

Table 11A. Income and Cash Operating Summary; Cauliflower, 1998

COUNTY: Pinal FARM: Pinal Vegetables 98 WATER SOURCE: Maricopa-Stanfield Irrig. TILLAGE: Double Crop
 CROP: Cauliflower ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Maricopa YIELD: 381.0 Ct / Acre PREVIOUS CROP: Pimento DATE: 11/23/98

Item	Unit	Quantity	Price/ Unit	Budgeted /Acre	Total /Acre	Your Farm Budget	
INCOME	Cauliflower	Crtm	381.00	\$6.34	\$2,415.54	\$2,415.54	_____
CASH LAND PREPARATION AND GROWING EXPENSES (including sales tax)							
Paid Labor (including benefits)					136.86	_____	
Tractor/Self Propelled					60.43	_____	
Irrigation					76.43	_____	
Chemicals and Custom Applications					124.80	_____	
Fertilizer					121.49	_____	
Herbicide					3.31	_____	
Farm Machinery and Vehicles					55.03	_____	
Diesel Fuel					19.96	_____	
Repairs and Maintenance					35.06	_____	
Irrigation Water (excluding labor)					156.33	_____	
Water Assessment (See Note Below) **						_____	
Other Purchased Inputs &					104.76	_____	
Seed/Transplants					101.76	_____	
Other Services and Rentals					3.00	_____	
TOTAL CASH LAND PREPARATION AND GROWING EXPENSES					577.78	_____	
CASH HARVEST AND POST HARVEST EXPENSES							
Custom Harvest/Post Harvest					1342.00	_____	
Other Materials					318.21	_____	
TOTAL HARVEST AND POST HARVEST EXPENSE					1660.21	_____	
OPERATING OVERHEAD PICKUP USE					10.27	_____	
OPERATING INTEREST AT 10.0%					12.50	_____	
TOTAL CASH OPERATING EXPENSES					\$2,260.77	=====	
RETURNS OVER CASH OPERATING EXPENSES					\$154.77	_____	

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 11B. Allocations of Ownership Costs; Cauliflower, 1998

COUNTY: Pinal FARM: Pinal Vegetables 98 WATER SOURCE: Maricopa-Stanfield Irrig. TILLAGE: Double Crop
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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 \$6.34 / Ct	\$2,415.54		\$2,415.54	
TOTAL OPERATING EXPENSES	\$2,260.77		\$2,260.77	
RETURN OVER CASH OPERATING EXPENSES		\$154.77		\$154.77
CASH OVERHEAD EXPENSES				
Taxes, Housing and Insurance, Farm Machinery	6.34		6.34	
General and Office Overhead (5.0% of Total Operating Exp.)	113.04		113.04	
General Farm Maintenance (3.0% of Total Operating Exp.)	67.82		67.82	
Total Cash Overhead Expenses	187.20		187.20	
Total Cash Operating and Overhead Cost	2,447.97		2,447.97	
RETURNS OVER CASH OPER. AND OVER. EXPENSES		(\$32.43)		(\$32.43)
CAPITAL ALLOCATIONS (100% Equity)				
Capital Replacement, Machinery and Vehicles			36.42	
Interest on Equity, Machinery and Vehicles			11.00	
Total Capital Allocations			47.41	
RETURNS TO LAND, CAPITAL, MANAGEMENT AND RISK ----->		(\$32.43)		
RETURNS TO LAND, MANAGEMENT AND RISK ----->				(\$79.84)
Land Cost / Rent or Lease	100.00		100.00	
Water Assessment	12.50		12.50	
Total Land Costs	112.50		112.50	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		(\$144.93)		
RETURNS TO MANAGEMENT AND RISK ----->				(\$192.34)
Management Services (8% of Total Operation Expenses)			180.86	
TOTAL OWNERSHIP COST	299.70		527.98	
TOTAL COST	\$2,560.47		\$2,788.75	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		(\$144.93)		
RETURNS TO RISK (PROFITS) ----->				(\$373.21)
BREAK-EVEN PRICE TO COVER OPERATING COST (PER Lb)		\$5.93		\$5.93
BREAK-EVEN PRICE TO COVER OWNERSHIP COST		\$0.79		\$1.39
BREAK-EVEN PRICE TO COVER TOTAL COST		\$6.72		\$7.32

Table 11C. Variable Operating Costs; Cauliflower, 1998

COUNTY: Pinal FARM: Pinal Vegetables 98 WATER SOURCE: Maricopa-Stanfield Irrig. TILLAGE: Double Crop
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 AREA: Maricopa YIELD: 381.0 Ct / Acre PREVIOUS CROP: Pimento DATE: 11/23/98

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	Jul	Plow	0.180	0.200	2.79	1.64		4.43	1.0	4.43	L	
2	Jul	Disk	0.090	0.100	1.48	0.82		2.30	3.0	6.91	L	
3	Jul	Landplane	0.300	0.333	3.75	2.73		6.48	1.0	6.48	L	
4	Jul	List	0.225	0.250	1.97	2.05		4.02	1.0	4.02	L	
5	Jul	Buck Rows	0.022	0.025	0.09	0.20		0.30	3.0	0.89	G	
6	Jul	Preirrigate		0.800		5.46	11.17	16.63	1.0	16.63	G	
7	Jul	Soil Fertility					3.00	3.00	1.0	3.00	G	
8	Jul	Disk Ends	0.023	0.025	0.12	0.20		0.32	5.0	1.62	G	
9	Jul	Apply Fert/Ground	0.300	0.333	3.35	2.73	41.85	47.93	1.0	47.93	G	
10	Jul	Apply Herbicide/Ground	0.225	0.250	1.63	2.05	3.31	6.99	1.0	6.99	G	
11	Aug	Mulch	0.225	0.250	2.80	2.05		4.84	1.0	4.84	L	
12	Aug	Plant	0.450	0.500	3.42	4.09	101.76	109.27	1.0	109.27	L	
13	Aug	Irrigate		0.800		5.46	11.17	16.63	13.0	216.14	G	
14	Aug	Cultivate	0.300	0.333	1.94	2.73		4.67	4.0	18.69	G	
15	Aug	Apply Fert/Ground	0.300	0.333	2.45	2.73	38.27	43.44	1.0	43.44	G	
16	Aug	Apply Insect./Ground	0.180	0.200	0.94	1.64		2.58	10.0	25.79	G	
17	Aug	Apply Fert/Ground	0.300	0.333	3.35	2.73	13.79	19.87	3.0	59.61	G	
18	Nov	Harvest 381 Ct					1238.25	318.21	1.0	1556.46	H	
19	Dec	Haul, Custom 415 Ct					103.75		1.0	103.75	H	
20	Jan	Disk Residue 415 Ct	0.090	0.100	1.48	0.82		2.30	1.0	2.30	L	
		Pickup Use40 Mi/Acre	1.333		10.27					10.27		
		Operating Interest at 10.0					12.50			12.50		
TOTAL CASH OPERATING EXPENSES (includes all times over):					66.50	136.86	1357.50	701.10			2260.77	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)	138.25	Yields	\$4.76	\$5.71	\$6.34	\$6.97	\$7.93	Break-even Price	
Growing (G)	439.54	- 25%	285.8	-488.20	-216.45	-35.29	145.88	417.63	6.46
Harvest (H)	1,660.21	- 10%	342.9	-465.48	-139.39	78.01	295.41	621.51	6.11
Post Harvest (P)	0.00	Budgeted	381.0	-450.34	-88.01	153.54	395.10	757.43	5.94
Marketing (M)	0.00	+ 10%	419.1	-435.20	-36.63	229.08	494.79	893.35	5.79
Operating Overhead (O)	22.77	+ 25%	476.3	-412.48	40.43	342.38	644.32	1,097.23	5.62
Total (T)	\$2,260.77	Break-even Yield		1,513.96	446.27	303.55	230.00	168.69	

Table 11D. Resource and Cash Flow Requirements; Cauliflower, 1998

COUNTY: Pinal FARM: Pinal Vegetables 98 WATER SOURCE: Maricopa-Stanfield Irrig. TILLAGE: Double Crop
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 AREA: Maricopa YIELD: 381.0 Ct / Acre PREVIOUS CROP: Pimento DATE: 11/23/98

Month *	Water			Operating Costs (\$/ACRE *)						
	Number Irrigations	Applied (inches)	Total Labor (Hrs)	Purchased Water	Fuel, Oil and Repairs	Labor	Chemicals	Other Purchases	Services	Total
JUL C	1.0	4.0	2.52	11.17	14.85	32.58	45.16		3.00	106.76
AUG C	4.0	16.0	13.16	44.67	14.82	36.54	79.64	100.55		276.22
SEP C	3.0	12.0	3.81	33.50	13.61	24.94				72.05
OCT C	3.0	12.0	2.60	33.50	11.50	21.81				66.81
NOV C	3.0	12.0	2.40	33.50		5.46		159.11	537.50	750.28
DEC C								159.11	804.50	963.61
JAN N			0.10		1.45	0.82				2.27
Pickup Use40 Mi/Acre					10.27					10.27
Operating Interest at 10.0									19.60	19.60
Water Assessment				**						
Total	14.0	56.0	24.58	156.33	66.50	136.86	124.80	418.77	1357.5	2260.77
%				6.92	2.94	6.05	5.52	18.52	60.05	100.00

TOTAL RESOURCE REQUIREMENTS (per Acre)		TOTAL ENERGY REQUIREMENTS (per Acre)	
Total N	222.0	Diesel Fuel	26.3 Gal
Total P	160.8	Unleaded Gas	4.0 Gal
Total K	0.0	All Direct Energy	4.1 M BTU
Total Labor	24.6		
Total Water	56.0		

EQUIPMENT REQUIREMENTS (per Acre)			
Bed Shaper, 4 Rw	0.45 Hr	Cultivator, Sweep, 4 Rw	1.20 Hr
Fertilizer Injector, 4 Row	1.20 Hr	Landplane 12'X 45'	0.30 Hr
Moldboard Plow, 5-16 2	0.18 Hr	Offset Disk, 21'	0.36 Hr
Pickup Truck, 1/2 Ton	1.33 Hr	Planter, Planet Jr, 4 Row	0.45 Hr
Row Crop Sprayer, 8 Rw	0.22 Hr	Rowbuck, 10'	0.07 Hr
Tractor, 50 PTO HP,	2.51 Hr	Tractor, 70 PTO HP,	1.65 Hr
Tractor, 150 PTO HP,	0.84 Hr	Fert. Side Dress Unit,	0.30 Hr
		Lister, 5 Bottom	0.22 Hr
		Offset Disk, 8'	0.11 Hr
		Power Mulcher, 6 Rw	0.22 Hr
		Saddle Tk Sprayer, 2 Tk 8	1.80 Hr
		Tractor, 100 PTO HP,	1.65 Hr

MATERIALS REQUIREMENT (per Acre)			
10-34-00, Lqd	26.00 Ga	16-20-00, Dry	300.00 Lb
Boxes for Cauliflower	380.00 Ct	Cauliflower Sd (Hyb)	20.00 Th
Trifluralin	1.00 Pt	Water, District	56.00 Al
		32-00-00, URAN 32, Lqd	40.80 Ga
		Methomyl	0.00 Pt

LABOR REQUIREMENT (per Acre)			
Irrigators	11.20 Hr	Tractor	7.38 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 11E. Schedule of Operations; Cauliflower, 1998

COUNTY: Pinal FARM: Pinal Vegetables 98 WATER SOURCE: Maricopa-Stanfield Irrig. TILLAGE: Double Crop
 CROP: Cauliflower ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Maricopa YIELD: 381.0 Ct / Acre PREVIOUS CROP: Pimento DATE: 11/23/98

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	Jul	1.0	Plow	150	Moldboard Plow, 5-16 2	5.00						Tractor
2	Jul	3.0	Disk	150	Offset Disk, 21'	10.00						Tractor
3	Jul	1.0	Landplane	150	Landplane 12'X 45'	3.00						Tractor
4	Jul	1.0	List	100	Lister, 5 Bottom	4.00						Tractor
5	Jul	3.0	Buck Rows	50	Rowbuck, 10'	40.00						Tractor
6	Jul	1.0	Preirrigate			1.25	Water, District	4.00	Al	33.50	AF	Irrigators
7	Jul	1.0	Soil Fertility		CST Soil Analysis (Surface)							3.00 Ac
8	Jul	5.0	Disk Ends	50	Offset Disk, 8'	40.00						Tractor
9	Jul	1.0	Apply Fert/Ground	100	Fertilizer Injector, 4 Row	3.00	10-34-00, Lqd	26.00	Ga	266.40	Tn	Tractor
10	Jul	1.0	Apply Herbicide/Ground	50	Row Crop Sprayer, 8 Rw	4.00	Trifluralin	1.00	Pt	24.95	Ga	Tractor
11	Aug	1.0	Mulch	100	Power Mulcher, 6 Rw	4.00						Tractor
12	Aug	1.0	Plant	70	Planter, Planet Jr, 4 Row Bed Shaper, 4 Rw	2.00	Cauliflower Sd (Hyb)	20.00	Th	4.80	Th	Tractor
13	Aug	13.0	Irrigate			1.25	Water, District	4.00	Al	33.50	AF	Irrigators
14	Aug	4.0	Cultivate	70	Cultivator, Sweep, 4 Rw	3.00						Tractor
15	Aug	1.0	Apply Fert/Ground	50	Fert. Side Dress Unit, 4Row	3.00	16-20-00, Dry	300.00	Lb	240.67	Tn	Tractor
16	Aug	10.0	Apply Insect./Ground	50	Saddle Tk Sprayer, 2 Tk 8	5.00	Methomyl	0.00	Pt	49.05	Ga	Tractor
17	Aug	3.0	Apply Fert/Ground	100	Fertilizer Injector, 4 Row	3.00	32-00-00, URAN 32,	13.60	Ga	173.00	Tn	Tractor
18	Nov	1.0	Harvest		CST Harvest Cauliflower		Boxes for Cauliflower	380.00	Ct	0.79	Ct	3.25 Ct
19	Dec	1.0	Haul, Custom		CST Haul Produce							0.25 Ct
20	Jan	1.0	Disk Residue	150	Offset Disk, 21'	10.00						Tractor
			Pickup use 40 Mi/Ac		Pickup Truck, 1/2 Ton	0.75						

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