

# Spend Money Where It Will Pay Back The Most

**SPRINGFIELD, MO.**

**T**here are a few areas of business where every dollar spent makes \$25 in return. That means identifying these areas and targeting resources toward them is well worth the time according to Wesley Tucker, agriculture business specialist with University of Missouri Extension.

For instance, with fertilizer prices approaching \$500 per ton, spending just \$12 to \$15 on a soil test may save a producer thousands of dollars.

“A soil test will ensure you are investing your fertilizer dollar where it will give you the biggest bang for the buck,” said Tucker.

Likewise, spending \$12 to \$15 on a hay test

will make sure a producer is only supplementing their livestock where it is needed and in the correct nutrients.

“Each winter many producers spend thousands of dollars on protein supplements when energy was what they actually needed,” said Tucker.

Legume seed is another item that can pay big dividends. Once a forage stand reaches 30 percent clover and 70 percent grass it should be able to produce 75 lbs of nitrogen per acre per year.

“What’s that nitrogen worth in today’s market? Anything you can do to save unnecessary fertilizer will benefit a producer’s bottom line,” said Tucker. △