

equineGenie™



Hey!

Let's Talk About Hay

# Hay

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## Hay

Hay is a horse forage type as are pasture grasses and legumes. One or more of these three are traditionally the principal feed in a horse's diet. Good quality forage should comprise at least 50% of a horse's daily intake. If the forage is hay, that is approximately 12 to 15 lbs. of dry hay for the average adult horse. Although grass hay is lower in protein and energy than legumes (e.g., alfalfa, clover), its benefit is that it is higher in fiber, which makes it a good choice for many horses due to their challenged digestive system.

The entire digestive tract of a mature horse is approximately 100 feet (~30.5 meters) long. Surprisingly their stomach is only about 12 inches (~30.5 cm) long and 24 inches (~61 cm) in circumference. The horse has the smallest stomach relative to their body size of all domestic animals. Being an animal of flight, evolution has equipped a horse to be able to escape without being slowed down by a stomach full of food. Because of their stomach's small capacity, a horse needs smaller, frequent meals. It is important for horse owners to know and appreciate the importance of good quality hay, that is fed frequently, and in the correct amounts.

Horses spend most of their time eating when they are not confined to a stall, a dry run, or a dry pasture. However, many stabled horses today are kept in stalls all the time. The majority of stabled horses receive two meals a day, although some are fed three or more times a day which is much better for their digestive system. The number of times a stabled horse is fed could be a marketing competitive advantage for a boarding, lesson or training barn. It is ideal for a horse's digestive system if they are fed forage every six-hours. There are many good articles written and videos made by knowledgeable equine nutritionist about the storage, timing, quality and quantity of hay to feed a horse.

Unknown too many horse owners and horse managers, even premium forage loses much of its vitamin content in the first few months of storage. Therefore, where and how hay is stored is important to maintaining your horse's health, energy and well-being.

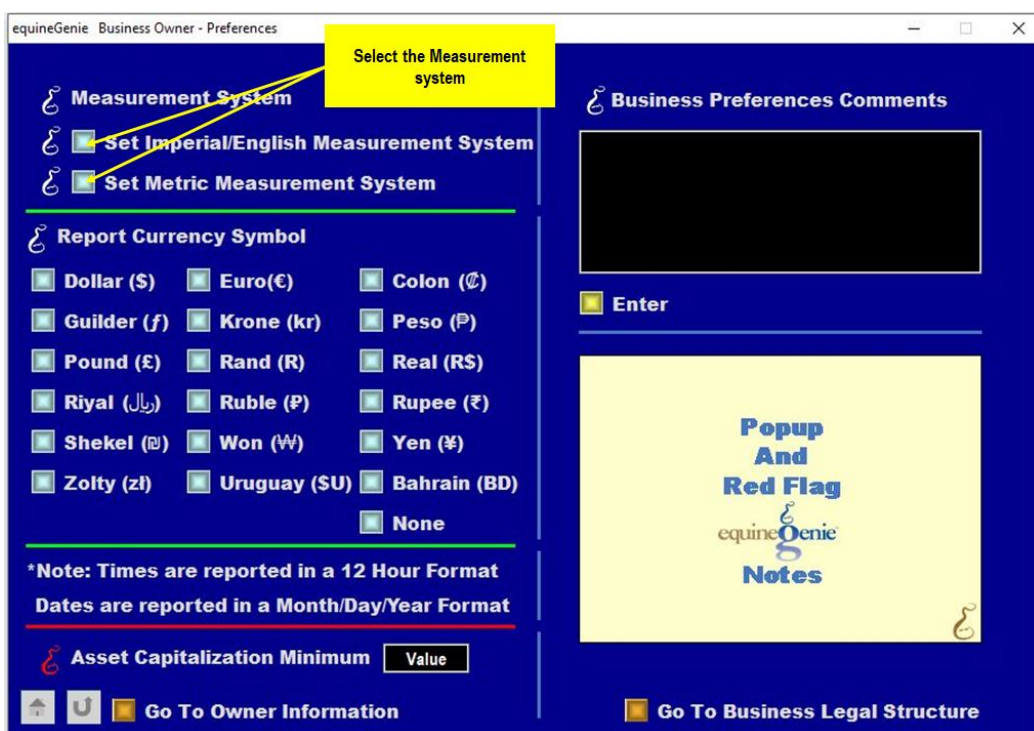
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## equineGenie and Hay

equineGenie records, tracks, manages, reminds and accounts for your hay purchased and consumed. This includes its total cost and its cost by horse. equineGenie automatically accumulates and deducts from inventory the daily amounts of hay fed each horse. When your hay inventory reaches a preset safety stock equineGenie generates a reminder telling you your quantity of hay on hand needs to be replenished. equineGenie makes sure you always have the hay you need, but not more than you need. *This helps reduce the hay's nutritional lost and spoilage, and conserves your cash.*

equineGenie requires the quantities of hay fed to be set in pounds or kilograms. Your business's measurement system is identified when your business preferences are selected on the *Business Owner – Preferences screen*.

### **Business Owner – Preferences screen**



equineGenie provides the opportunity to set multiple forage feeding times during a day, each with the same or different forage types and amounts fed. However, equineGenie does require that you to know the amount of forage you are feeding each horse within a reasonable approximation. Since equineGenie requires that you feed your hay in pounds or kilograms, you need to inventory your hay in pounds or kilograms and purchase it in the same unit of measure. You might feed in flakes and purchase by the bale, but now you need to know the approximate weight of a flake of hay and the weight of a bale.

If you are feeding stabled horse there are several good videos that explain how to easily determine the amounts of hay or other forage types fed. One video example is:

<https://www.youtube.com/watch?v=qOaxoTNnjTM>

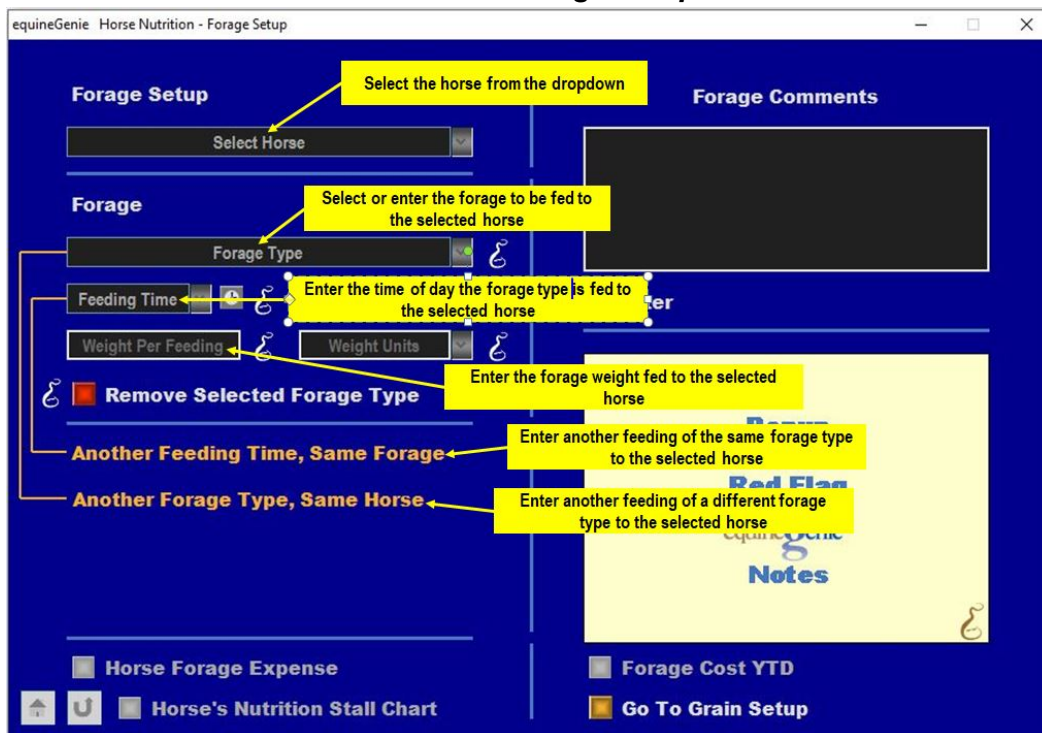
If you are feeding a group of horses' free choice in a dry pasture or as additional feed, the amount fed per horse will be an average and an obvious approximation for each horse. But, the approximation can be close enough for equineGenie to calculate the hay expense per horse. To calculate the average amount consumed per horse per day will require you to know the hay's total weight, the number of days between the hay's distribution and replenishment, and the number of horses feeding off the hay.

For example: If one round bale of hay weighting 1000 pounds (454.5 kilograms) is feeding nine horses for one week. Each horse is eating approximately 15.9 pounds (7.2 kilograms) of hay per day.

$$((1000 \text{ Lbs} \div 7 \text{ days}) \div 9 \text{ horses}) = \sim 15.9 \text{ Lbs per horse per day}$$

Stabled horses are generally fed multiple times per day while pastured horses with free choice are considered fed once a day. After you have determined how much hay you feed each horse per feeding you need to enter it in equineGenie, so that equineGenie can determine a horse's hay consumption and hay expense. A horse's forage is entered on the *Horse Nutrition – Forage Setup* screen.

### Horse Nutrition – Forage Setup screen



equineGenie will automatically manage your hay's inventory, expense, how much is fed each horse, and the hay expense for each horse.

To manage your total hay cost and the hay expense per horse, you need to enter the total cost of each hay purchase into equineGenie. Your hay cost from a supplier is entered on the *Business Operations – Purchases* screen. If you produce your own hay the total of all cost to produce the hay is entered on the same purchases screen as a total hay cost.

The cost to produce hay should include all expenses associated with the hay's production. I suggest an Excel spreadsheet to record your hay production expenses. Below is an example of a spreadsheet to use to collect the hay production cost. It is just an example. If you produce your own hay you need to identify your expense items and their cost.

### Hay Production Cost Example Spreadsheet

Hay Production Cost					
Planting	\$	Cutting	\$	Storage	\$
equipment Rental		equipment Rental		equipment Rental	
equipment fuel		equipment fuel		equipment fuel	
equipment Maintenance		equipment Maintenance		equipment Maintenance	
equipment Repair		equipment Repair		equipment Repair	
seed		labor		storage Cost	
Labor				Labor	
Fertilizer					
Water					
<b>Subtotal</b>		<b>Subtotal</b>		<b>Subtotal</b>	
					<b>Total Cost</b>

**Note:** Do not enter the individual production cost into equineGenie. Only enter the total cost to produce the hay as a hay purchase. Entering each individual production cost and the total cost will double count and result in an inaccurate expense total on the businesses income statement.

### Business Operations – Purchases screen

The screenshot shows the 'Purchase' screen in equineGenie. It features several input fields and checkboxes with yellow callout boxes providing instructions:

- Item Selection:** A dropdown menu for 'Enter / Select Item To Be Purchased'. A callout box states: "Select the item to be purchased. If you enter the item, PLEASE read the Red Genie Note popup if the item was not previously set up on the 'Item Supplied Setup' screen."
- Inventory Category:** A dropdown menu for 'Enter / Select Item Inventory Category'. A callout box states: "Inventory Category will automatically fill if the purchased item was previously setup".
- Dates:** Fields for 'Purchase Date' and 'Delivery Date'. A callout box states: "Enter the item's purchase and delivery dates or select them from the calendar".
- Expiration:** Fields for 'Expiration Date' and 'Expiration Reference'. A callout box states: "If the purchased item has an expiration date, enter the date and reference identifier. equineGenie will automatically track the item and let you know if the item has expired."
- Quantity and Unit:** Fields for 'Quantity' and 'Unit'. A callout box states: "Enter the item's quantity purchased. The unit will automatically filled if the purchased item was previously setup".
- Usage Type:** Two checkboxes: 'Immediate Use (Less Than 1 Year)' and 'Used Over Time (1 Year or Longer)'. A callout box states: "Selection of the appropriate box tells equineGenie if the item purchased is an expense or a possible capital purchase".
- Inventory:** A checkbox 'Add To Inventory/Supplies'. A callout box states: "Selection of the box tells equineGenie to add the item purchased to the supplies on hand inventory".
- Receipt and Cost:** Fields for 'Receipt #', 'Sales Tax (\$)', and 'Cost'. A callout box states: "Enter the item's receipt #, any sales tax and the item's total cost including sales tax."
- Notes:** A 'Notes' field with a red currency symbol icon. A callout box states: "The currency symbol will turn Red. Selection of the Red currency symbol displays the payment information to the complete the purchase transaction."

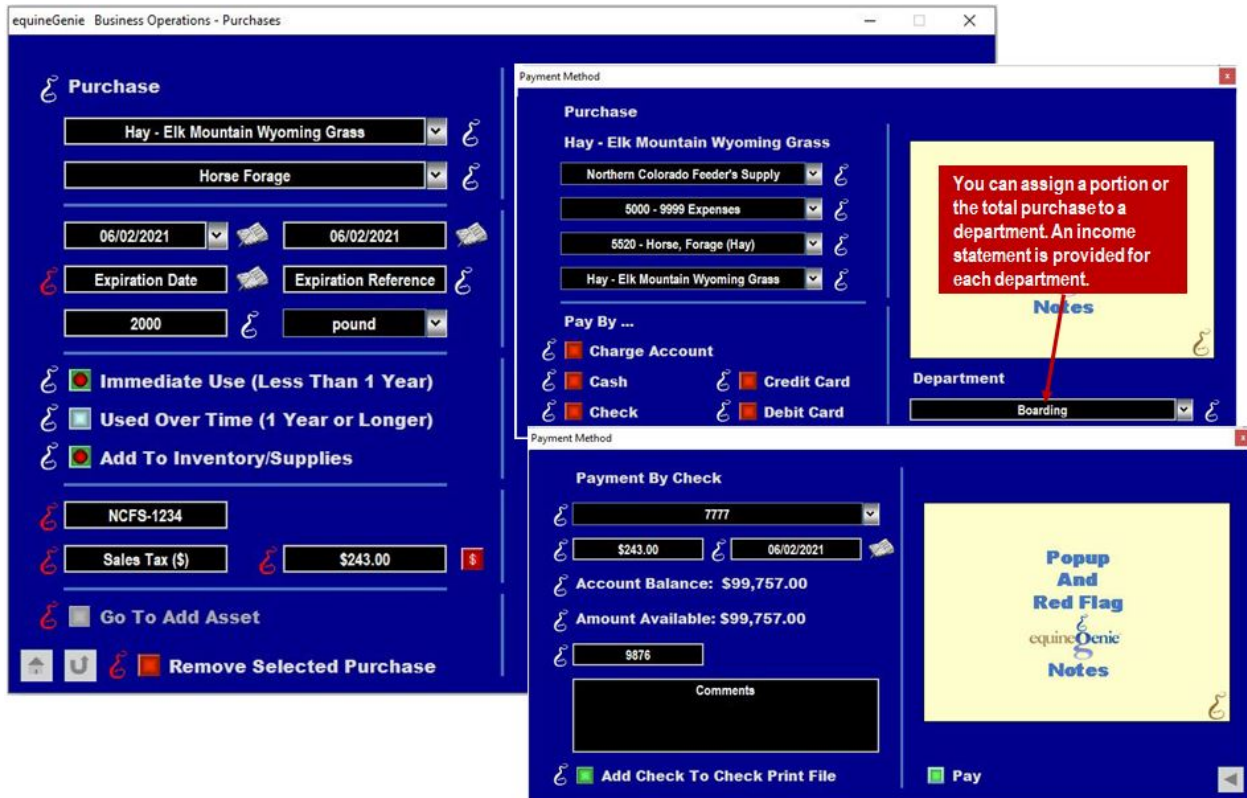
At the bottom, there are navigation buttons: 'Go To Add Asset', 'Remove Selected Purchase', and 'Purchase Reports On Next Page'.




The following examples display the purchase entries for hay purchased and ranch produced hay. In each purchase example, equineGenie automatically calculates the unit cost of the hay purchased or ranch produced.

### Purchased Hay Example

The purchase cost of the hay is entered on the *Business Operations – Purchases* screen as shown. Any additional cost such as, storage, unloading and or stacking should be included in the purchase cost. This will enable a true hay cost and will be reflected in the hay’s true unit cost. The payment method displays how the hay purchase is paid. It does not influence the hay’s purchase cost or unit cost, only how it is paid for.



## Make Believe Ranch



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### Horse Forage Cost

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Hay - Elk Mountain Wyoming Grass
Unit Cost: \$ 0.1215

Horse	Daily Quantity	Daily Cost	Monthly Cost	Annual Cost
Cinnamon Candy V	14.00 pound	\$ 1.70	\$ 51.74	\$ 620.87

In the purchased hay example, equineGenie calculates the hay’s unit cost to be **\$0.1215 per pound**. The unit cost is derived from 2,000 pounds of hay purchased at a cost of \$243:  $(\$243 \div$

2000 Lbs). The purchased unit cost is then used to calculate a horse's *Elk Mountain Wyoming* hay expense based on the amount a horse consumes daily.

### Ranch Produced Hay Example

The total cost of the hay that is ranch produced is entered on the *Business Operations – Purchases* screen as shown. It is important that the hay's true total production cost is captured. As in the purchase hay example, the payment method displays how the cost of the hay produced is accounted for. It does not influence the ranch produced hay's total cost or unit cost, only how it is accounted for.

## Make Believe Ranch

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### Cinnamon Candy V - Forage Expense

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**Ranch Produced Hay Unit Cost: \$ 0.0400**


Forage	Daily Quantity	Daily Expense	Monthly Expense	Annual Expense
Ranch Produced Hay	14.00 pound	\$ 0.56	\$ 17.03	\$ 204.40

In the ranch produced hay example, equineGenie calculates the hay's unit cost to be **\$0.0400 per pound**. The unit cost is derived from 51,250 pounds of hay produced at a total cost of




\$2,050:(\$2,050 ÷ 51,250 Lbs). The unit cost is then used to calculate a horse's *Ranch Produced* hay expense based on the amount a horse consumes daily.

### YTD Supplies Used



**Make Believe Ranch**



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**Cinnamon Candy V - Expenses YTD** **2021**

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**Supplies Used Expenses** **2021**

Description	Expense	Comments
Alfalfa - Colorado 420.00 pound	\$ 50.40	
Equi-Shine 860.00 ounce	\$ 80.58	
→ Hay – Elk Mountain Wyoming 2,940.00 pound	\$ 357.21	←
Pine Shavings - Bags 53.75 bag	\$ 322.50	
Purina - Omolene 200 860.00 pound	\$ 325.94	
	<b>\$ 1,136.53</b>	

equineGenie reports a horse's hay cost year-to-date, previous year, date specified and in total. The hay expense is reported in the supplies used expense section of a horse's total of all expense for a selected report's reporting period.

### Horse Financial Reports

equineGenie Reports - Horse Financials
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**Horse Sales Reports**

- Non Asset Horse Sales (Dates Specified)
- Asset Horse Sales (Dates Specified)

**Mare Produce Sales**

- Mare Produce Sales Current Year
- Mare Produce Sales (Date Specified)

**Horse Income and Expense**

Cinnamon Candy V

- Current Year Horse Expenses
- Previous Year Horse Expenses
- Horse Expenses Date Specified
- Total Horse Expenses

- Current Year Horse Income

- Previous Year Horse Income
- Horse Income Date Specified
- Total Horse Income

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- Horse Income Statement Current Year
- Horse Income Statement Previous Year
- Horse Income Statement Total

**Popup  
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equineGenie  
Notes

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## Hay Summary

1. Always feed the best quality hay available. Good quality hay should be the foundation feed in a horse's diet. When stalled horses are fed a diet high in roughage, they spend more time eating than when a diet is high in concentrates. A diet high in good quality hay is best for a horse's challenged digestive system.
2. If you store your hay, store it out of the elements in a clean dry place out of the sun to minimize its nutritional loss and spoilage.
3. Ideally, a stabled horse should be fed forage every six hours. It is estimated that a pastured horse spends between 10 to 17 hours each day grazing, and this is broken up into about 15 to 20 grazing periods. Being able to closely simulate a pasture environment is always the best.
4. You should know the amount of hay you are feeding a horse at each feeding. Determining the amount is easily done and worth the time and effort. A boarding, lesson or training barn that feeds the horses it manages good quality hay multiple times a day can have a marketable competitive advantage over their competitors who don't.
5. Knowing the cost of your hay is an important management metric. Hay purchased in equineGenie is accounted for in total and by unit cost so you can know the hay cost for each horse. This is not only a management metric that can be used to manage your hay expense and business profit, but also one of the metrics to help price a horse correctly if you sell horses.

***Hey! Hay is important. Manage it properly and keep your horses healthy and your horse business successful. equineGenie will help you!***

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