

Table 4A. Income and Cash Operating Cost Summary, Alfalfa Stand Establish, 1996

COUNTY: Greenlee FARM: Greenlee County Farm WATER SOURCE: DEastN TILLAGE: Conventional
 CROP: Alfalfa Hay ACRES: 1.0 IRRIGATION SYSTEM: Flood Basin SOIL: Sandy-Loam
 AREA: Duncan Valley YIELD: 0.0 Tn/Acre PREVIOUS CROP: Wheat, Winter DATE: 10/04/96

Item	Unit	Quantity	Price /Unit	Budgeted /Acre	Total /Acre	Your Farm Budget
CASH LAND PREPARATION AND GROWING EXPENSES (including sales tax)						
Paid Labor (including benefits)					25.41	_____
Tractor/Self Propelled				16.61		_____
Irrigation				8.81		_____
Chemicals & Custom Applications					39.38	_____
Fertilizers				39.38		_____
Farm Machinery and Vehicles					18.52	_____
Diesel Fuel				9.58		_____
Repairs & Maint.				8.95		_____
Irrigation (excluding labor)					26.56	_____
Natural Gas/Pumping				23.31		_____
Repairs & Maint.				3.25		_____
Other Purchased Inputs & Services					44.10	_____
Seed/Transplants				44.10		_____
TOTAL CASH LAND PREPARATION AND GROWING EXPENSES					<u>153.97</u>	_____
CASH HARVEST AND POST HARVEST EXPENSES						
TOTAL HARVEST AND POST HARVEST EXPENSE					<u>0.00</u>	_____
OPERATING OVERHEAD->PICKUP USE					7.43	_____
OPERATING INTEREST AT 9.0%					3.25	_____
TOTAL CASH OPERATING EXPENSES					<u>\$164.65</u>	_____
RETURNS OVER CASH OPERATING EXPENSES					<u>(\$164.65)</u>	_____

Notes: The above figures do not include ownership costs, see Table 4B on Next Page for detailed cost allocation.

Table 4B. Allocation of Ownership Costs; Alfalfa Stand Establish, 1996

COUNTY: Greenlee	FARM: Greenlee County Farm	WATER SOURCE: DEastN	TILLAGE: Conventional
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Item	- CASH COST BASIS (\$/ACRE) -		- TOTAL COST BASIS (\$/ACRE) -	
	Income & Costs	Net Returns	Income & Costs	Net Returns
TOTAL INCOME at \$ 0.0000/Tn	\$0.00		\$0.00	
TOTAL OPERATING EXPENSES	164.65		164.65	
RETURN OVER CASH OPERATING EXPENSES		(\$164.65)		(\$164.65)
CASH OVERHEAD EXPENSES				
Taxes, Housing & Insur., Farm Machinery	2.02		2.02	
Wells & Irrig. System	1.56		1.56	
Gen. & Off. Overhead (5% of Tot. Oper. Exp.)	8.23		8.23	
General Farm Maint. (3% of Tot. Oper. Exp.)	4.94		4.94	
Total Cash Overhead Expenses	16.75		16.75	
Total Cash Oper. & Over. Cost	181.40		181.40	
RETURNS OVER CASH OPER. & OVER. EXPENSES.		(181.40)		(181.40)
CAPITAL ALLOCATIONS (100% Equity)				
Capital Replacement, Machinery & Vehicles			10.56	
Wells & Irrig. System			18.76	
Interest on Equity, Machinery & Vehicles			4.48	
Wells & Irrig. System			4.65	
Total Capital Allocations			38.45	
RETURNS TO LAND, CAPITAL, MANAGEMENT & RISK		(181.40)		
RETURNS TO LAND, MANAGEMENT & RISK				(219.85)
LAND COSTS / OWNERSHIP (100% Equity)				
Property Taxes (\$480 X 16% X .06830)	5.24		5.24	
Opport. Inter. on Land (100% X 6.0% X \$480)			28.80	
Total Land Costs	5.24		34.04	
RETURNS TO MANAGEMENT, CAPITAL & RISK		(186.65)		
RETURNS TO MANAGEMENT & RISK				(253.90)
Management Services (8% of Tot. Oper. Exp.)			13.17	
TOTAL OWNERSHIP COST	21.99		102.42	
TOTAL COST	\$186.65		\$267.07	
RETURN TO MANAGEMENT, CAPITAL & RISK		(\$186.65)		
RETURN TO RISK (PROFITS)				(\$267.07)

Table 4C. Variable Operating Costs; Alfalfa Stand Establish, 1996

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No.	First Month	Operation	— Hours * —		Operating Costs (\$/Acre*)				Total	Times	Tot. Cash Expense	Class
			Machine	Labor	Fuel/Rps.	Labor	Cust/Ser.	Materials				
1	Aug	Disk	0.180	0.200	1.97	1.68			3.65	2.0	7.30	L
2	Aug	Rip	0.257	0.286	2.59	2.41			5.00	1.0	5.00	L
3	Aug	Apply Fert/Ground	0.060	0.067	0.54	0.56		39.38	40.48	1.0	40.48	G
4	Sep	Landplane	0.257	0.286	2.58	2.41			4.99	2.0	9.99	L
5	Sep	List	0.180	0.200	1.88	1.68			3.56	1.0	3.56	L
6	Sep	Plant	0.225	0.250	2.82	2.10		44.10	49.02	1.0	49.02	L
7	Sep	Pack Soil	0.180	0.200	1.58	1.68			3.26	1.0	3.26	L
8	Sep	Irrigate		0.629	11.38	5.29			16.67	1.0	16.67	G
9	Oct	Irrigate		0.209	7.59	1.76			9.35	2.0	18.70	G
		Pickup Use 30 Mi/Ac	1.000		7.43						7.43	O
		Operating Interest at 9.00%						3.78			3.78	O
TOTAL CASH OPERATING EXPENSES:					\$52.51	\$25.42	\$3.78	\$83.48			\$165.19	T

* NOTES: Machine and labor hours and operating cost are for one time over the designated acreage. The 'Tot. Cash Expense' column and the 'TOTAL CASH OPERATING EXPENSES:' row include all operations, all times over. Classes are defined below.

OPERATING COST SUMMARY BY CLASS	
Land Preparation (L)	\$78.13
Growing (G)	75.85
Harvest (H)	0.00
Post Harvest (P)	0.00
Marketing (M)	0.00
Operating Overhead (O)	11.21
Total (T)	\$165.19

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Month *	Number Irrig.	Water Applied (Inches)	Total Labor (Hrs)	Operating Cost (\$/Acre)						
				Purchased Water	Fuel, Oil & Repairs	Labor	Chemicals	Other Purchases	Services	Total
AUG C			0.75		7.07	6.33	39.38			52.79
SEP C	2.0	20.0	2.06		30.66	17.32		44.10		92.08
OCT C	1.0	8.0	0.20		7.59	1.76				9.35
Pickup Use	30 Mi/Ac				7.43					7.43
Operating Interest	at 9.0%								3.80	3.80
Total	3.0	28.0	3.02		52.75	25.41	39.38	44.10	3.80	165.44
%					31.88	15.36	23.80	26.65	2.29	100.00

TOTAL RESOURCES REQUIREMENTS (/Acre)		TOTAL ENERGY REQUIREMENTS (/Acre)	
Total N	48.0 lbs	Diesel Fuel	8.7 Gal
Total P	60.0 lbs	Regular Gas	0.0 Gal
Total K	0.0 lbs	NonLead Gas	3.0 Gal
Total Labor	3.0 Hrs		
Total Water	28.0 AI	Natural Gas/Pumping	60.4 Therms
		All Direct Energy	7.6 M BTU

EQUIPMENT REQUIREMENTS (/Acre)			
Tractor, 100 PTO HP, MFWD	1.78 Hrs	Offset Disk, 12'	0.36 Hrs V-Ripper, 7 Shnk
Fertilizer Broadcaster, Towed	0.06 Hrs	Landplane 12'X 45'	0.51 Hrs Laser Trailer
Lister, 5 Bottom	0.18 Hrs	Grain Drill, 16'	0.23 Hrs Cultipacker, 13'
Pickup Truck, 1/2 Ton	1.00 Hrs		

MATERIALS REQUIREMENTS (/Acre)			
16-20-00, Dry	300.00 Lb	Alfalfa Sd, Cert	20.00 Lb Water, Pump
			28.00 AI

LABOR REQUIREMENTS (/Acre)			
Tractor	1.98 Hrs	Irrigators	1.05 Hrs

* NOTE: P = Previous Year C = Current Year N = Next Year

Table 4E Schedule of Operations; Alfalfa Stand Establish, 1996

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No.	First Month	Times	Operation	Equipment/Custom Oper.		Job Rate Acres/Hr	Material Use & Cost			Service Cost \$/Unit	Labor Type
				HP	Self-Prop./Implem.		Name	Appl. Rate	\$/Unit		
1	Aug	2.0	Disk	100	Offset Disk, 12'	5.00					Tractor
2	Aug	1.0	Rip	100	V-Ripper, 7 Shnk	3.50					Tractor
3	Aug	1.0	Apply Fert/Ground	100	Fertilizer Broadcaster,	15.00	16-20-00, Dry	300.00 Lb	250.00 Tn		Tractor
4	Sep	2.0	Landplane	100	Landplane 12'X 45'	3.50					Tractor
5	Sep	1.0	List	100	Lister, 5 Bottom	5.00					Tractor
6	Sep	1.0	Plant	100	Grain Drill, 16'	4.00	Alfalfa Sd, Cert	20.00 Lb	210.00 CW		Tractor
7	Sep	1.0	Pack Soil	100	Cultipacker, 13'	5.00					Tractor
8	Sep	1.0	Irrigate			1.60	Water, Pump	12.00 AI	11.38 AF		Irrigator
9	Oct	2.0	Irrigate			4.80	Water, Pump	8.00 AI	11.38 AF		Irrigator
			Pickup Use	30 Mi/Ac	Pickup Truck, 1/2 Ton	1.00					

* NOTE: Machine times, labor times, and material rates are for one time over the designated acreage.

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