HOW I PRODUCED NATIONALLY AWARD WINNING ALFALFA HAY

Rick Alexander
Hay Producer
Mt. Olivet, KY

Making Hay is Our Business

Alexander Farms
Kirk & Rick

Alexander Farms
- Two Family Operation
- Sardis, KY – Mason County
- 575 Acres Owned
- 220 Acres Leased
- 150 Acres Custom Haying
- 125 Head Angus Cow Calf

150 Acres of Alfalfa/Orchardgrass
50 Acres of Grass Hay
110 Acres Burley Tobacco

Making Quality Forage

- Seeding & Fertilizer
- Harvesting
- Labor
- Hay Testing
- Hay Storage
- Marketing
- Delivery

Seeding & Fertilizer

- Seed
  - Forage King421
- Fertilizer & Lime
  - Soil Test
  - Ag Extension
**Harvesting**

- **Time of Harvest**
  - 1st Cutting - Silage
  - 2nd & Later - Early Bud Stage

- **Equipment**
  - (2) Discbine
  - (2) Tedder
  - (2) Bi Rakes
  - (2) Rollers
  - (1) Sq baler

**Labor**

- **H-2A Seasonal Temporary Worker Program**
  - Assures an supply of seasonal labor
  - Assures a legal labor force
  - Enables us to stabilize a the work force
  - Provides a more certain environment for business planning and investment

**Hay Testing**

- **Harvesting**
  - Moisture

- **Storage**
  - KDA Testing
  - Custom Lab

**What do I do with the hay that got rained on?**

**Hay Storage**

- **Cost Share**
  - Phase 1 Dollars
  - Model Program

- **Accessibility**
  - Tractor Trailers
  - Bad Weather

**Marketing**

- **Work of Mouth**
- **Hay Auctions**

- **Internet**
  - KDA Website
  - hayexchange.com
  - haybarn.com
**Delivery**

- Customer Service
  - Flexible
  - On time delivery
- Equipment
  - (4) Gooseneck Flatbeds

**What’s Next?**

- Automation
- Preservatives for Round Baler

**Alfalfa Hay Test**

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<tr>
<th>Component</th>
<th>Value</th>
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<tr>
<td>Protein</td>
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<td>A D Fiber</td>
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