

**Table 10A. Income and Cash Operating Summary; Broccoli, 1998**

COUNTY: Pinal                      FARM: Pinal Vegetables 98                      WATER SOURCE: Maricopa-Stanfield Irrig.                      TILLAGE: Double Crop  
 CROP: Broccoli                      ACRES: 1.0                      IRRIGATION SYSTEM: Flood Furrow                      SOIL: Sandy-Loam  
 AREA: Maricopa                      YIELD: 480.0 Ct / Acre                      PREVIOUS CROP: Wheat, Winter                      DATE: 11/11/98

Item	Unit	Quantity	Price/ Unit	Budgeted /Acre	Total /Acre	Your Farm Budget	
INCOME	Broccoli	Crtm	480.00	\$5.22	\$2,505.60	\$2,505.60	_____
CASH LAND PREPARATION AND GROWING EXPENSES (including sales tax)							
Paid Labor (including benefits)					103.19	_____	
Tractor/Self Propelled					73.63	_____	
Irrigation					25.00	_____	
Other/ Contract					4.55	_____	
Chemicals and Custom Applications					196.38	_____	
Fertilizer					123.75	_____	
Insecticide					33.32	_____	
Herbicide					39.30	_____	
Farm Machinery and Vehicles					61.18	_____	
Diesel Fuel					22.82	_____	
Repairs and Maintenance					38.36	_____	
Irrigation Water (excluding labor)					132.00	_____	
Water Assessment (See Note Below) **						_____	
Other Purchased Inputs &					18.90	_____	
Seed/Transplants					15.90	_____	
Other Serv. and Rentals					3.00	_____	
TOTAL CASH LAND PREPARATION AND GROWING EXPENSES					511.64	_____	
CASH HARVEST AND POST HARVEST EXPENSES							
Paid Labor (including benefits)					16.38	_____	
Tractor/Self Propelled					16.38	_____	
Farm Machinery and Vehicles					12.29	_____	
Diesel Fuel					3.38	_____	
Repairs and Maintenance					8.92	_____	
Custom Harvest/Post Harvest					1400.00	_____	
Other Materials					407.04	_____	
TOTAL HARVEST AND POST HARVEST EXPENSE					1835.71	_____	
OPERATING OVERHEAD PICKUP USE					15.41	_____	
OPERATING INTEREST AT 10.0%					11.97	_____	
TOTAL CASH OPERATING EXPENSES					\$2,374.73	=====	
RETURNS OVER CASH OPERATING EXPENSES					\$130.87	_____	

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

\*\* A water assessment charge of \$12.50 per Acre is included as an ownership cost in Table B.

**Table 10B. Allocations of Ownership Costs; Broccoli, 1998**

COUNTY: Pinal FARM: Pinal Vegetables 98 WATER SOURCE: Maricopa-Stanfield Irrig. TILLAGE: Double Crop  
 CROP: Broccoli ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam  
 AREA: Maricopa YIELD: 480.0 Ct / Acre PREVIOUS CROP: Wheat, Winter DATE: 11/12/98

Item	-- CASH COST BASIS (\$/ACRE) --		-- TOTAL COST BASIS (\$/ACRE) --	
	Income and Costs	Net Returns	Income and Costs	Net Returns
TOTAL INCOME at \$5.22 / Ct	\$2,505.60		\$2,505.60	
TOTAL OPERATING EXPENSES	\$2,374.73		\$2,374.73	
RETURN OVER CASH OPERATING EXPENSES		\$130.87		\$130.87
CASH OVERHEAD EXPENSES				
Taxes, Housing and Insurance, Farm Machinery	8.36		8.36	
General and Office Overhead (5.0% of Total Operating Exp.)	118.74		118.74	
General Farm Maintenance (3.0% of Total Operating Exp.)	71.24		71.24	
Total Cash Overhead Expenses	198.34		198.34	
Total Cash Operating and Overhead Cost	2,573.07		2,573.07	
RETURNS OVER CASH OPER. AND OVER. EXPENSES		(\$67.47)		(\$67.47)
CAPITAL ALLOCATIONS (100% Equity)				
Capital Replacement, Machinery and Vehicles			48.31	
Interest on Equity, Machinery and Vehicles			16.75	
Total Capital Allocations			65.05	
RETURNS TO LAND, CAPITAL, MANAGEMENT AND RISK ----->		(\$67.47)		
RETURNS TO LAND, MANAGEMENT AND RISK ----->				(\$132.52)
Land Cost / Ownership (100% Equity)				
Property Taxes (\$447.00 X 16.0% X 0.169)	6.08		6.08	
Opportunity Interest on Land (100% X 6.0 X \$447.00)			13.41	
Water Assessment	12.50		12.50	
Total Land Costs	18.58		31.99	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		(\$86.04)		
RETURNS TO MANAGEMENT AND RISK ----->				(\$164.51)
Management Services ( 8% of Total Operation Expenses)			189.98	
TOTAL OWNERSHIP COST	216.91		485.35	
TOTAL COST	\$2,591.64		\$2,860.08	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		(\$86.04)		
RETURNS TO RISK (PROFITS) ----->				(\$354.48)
BREAK-EVEN PRICE TO COVER OPERATING COST ( PER Lb )		\$4.95		\$4.95
BREAK-EVEN PRICE TO COVER OWNERSHIP COST		\$0.45		\$1.01
BREAK-EVEN PRICE TO COVER TOTAL COST		\$5.40		\$5.96

**Table 10C. Variable Operating Costs; Broccoli, 1998**

COUNTY: Pinal FARM: Pinal Vegetables 98 WATER SOURCE: Maricopa-Stanfield Irrig. TILLAGE: Double Crop  
 CROP: Broccoli ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam  
 AREA: Maricopa YIELD: 480.0 Ct / Acre PREVIOUS CROP: Wheat, Winter DATE: 11/11/98

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	Jun	Rip	0.225	0.250	2.78	2.05			4.83	1.0	4.83	L
2	Jun	Plow	0.450	0.500	6.35	4.09			10.44	1.0	10.44	L
3	Jun	Disk	0.225	0.250	3.22	2.05			5.27	3.0	15.81	L
4	Jun	Landplane	0.225	0.250	1.96	2.05			4.01	2.0	8.02	L
5	Jul	List	0.225	0.250	1.97	2.05			4.02	1.0	4.02	L
6	Jul	Buck Rows	0.045	0.050	0.19	0.41			0.60	4.0	2.39	G
7	Jul	Preirrigate		0.667		4.55		24.00	28.55	1.0	28.55	G
8	Aug	Plant	0.600	1.334	5.22	10.01		15.90	31.13	1.0	31.13	L
9	Aug	Apply Herbicide/Ground	0.225	0.250	1.18	2.05		39.30	42.53	1.0	42.53	G
10	Aug	Irrigate		0.333		2.27		12.00	14.27	9.0	128.45	G
11	Sep	Cultivate	0.563	0.625	2.59	5.12			7.71	5.0	38.53	G
12	Sep	Soil Fertility					3.00		3.00	1.0	3.00	G
13	Sep	Apply Fert/Ground	0.450	0.500	3.68	4.09		36.44	44.21	2.0	88.41	G
14	Sep	Apply Insect./Ground	0.225	0.250	1.18	2.05		9.75	12.97	2.0	25.94	G
15	Oct	Apply Fert/Ground	0.450	0.500	3.68	4.09		50.88	58.65	1.0	58.65	G
16	Nov	Apply Insect./Ground	0.225	0.250	1.18	2.05		13.82	17.04	1.0	17.04	G
17	Dec	Harvest 480 Ct					1320.00	407.04	1727.04	1.0	1727.04	H
18	Dec	Field Transport 480 Ct	1.800	2.000	12.50	16.38			28.87	1.0	28.87	H
19	Dec	Haul, Custom 400 Ct					80.00		80.00	1.0	80.00	H
20	Dec	Disk Residue 400 Ct	0.225	0.250	3.22	2.05			5.27	1.0	5.27	L
		Pickup Use60 Mi/Acre	2.000		15.41				15.41		15.41	
		Operating Interest at 10.0					11.97		11.97		11.97	
TOTAL CASH OPERATING EXPENSES (includes all times over):					89.83	118.19	1414.97	751.32			2374.31	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. A water assessment charge of \$12.50 per Acre is included as an ownership cost in Table B.

OPERATING COST SUMMARY BY CLASS		SENSITIVITY OF THE NET REVENUES OVER TOTAL CASH EXPENSES (\$/ACRE)							
		Prices	- 25%	- 10%	Budgeted	+ 10%	+ 25%		
Land Preparation (L)	79.50	Yields	\$3.91	\$4.70	\$5.22	\$5.74	\$6.52	Break-even Price	
Growing (G)	431.92	- 25%	360.0	-507.97	-226.09	-38.17	149.75	431.63	5.33
Harvest (H)	1,835.91	- 10%	432.0	-501.48	-163.22	62.28	287.79	626.04	5.08
Post Harvest (P)	0.00	Budgeted	480.0	-497.15	-121.31	129.25	379.81	755.65	4.95
Marketing (M)	0.00	+ 10%	528.0	-492.82	-79.40	196.22	471.84	885.26	4.85
Operating Overhead (O)	27.38	+ 25%	600.0	-486.33	-16.53	296.67	609.87	1,079.67	4.73
Total (T)	\$2,374.31	Break-even Yield	5,992.96	618.93	387.36	281.89	200.15		

**Table 10D. Resource and Cash Flow Requirements; Broccoli, 1998**

COUNTY: Pinal FARM: Pinal Vegetables 98 WATER SOURCE: Maricopa-Stanfield Irrig. TILLAGE: Double Crop  
 CROP: Broccoli ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam  
 AREA: Maricopa YIELD: 480.0 Ct / Acre PREVIOUS CROP: Wheat, Winter DATE: 11/11/98

Month *	Number Irrigations	Water Applied (inches)	Total Labor (Hrs)	Operating Costs (\$/ACRE *)							
				Purchased Water	Fuel, Oil and Repairs	Labor	Chemicals	Other Purchases	Services	Total	
JUN C			1.50		13.95	10.24					24.19
JUL C	1.0	8.0	1.47	24.00	11.05	23.66					42.26
AUG C	1.0	4.0	1.97	12.00	10.34	70.74	39.30	15.90			88.40
SEP C	2.0	8.0	2.72	24.00	11.34	13.94	46.19		3.00		94.61
OCT C	2.0	8.0	3.84	24.00	11.11	18.04	97.07				150.21
NOV C	2.0	8.0	0.92	24.00	1.15	4.32	13.82				43.29
DEC C	2.0	8.0	2.92	24.00	15.44	20.70		407.04	1400.00		1867.18
Pickup Use60 Mi/Acre					15.41						15.41
Operating Interest at 10.0									11.97		11.97
Water Assessment				**							
<b>Total</b>	<b>10.0</b>	<b>44.0</b>	<b>15.32</b>	<b>132.00</b>	<b>89.83</b>	<b>118.19</b>	<b>196.38</b>	<b>422.94</b>	<b>1414.97</b>		<b>2374.31</b>
<b>%</b>				<b>5.57</b>	<b>3.78</b>	<b>4.98</b>	<b>8.27</b>	<b>17.81</b>	<b>59.59</b>		<b>100.00</b>

TOTAL RESOURCE REQUIREMENTS ( per Acre)		TOTAL ENERGY REQUIREMENTS ( per Acre)	
Total N	189.0	Diesel Fuel	34.5 Gal
Total P	230.0	Unleaded Gas	6.0 Gal
Total K	0.0	All Direct Energy	5.5 M BTU
Total Labor	15.3		
Total Water	44.0		

EQUIPMENT REQUIREMENTS ( per Acre)			
Cultivator, Sweep, 3 Rw	2.82 Hr	Fert. Side Dress Unit,	1.35 Hr
Lister, 5 Bottom	0.22 Hr	Moldboard Plow, 4-16 2	0.45 Hr
Pickup Truck, 1/2 Ton	2.00 Hr	Planter, Stanhay, 2 Row	0.60 Hr
Saddle Tk Sprayer, 2 Tk 8	0.90 Hr	Tractor, 50 PTO HP,	7.05 Hr
Tractor, 100 PTO HP,	0.67 Hr	Tractor, 150 PTO HP,	1.58 Hr
Vegetable Trailer Flat Bed	1.80 Hr	Landplane 12'X 45'	0.45 Hr
		Offset Disk, 13.5'	0.90 Hr
		Rowbuck, 10'	0.18 Hr
		Tractor, 70 PTO HP,	0.60 Hr
		V-Ripper, 5 Shnk	0.22 Hr

MATERIALS REQUIREMENT ( per Acre)			
18-46-00, Dry	500.00 Lb	33-00-00, Amm. Nitrate,	300.00 Lb
Broccoli Seed (OP)	1.00 Lb	BT	4.00 Lb
Methomyl	4.50 Pt	Water, District	44.00 AI
		Broccoli Boxes	480.00 Ct
		DCPA	6.00 Lb

LABOR REQUIREMENT ( per Acre)			
Irrigators	3.66 Hr	Other	0.67 Hr
		Tractor	10.99 Hr

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

\*\* A water assessment charge of \$12.50 per Acre is included as an ownership cost in Table B.

**Table 10E. Schedule of Operations; Broccoli, 1998**

COUNTY: Pinal FARM: Pinal Vegetables 98 WATER SOURCE: Maricopa-Stanfield Irrig. TILLAGE: Double Crop  
 CROP: Broccoli ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam  
 AREA: Maricopa YIELD: 480.0 Ct / Acre PREVIOUS CROP: Wheat, Winter DATE: 11/11/98

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	\$ / Unit			\$ / Unit	
1	Jun	1.0	Rip	150	V-Ripper, 5 Shnk	4.00						Tractor		
2	Jun	1.0	Plow	150	Moldboard Plow, 4-16 2	2.00						Tractor		
3	Jun	3.0	Disk	150	Offset Disk, 13.5'	4.00						Tractor		
4	Jun	2.0	Landplane	100	Landplane 12'X 45'	4.00						Tractor		
5	Jul	1.0	List	100	Lister, 5 Bottom	4.00						Tractor		
6	Jul	4.0	Buck Rows	50	Rowbuck, 10'	20.00						Tractor		
7	Jul	1.0	Preirrigate	1.50	Water, District	1.50	8.00	AI	36.00	AF		Irrigators		
8	Aug	1.0	Plant	1.50	Broccoli Seed (OP)	1.50	1.00	Lb	15.00	Lb		Tractor		
												Other		
9	Aug	1.0	Apply Herbicide/Ground	50	Saddle Tk Sprayer, 2 Tk 8	4.00	DCPA		6.00	Lb	6.18	Lb	Tractor	
10	Aug	9.0	Irrigate	3.00	Water, District	3.00	4.00	AI	36.00	AF		Irrigators		
11	Sep	5.0	Cultivate	1.60	50 Cultivator, Sweep, 3 Rw	1.60						Tractor		
13	Sep	1.0	Soil Fertility		CST Soil Analysis (Surface)						3.00	Ac		
13	Sep	2.0	Apply Fert/Ground	2.00	50 Fert. Side Dress Unit, 4Row	2.00	18-46-00, Dry		250.00	Lb	275.00	Tn	Tractor	
14	Sep	2.0	Apply Insect./Ground	4.00	50 Saddle Tk Sprayer, 2 Tk 8	4.00	Methomyl		1.50	Pt	49.05	Ga	Tractor	
15	Oct	1.0	Apply Fert/Ground	2.00	50 Fert. Side Dress Unit, 4Row	2.00	33-00-00, Amm. Nitrate,		300.00	Lb	320.00	Tn	Tractor	
16	Nov	1.0	Apply Insect./Ground	4.00	50 Saddle Tk Sprayer, 2 Tk 8	4.00	Methomyl		1.50	Pt	49.05	Ga	Tractor	
							BT		4.00	Lb	0.96	Lb		
17	Dec	1.0	Harvest		CST Cut/Pack/Load Broccoli		Broccoli Boxes		480.00	Ct	0.80	Ct	2.75	Ct
18	Dec	1.0	Field Transport	0.50	50 Vegetable Trailer Flat Bed	0.50							Tractor	
19	Dec	1.0	Haul, Custom		CST Haul Broccoli						0.20	Ct		
20	Dec	1.0	Disk Residue	4.00	150 Offset Disk, 13.5'	4.00							Tractor	
			Pickup use 60 Mi/Ac	0.50	Pickup Truck, 1/2 Ton	0.50								

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

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 Department of Ag and Resource Economics  
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