

### MD Farm by Farm Analysis:

**Facts:** 12,800 farms, 1,450,000 acres cropland and pasture (source MD Ag Census).

1,450,000 acres of cropland and pasture/12800 farms = 113 acres average cropland and pasture per farm.

#### Figures:

System Development cost: 6 months programmer's time = \$50,000. Amortize over # of farms:  $50,000/12,800 = \$3.90$  per farm (round to \$4.00).

Data Input cost: 1 hour or less per plan to record contact info and identifiers, all conservation practices noted within the plan, geographically locate practices on aerial photo/Google map. Cost = \$75 per farm plan.

Field visit with landowner, walk farm to assess status of conservation practices and verify farmer answers, approximately 4 hours per farm average @ \$50/hr. Cost = \$200 per farm.

Data aggregation, verification, Quality Assurance and Quality Control, submission to NEIEN: \$20,000 total/12800 farms = \$1.60 per farm.

#### Calculations:

Total:  $4 + 75 + 200 + 1.60 = \$280.60$  per farm

MD: 12,800 farms X \$ 280.60 = **\$3,591,680**

Low side:  $4+40+120 (30/hr) +1 = \$165$  per farm X 12,800 farms = \$2,112,000

#### OR:

Average 113 acres cropland, pasture per farm,  $(\$280/113 \text{ acres}) = \$2.48$  per acre (high numbers)

Per cropland acre in MD: \$2.48 per acre X 1,400,000 cropland, pasture acres = **\$3,472,000 for MD**

#### Results:

Using cropland acres;  $8,500,000 \times \$2.48 = \$21,080,000$  for the watershed to gather the info.