

Table 8A. Income and Cash Operating Summary; Sweet Corn, 1998

COUNTY: Cochise FARM: SE AZ Veg 98 WATER SOURCE: Ks Settlement, NG TILLAGE: Conventional
 CROP: Corn, Sweet ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Kansas Settlement YIELD: 112.0 Ct / Acre PREVIOUS CROP: Watermelons DATE: 11/27/98

Item	Unit	Quantity	Price/ Unit	Budgeted /Acre	Total /Acre	Your Farm Budget	
INCOME	Ears	Ctrn	112.00	\$8.12	\$909.44	\$909.44	_____
CASH LAND PREPARATION AND GROWING EXPENSES (including sales tax)							
Paid Labor (including benefits)					53.13	_____	
Tractor/Self Propelled				24.71		_____	
Irrigation				28.41		_____	
Chemicals and Custom Applications					195.33	_____	
Fertilizer				82.87		_____	
Insecticide				103.50		_____	
Herbicide				8.96		_____	
Farm Machinery and Vehicles					40.40	_____	
Diesel Fuel				14.43		_____	
Repairs and Maintenance				25.97		_____	
Irrigation (excluding labor)					168.38	_____	
Natural Gas/Pumping				143.86		_____	
Repairs and Maintenance				24.51		_____	
Other Purchased Inputs & Seed/Transplants					116.60	_____	
					116.60	_____	
					-----	_____	
					573.83	_____	
CASH HARVEST AND POST HARVEST EXPENSES							
Paid Labor (including benefits)					250.22	_____	
Tractor/Self Propelled				45.50		_____	
Other/Contract				204.72		_____	
Farm Machinery and Vehicles					45.92	_____	
Diesel Fuel				14.66		_____	
Repairs and Maintenance				31.27		_____	
Other Materials					189.06	_____	
					-----	_____	
					485.19	_____	
OPERATING OVERHEAD PICKUP USE					7.73	_____	
OPERATING INTEREST AT 10.0%					8.57	_____	
					-----	_____	
					\$1,075.32	=====	
					-----	_____	
					(\$165.88)	_____	

Notes: The above figures do not include ownership costs, see table B for detailed cost allocation.

Table 8B. Allocations of Ownership Costs; Sweet Corn, 1998

COUNTY: Cochise FARM: SE AZ Veg 98 WATER SOURCE: Ks Settlement, NG TILLAGE: Conventional
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Item	-- CASH COST BASIS (\$/ACRE) --		-- TOTAL COST BASIS (\$/ACRE) --	
	Income and Costs	Net Returns	Income and Costs	Net Returns
TOTAL INCOME at \$8.12 / Ct	\$909.44		\$909.44	
TOTAL OPERATING EXPENSES	\$1,075.32		\$1,075.32	
RETURN OVER CASH OPERATING EXPENSES		(\$165.88)		(\$165.88)
CASH OVERHEAD EXPENSES				
Taxes, Housing and Insurance, Farm Machinery	6.94		6.94	
Wells and Irrigation System	14.45		14.45	
General and Office Overhead (5.0% of Total Operating Exp.)	53.77		53.77	
General Farm Maintenance (3.0% of Total Operating Exp.)	32.26		32.26	
Total Cash Overhead Expenses	107.42		107.42	
Total Cash Operating and Overhead Cost	1,182.74		1,182.74	
RETURNS OVER CASH OPER. AND OVER. EXPENSES		(\$273.30)		(\$273.30)
CAPITAL ALLOCATIONS (100% Equity)				
Capital Replacement, Machinery and Vehicles			46.64	
Wells and Irrigation System			53.80	
Interest on Equity, Machinery and Vehicles			15.64	
Wells and Irrigation System			27.43	
Total Capital Allocations			143.51	
RETURNS TO LAND, CAPITAL, MANAGEMENT AND RISK ----->		(\$273.30)		
RETURNS TO LAND, MANAGEMENT AND RISK ----->				(\$416.82)
Land Cost / Rent or Lease	50.00		50.00	
Total Land Costs	50.00		50.00	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		(\$323.30)		
RETURNS TO MANAGEMENT AND RISK ----->				(\$466.82)
Management Services (8% of Total Operation Expenses)			86.03	
TOTAL OWNERSHIP COST	157.42		386.96	
TOTAL COST	\$1,232.74		\$1,462.28	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		(\$323.30)		
RETURNS TO RISK (PROFITS) ----->				(\$552.84)
BREAK-EVEN PRICE TO COVER OPERATING COST (PER Lb)		\$9.60		\$9.60
BREAK-EVEN PRICE TO COVER OWNERSHIP COST		\$1.41		\$3.46
BREAK-EVEN PRICE TO COVER TOTAL COST		\$11.01		\$13.06

Table 8C. Variable Operating Costs; Sweet Corn, 1998

COUNTY: Cochise FARM: SE AZ Veg 98 WATER SOURCE: Ks Settlement, NG TILLAGE: Conventional
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 AREA: Kansas Settlement YIELD: 112.0 Ct / Acre PREVIOUS CROP: Watermelons DATE: 11/27/98

No.	First Month	Operation	---- Hours * ----		---- Operating Costs (\$/ACRE *) Per Operation ----					Tot. Cash Expense	Class	
			Machine	Labor	Fuel/Rps.	Labor Cust/Serv.	Materials	Total	Times			
1	Mar	Disk	0.180	0.200	3.23	1.64		4.87	2.0	9.74	L	
2	Mar	Apply Fert/Ground	0.075	0.083	0.94	0.68	37.45	39.07	1.0	39.07	G	
3	Mar	Chisel	0.214	0.238	3.31	1.95		5.26	1.0	5.26	L	
4	Mar	List	0.180	0.200	2.44	1.64		4.07	1.0	4.07	L	
5	Mar	Buck Rows	0.023	0.025	0.22	0.20		0.42	4.0	1.69	G	
6	Mar	Preirrigate		0.333	14.03	2.73		16.76	1.0	16.76	G	
7	Apr	Disk Ends	0.023	0.025	0.27	0.20		0.48	4.0	1.91	G	
8	Apr	Plant	0.180	0.200	2.95	1.64	116.60	121.19	1.0	121.19	L	
9	Apr	Irrigate		0.333	14.03	2.27		16.30	8.0	130.43	G	
10	Apr	Apply Herbicide/Ground	0.180	0.200	2.04	1.64	8.96	12.64	1.0	12.64	G	
11	May	Irrigate/Run Fertilizer		0.333	14.03	2.27	15.14	31.44	3.0	94.33	G	
12	May	Cultivate	0.150	0.167	1.67	1.14		2.81	3.0	8.43	G	
13	Jul	Apply Insect./Ground	0.075	0.083	1.00	0.68	12.94	14.62	8.0	116.93	G	
14	Jul	Pick and Load	4.500	10.00	41.25	235.66	189.06	465.97	1.0	465.97	H	
15	Jul	Haul 1	0.500	0.556	4.67	14.55		19.22	1.0	19.22	H	
16	Aug	Disk Residue	0.225	0.250	4.04	2.05		6.09	2.0	12.17	L	
		Pickup Use30 Mi/Acre	1.000		7.73					7.73		
		Operating Interest at 10.0					8.57			8.57		
TOTAL CASH OPERATING EXPENSES (includes all times over):					264.02	301.75	8.57	500.98			1075.32	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		SENSITIVITY OF THE NET REVENUES OVER TOTAL CASH EXPENSES (\$/ACRE)							
Land Preparation (L)	152.43	Prices		- 25%	- 10%	Budgeted	+ 10%	+ 25%	
Growing (G)	421.40	Yields		\$6.09	\$7.31	\$8.12	\$8.93	\$10.15	Break-even Price
Harvest (H)	485.19								
Post Harvest (P)	0.00	- 25%	84.0	-315.93	-213.61	-145.41	-77.20	25.11	9.85
Marketing (M)	0.00	- 10%	100.8	-260.92	-138.15	-56.30	25.55	148.32	8.68
Operating Overhead (O)	16.30	Budgeted	112.0	-224.26	-87.84	3.10	94.05	230.46	8.09
		+ 10%	123.2	-187.59	-37.53	62.51	162.55	312.60	7.61
Total (T)	\$1,075.32	+ 25%	140.0	-132.59	37.93	151.61	265.29	435.81	7.04
		Break-even Yield		180.50	131.56	111.41	96.62	80.58	

Table 8D. Resource and Cash Flow Requirements; Sweet Corn, 1998

COUNTY: Cochise FARM: SE AZ Veg 98 WATER SOURCE: Ks Settlement, NG TILLAGE: Conventional
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Month *	Number Irrigations	Water Applied (inches)	Total Labor (Hrs)	Operating Costs (\$/ACRE *)						
				Purchased Water	Fuel, Oil and Repairs	Labor	Chemicals	Other Purchases	Services	Total
MAR C	1.0	4.0	1.28		23.95	11.39	37.45			72.79
APR C	2.0	8.0	1.12		33.46	8.51	8.96	116.60		167.53
MAY C	3.0	12.0	1.55		44.21	11.24	15.14			70.59
JUN C	3.0	12.0	1.05		42.58	15.18	30.28			88.04
JUL C	3.0	12.0	37.24		108.13	253.37	103.50	189.06		654.06
AUG C			0.50		3.96	2.05				6.01
Pickup Use30 Mi/Acre					7.73					7.73
Operating Interest at 10.0								8.57		8.57
Total	12.0	48.0	42.74		264.02	301.74	195.33	305.65	8.57	1075.32
%					24.55	28.06	18.16	28.43	0.80	100.00

TOTAL RESOURCE REQUIREMENTS (per Acre)		TOTAL ENERGY REQUIREMENTS (per Acre)	
Total N	181.3	Diesel Fuel	37.2 Gal
Total P	106.0	Unleaded Gas	3.0 Gal
Total K	0.0	Nat Gas/Pumping	388.1 Therms
Total Labor	42.7	All Direct Energy	44.4 M BTU
Total Water	48.0		

EQUIPMENT REQUIREMENTS (per Acre)			
Directed Spray Rig, 16	0.18 Hr	Fertilizer Broadcaster,	0.08 Hr
Offset Disk, 12'	0.09 Hr	Offset Disk, 16.5'	0.81 Hr
Planter, Drill Type, 6 Row	0.18 Hr	Rolling Cultivator, 6 Rw	0.45 Hr
Sprayer, Air Blast 500	0.60 Hr	Tractor, 70 PTO HP	5.00 Hr
Tractor, 125 PTO HP	0.25 Hr	Tractor, 150 PTO HP	1.02 Hr
Vegetable Trailer Flat Bed	5.00 Hr	Lister, 5 Bottom	0.18 Hr
		Pickup Truck, 1/2 Ton	1.00 Hr
		Rowbuck, 10'	0.09 Hr
		Tractor, 100 PTO HP	1.59 Hr
		V-Ripper, 5 Shnk	0.21 Hr

MATERIALS REQUIREMENT (per Acre)			
11-53-00, Dry	200.00 Lb	32-00-00, URAN 32, Lqd	45.00 Ga
Methomyl	16.00 Pt	Sweet Corn (Super	12.00 Lb
Wirebound Crates	112.00 Ct	Alachlor	2.50 Pt
		Water, Pump	48.00 Al

LABOR REQUIREMENT (per Acre)			
Irrigators	4.16 Hr	Other	30.00 Hr
		Tractor	8.57 Hr

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

Table 8E. Schedule of Operations; Sweet Corn, 1998

COUNTY: Cochise FARM: SE AZ Veg 98 WATER SOURCE: Ks Settlement, NG TILLAGE: Conventional
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 AREA: Kansas Settlement YIELD: 112.0 Ct / Acre PREVIOUS CROP: Watermelons DATE: 11/27/98

First No. Month	Times	Operation	Equipment/ Custom Oper		Job Rate Acres/Hr	Material Use and Cost			Service Cost \$/Unit	Labor Type
			HP	Self-Prop./ Implement		Name	Appl. Rate	\$/Unit		
1	Mar	2.0 Disk	150	Offset Disk, 16.5'	5.00					Tractor
2	Mar	1.0 Apply Fert/Ground	125	Fertilizer Broadcaster,	12.00	11-53-00, Dry	200.00	Lb 355.00	Tn	Tractor
3	Mar	1.0 Chisel	150	V-Ripper, 5 Shnk	4.20					Tractor
4	Mar	1.0 List	125	Lister, 5 Bottom	5.00					Tractor
5	Mar	4.0 Buck Rows	100	Rowbuck, 10'	40.00					Tractor
6	Mar	1.0 Preirrigate	3.00	Water, Pump	4.00	AI	42.09	AF		Tractor
7	Apr	4.0 Disk Ends	100	Offset Disk, 12'	40.00					Tractor
8	Apr	1.0 Plant	100	Planter, Drill Type, 6 Row	5.00	Sweet Corn (Super	12.00	Lb 9.21	Lb	Tractor
9	Apr	8.0 Irrigate	3.00	Water, Pump	4.00	AI	42.09	AF		Irrigators
10	Apr	1.0 Apply Herbicide/Ground	100	Directed Spray Rig, 16	5.00	Alachlor	2.50	Pt 27.18	Ga	Tractor
11	May	3.0 Irrigate/Run Fertilizer	3.00	Water, Pump	4.00	AI	42.09	AF		Irrigators
				32-00-00, URAN 32,	15.00	Ga	173.00	Tn		
12	May	3.0 Cultivate	100	Rolling Cultivator, 6 Rw	6.00					Irrigators
13	Jul	8.0 Apply Insect./Ground	100	Sprayer, Air Blast 500	12.00	Methomyl	2.00	Pt 49.05	Ga	Tractor
14	Jul	1.0 Pick and Load	70	Vegetable Trailer Flat Bed	0.20	Wirebound Crates	112.00	Ct 1.60	Ct	Tractor
15	Jul	1.0 Haul	70	Vegetable Trailer Flat Bed	1.80					Other
16	Aug	2.0 Disk Residue	150	Offset Disk, 16.5'	4.00					Tractor
		Pickup use 30 Mi/Ac		Pickup Truck, 1/2 Ton	1.00					Tractor

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

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