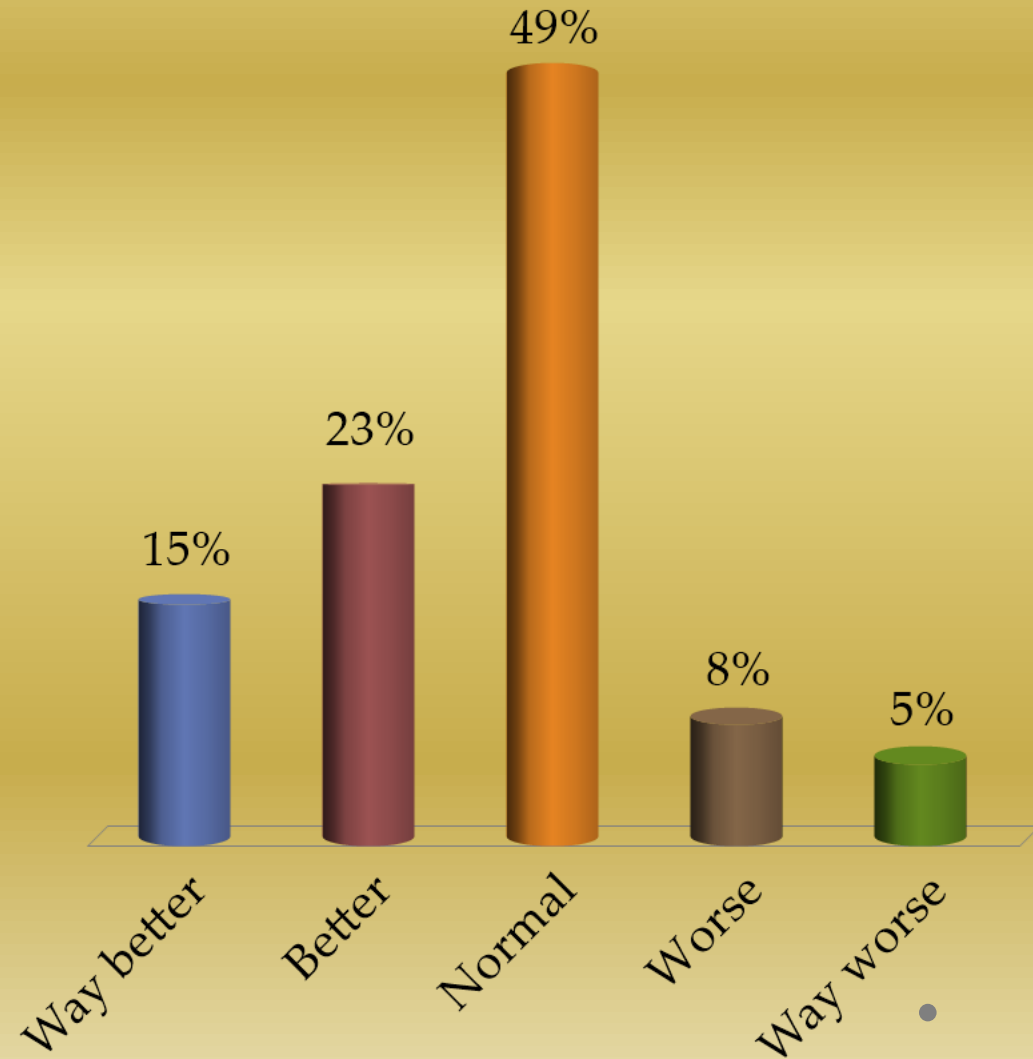
# Lygus Pressure (2019 vs historic):

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



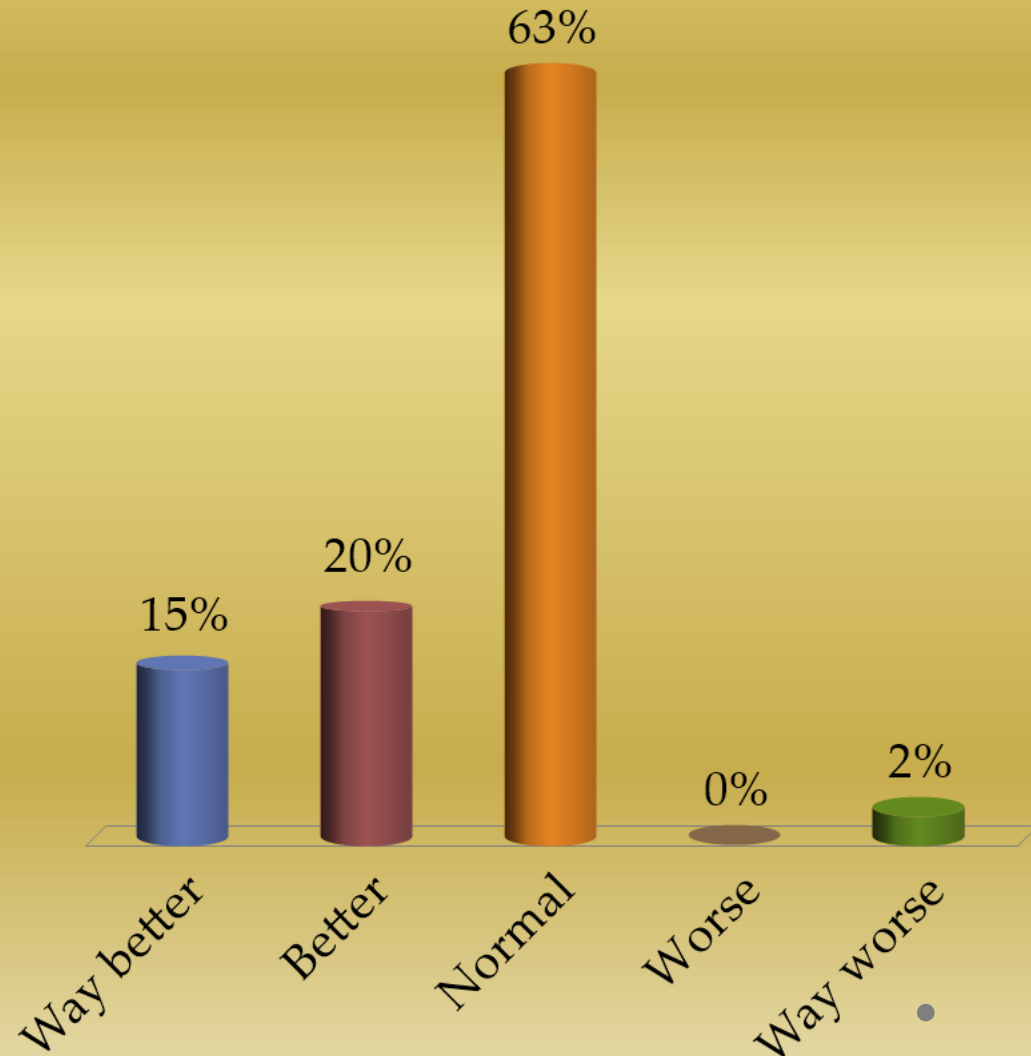
# Aphid Pressure (2019 vs historic):

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



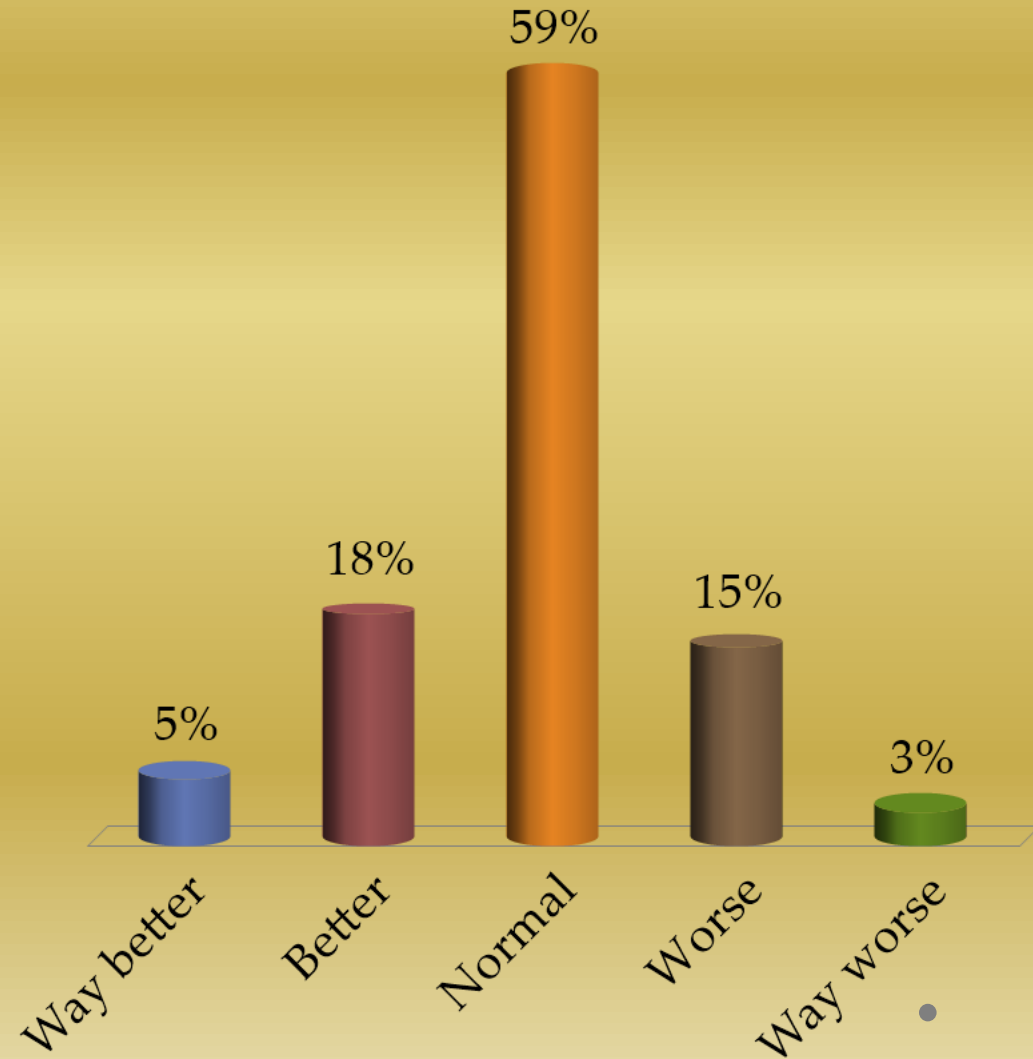
# Mite Pressure (2019 vs historic):

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



# Weed Pressure (2019 vs historic):

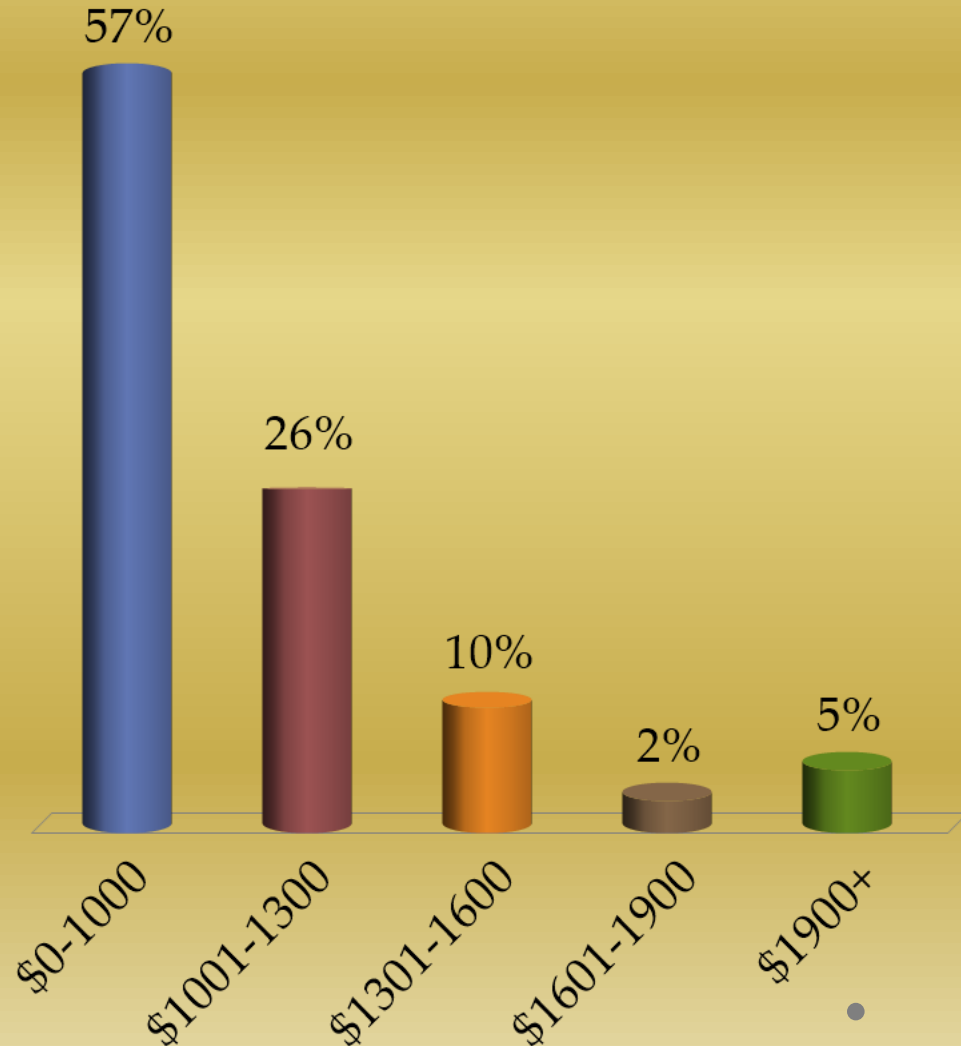
- A. Way better
- B. Better
- C. Normal
- D. Worse
- E. Way worse





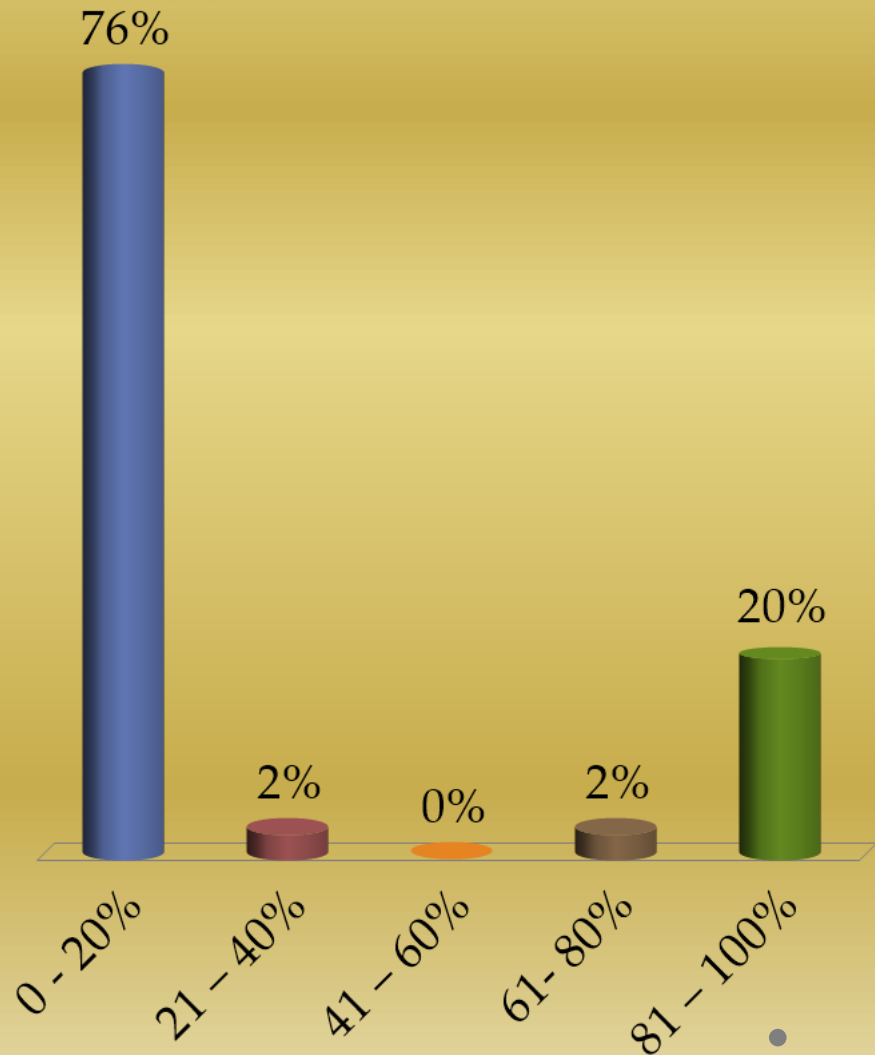
# What were your production costs (\$/ac) in 2019?

- 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)?

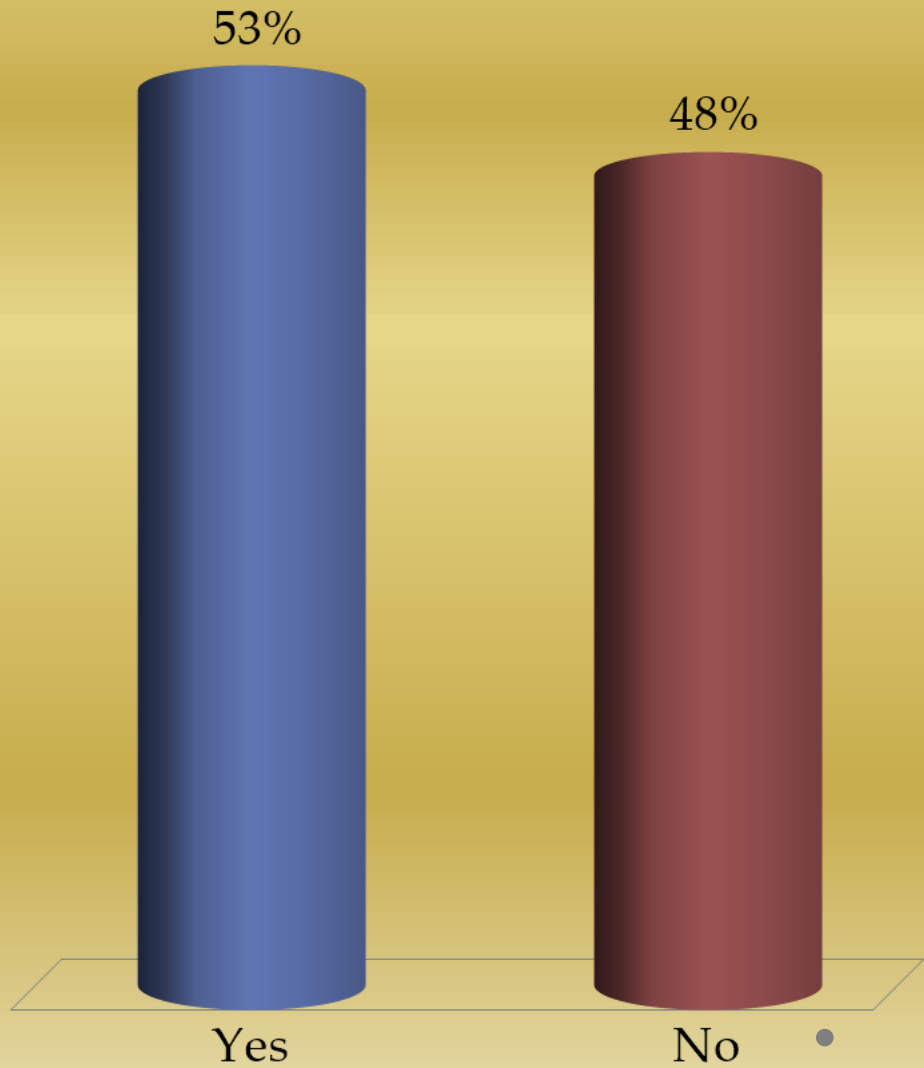
- A. 0 - 20%
- B. 21 - 40%
- C. 41 - 60%
- D. 61 - 80%
- E. 81 - 100%



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

A. Yes

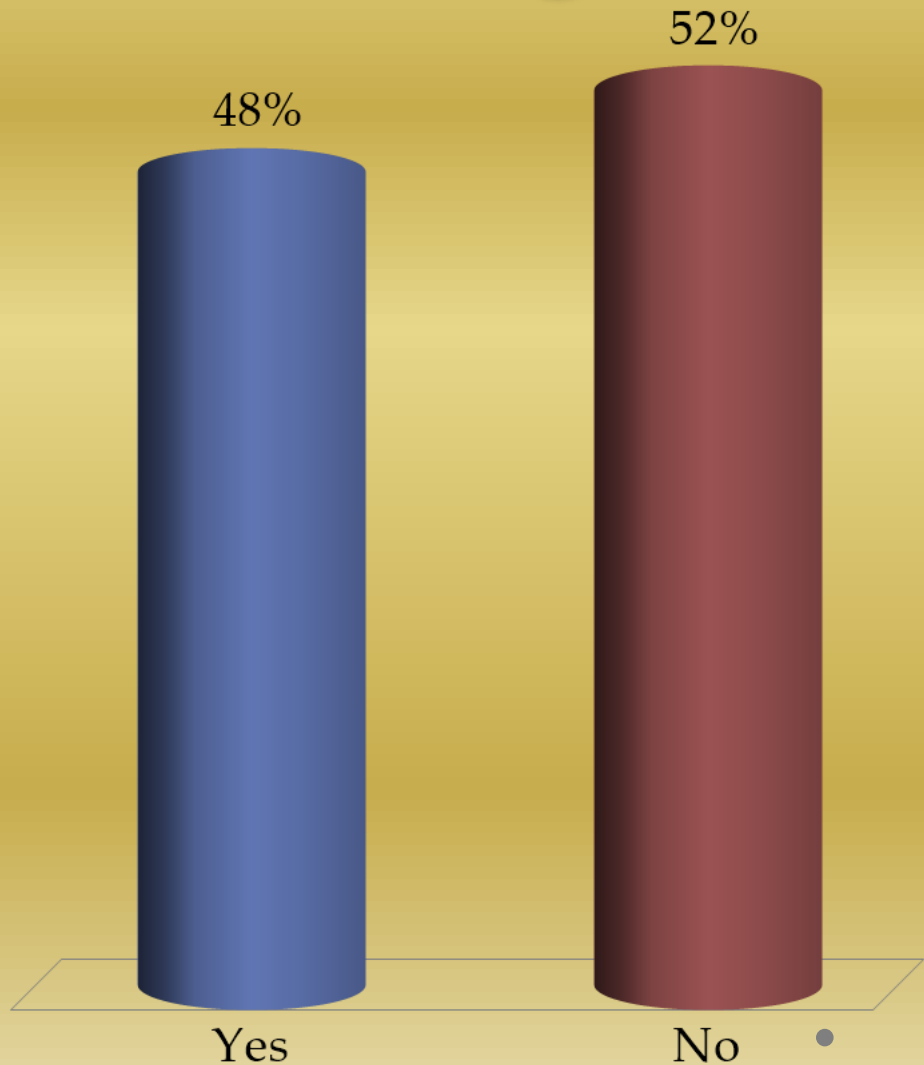
B. No



# Do you use on-farm weather monitoring?

A. Yes

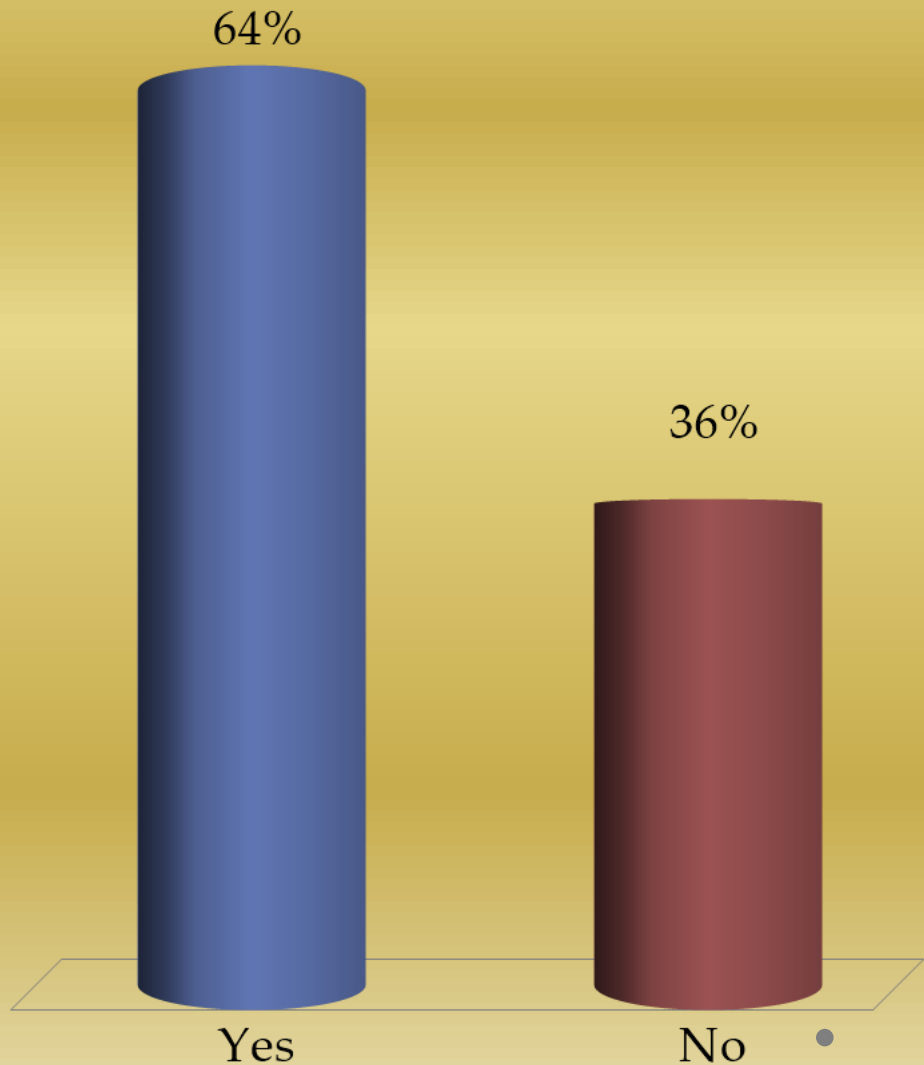
B. No



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

A. Yes

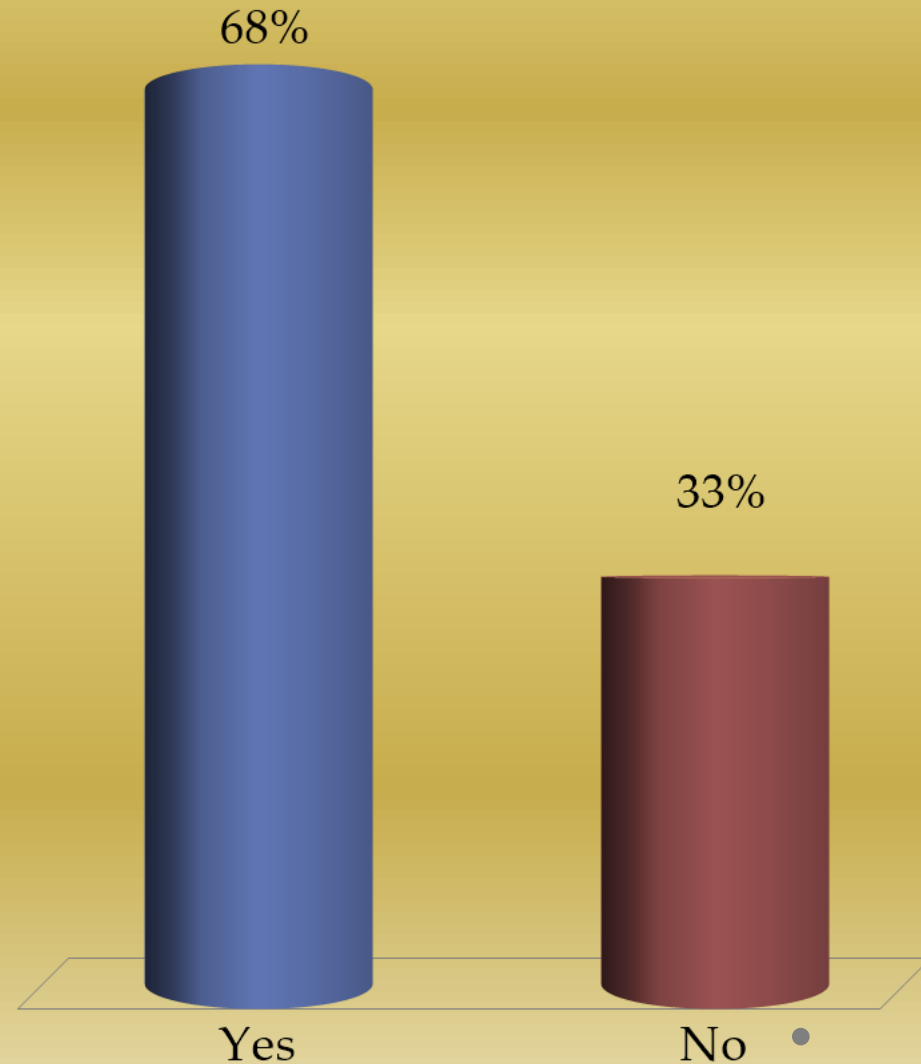
B. No



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

A. Yes

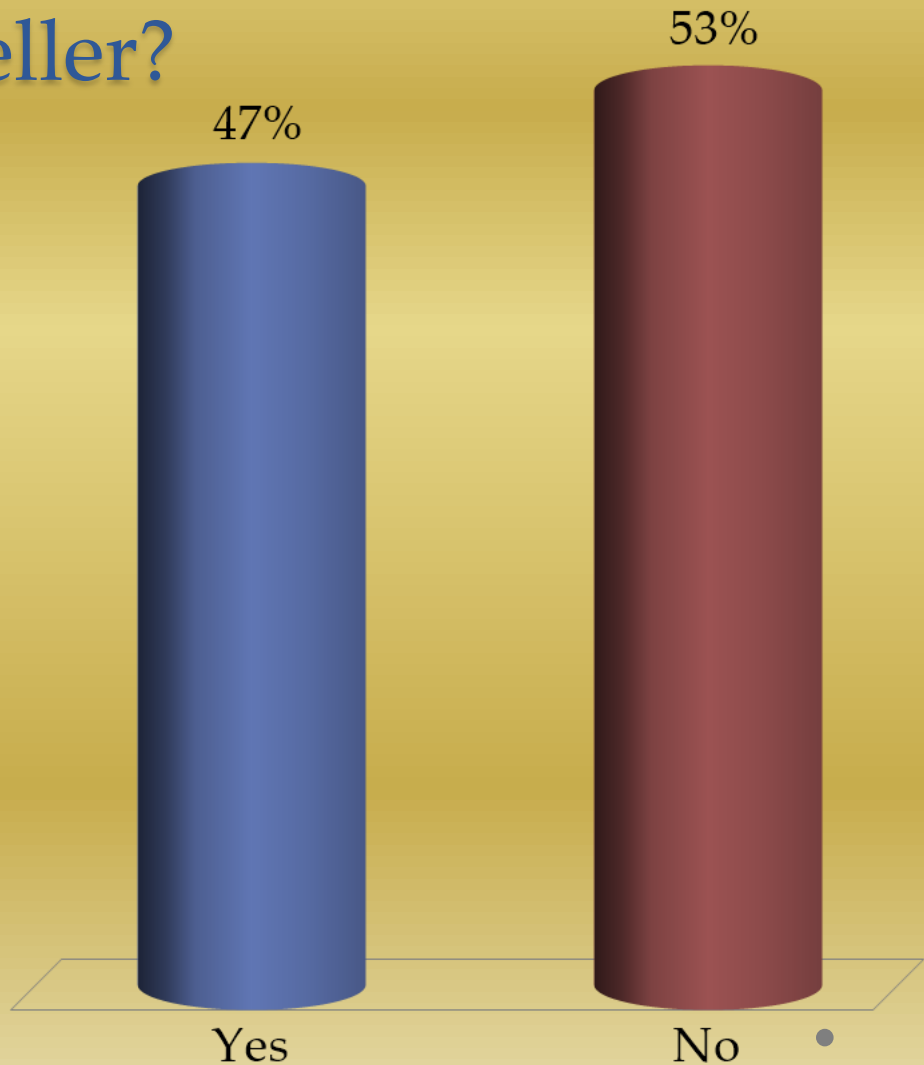
B. No



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

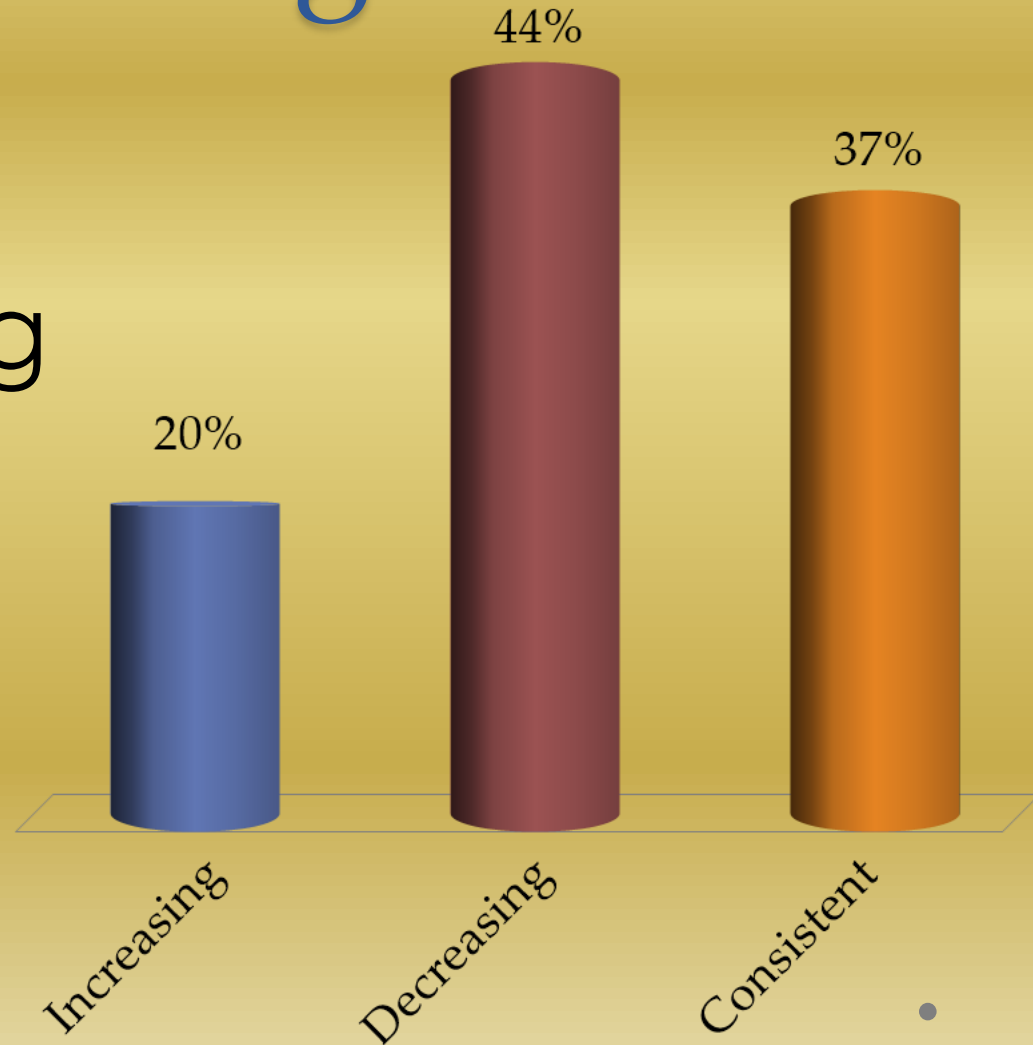
A. Yes

B. No



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

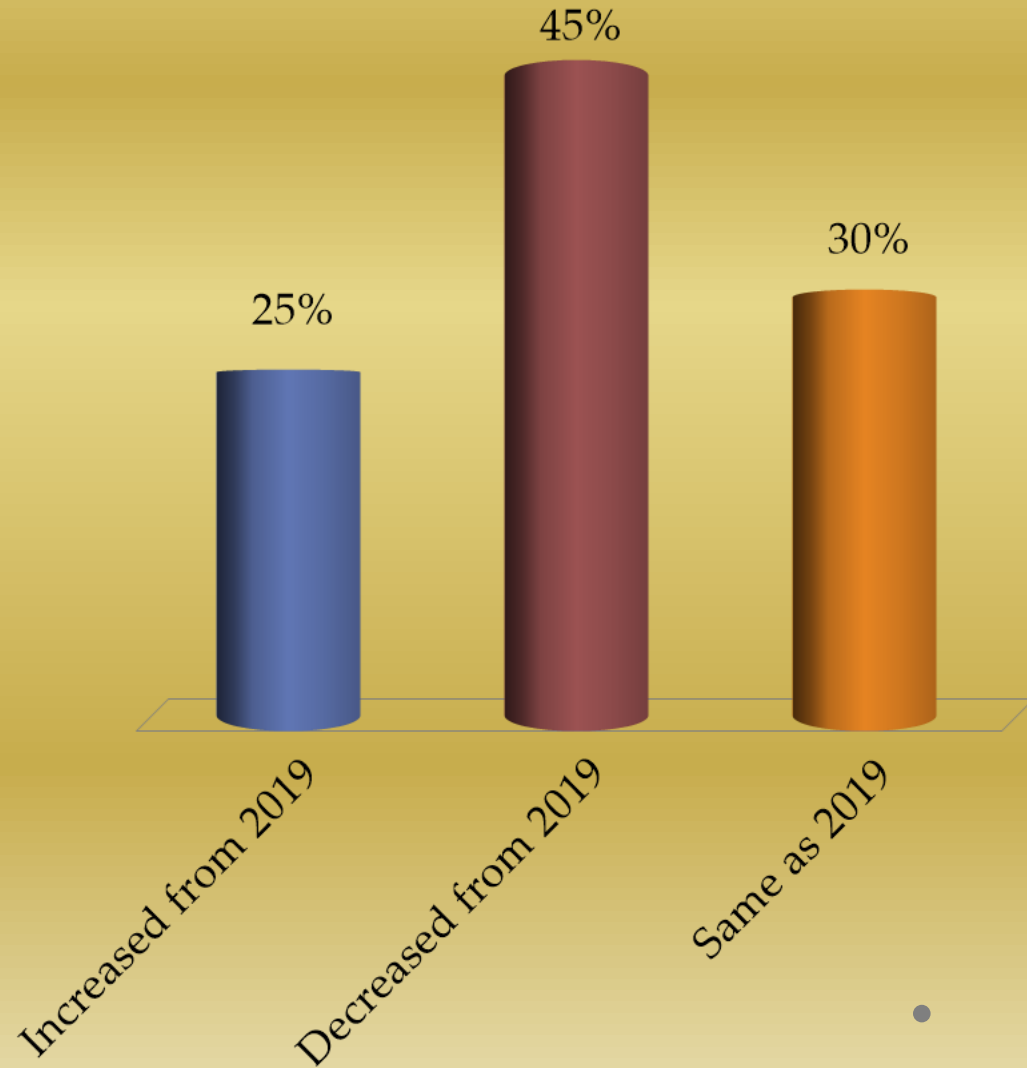
- A. Increasing
- B. Decreasing
- C. Consistent





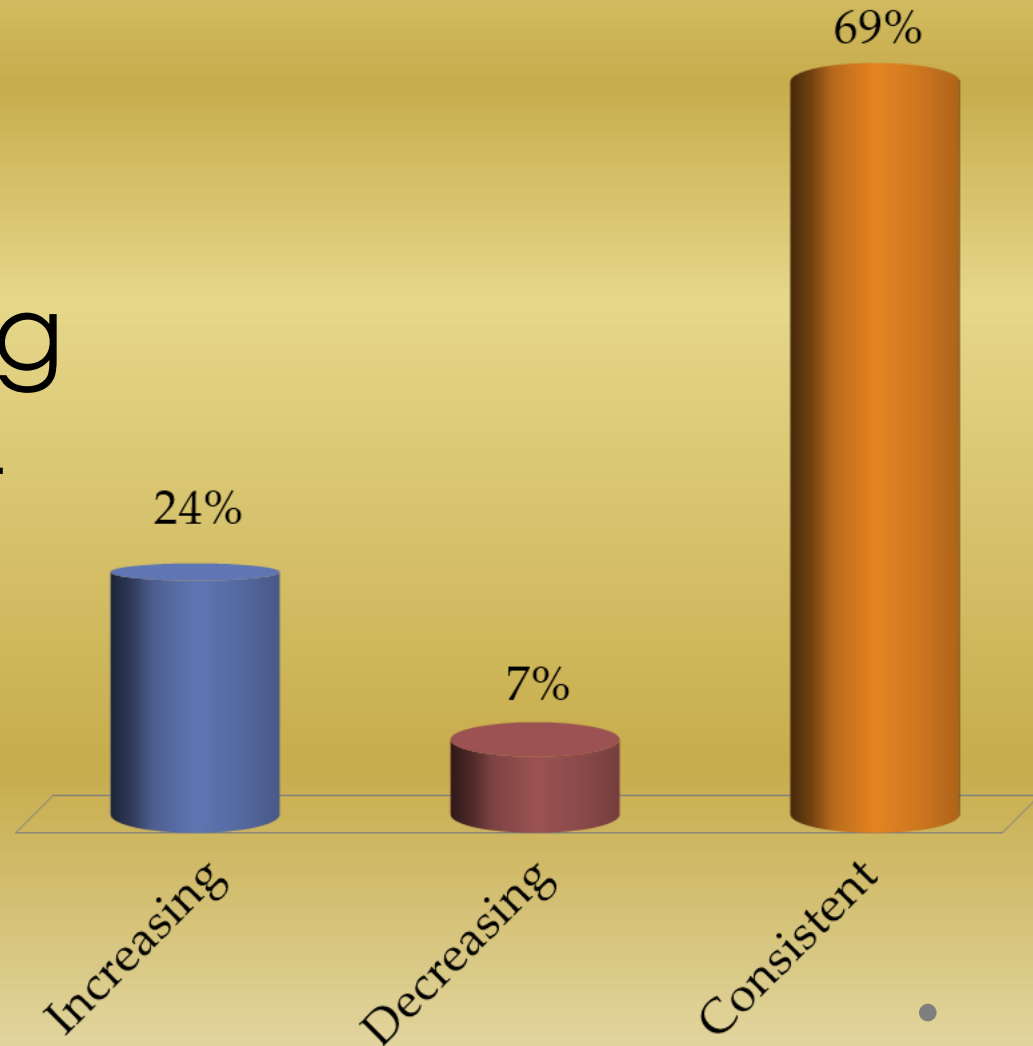
# In 2020 my acres will be...

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



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

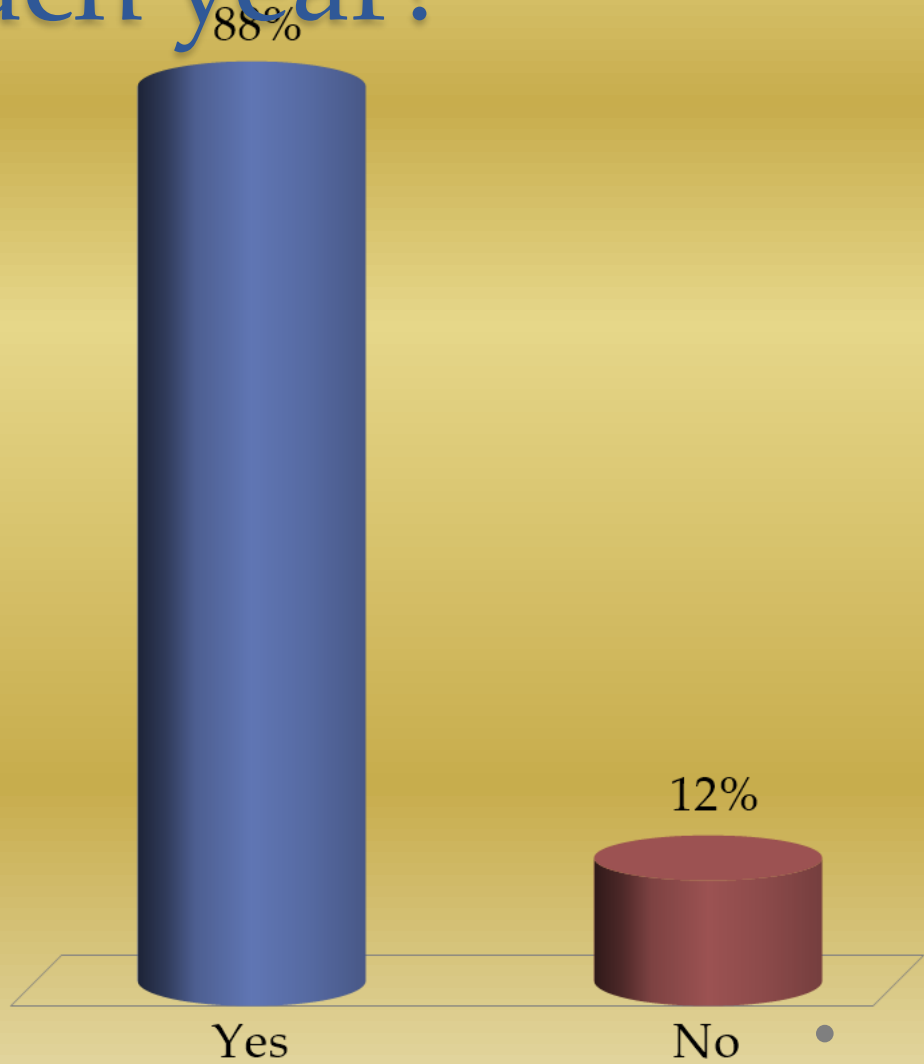
- A. Increasing
- B. Decreasing
- C. Consistent



# Is there value in conducting this survey each year?

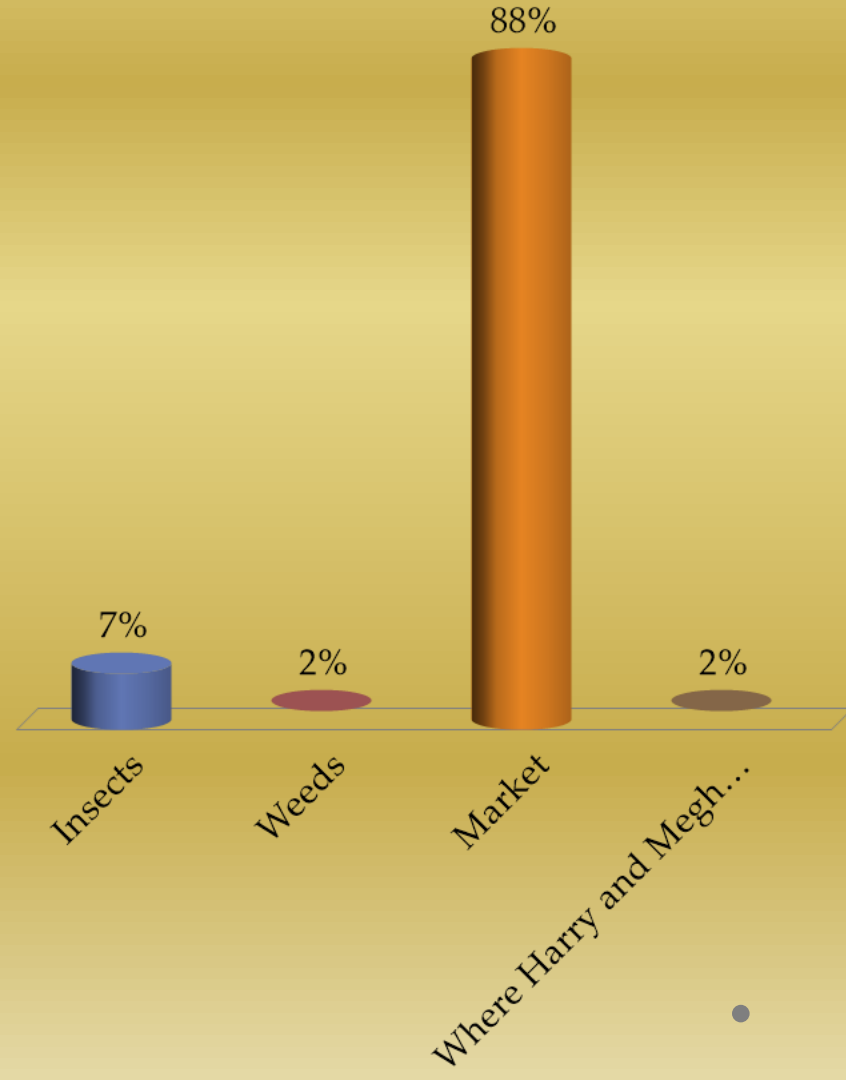
A. Yes

B. No



# End of the day: Your biggest concern?

- A. Insects
- B. Weeds
- C. Market
- D. Where Harry and Meghan are going to live



# Thank you!



## WEALTH

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