

Table 9A. Income and Cash Operating Summary; Sweet Corn, 1998

COUNTY: Pinal FARM: Pinal Vegetables 98 WATER SOURCE: Maricopa-Stanfield Irrig. TILLAGE: Conventional
 CROP: Corn, Sweet ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Maricopa YIELD: 81.3 Ct / Acre PREVIOUS CROP: Cotton, Upland DATE: 11/23/98

Item	Unit	Quantity	Price/ Unit	Budgeted /Acre	Total /Acre	Your Farm Budget	
INCOME	Ears	Crtn	81.30	\$9.76	\$793.49	\$793.49	_____
CASH LAND PREPARATION AND GROWING EXPENSES (including sales tax)							
Paid Labor (including benefits)					73.00	_____	
Tractor/Self Propelled					26.34	_____	
Irrigation					46.66	_____	
Chemicals and Custom Applications					233.62	_____	
Fertilizer					89.74	_____	
Insecticide					134.88	_____	
Herbicide					9.00	_____	
Farm Machinery and Vehicles					47.55	_____	
Diesel Fuel					16.16	_____	
Repairs and Maintenance					31.39	_____	
Irrigation Water (excluding labor)					122.83	_____	
Water Assessment (See Note Below) **						_____	
Other Purchased Inputs &					120.15	_____	
Seed/Transplants					117.15	_____	
Other Services and Rentals					3.00	_____	
TOTAL CASH LAND PREPARATION AND GROWING EXPENSES					597.16	_____	
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					60.29	_____	
Diesel Fuel					20.38	_____	
Repairs and Maintenance					39.90	_____	
Other Materials					135.68	_____	
TOTAL HARVEST AND POST HARVEST EXPENSE					446.18	_____	
OPERATING OVERHEAD PICKUP USE					7.71	_____	
OPERATING INTEREST AT 10.0%					18.68	_____	
TOTAL CASH OPERATING EXPENSES					\$1,069.72	=====	
RETURNS OVER CASH OPERATING EXPENSES					(\$276.23)	_____	

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

** A water assessment charge of \$25.00 per Acre is included as an ownership cost in Table B.

Table 9B. Allocations of Ownership Costs; Sweet Corn, 1998

COUNTY: Pinal FARM: Pinal Vegetables 98 WATER SOURCE: Maricopa-Stanfield Irrig. TILLAGE: Conventional
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 AREA: Maricopa YIELD: 81.3 Ct / Acre PREVIOUS CROP: Cotton, Upland DATE: 11/23/98

Item	-- CASH COST BASIS (\$/ACRE) --		-- TOTAL COST BASIS (\$/ACRE) --	
	Income and Costs	Net Returns	Income and Costs	Net Returns
TOTAL INCOME at \$9.76 / Ct	\$793.49		\$793.49	
TOTAL OPERATING EXPENSES	\$1,069.72		\$1,069.72	
RETURN OVER CASH OPERATING EXPENSES		(\$276.23)		(\$276.23)
CASH OVERHEAD EXPENSES				
Taxes, Housing and Insurance, Farm Machinery	8.91		8.91	
General and Office Overhead (5.0% of Total Operating Exp.)	53.49		53.49	
General Farm Maintenance (3.0% of Total Operating Exp.)	32.09		32.09	
Total Cash Overhead Expenses	94.49		94.49	
Total Cash Operating and Overhead Cost	1,164.21		1,164.21	
RETURNS OVER CASH OPER. AND OVER. EXPENSES		(\$370.72)		(\$370.72)
CAPITAL ALLOCATIONS (100% Equity)				
Capital Replacement, Machinery and Vehicles			56.68	
Interest on Equity, Machinery and Vehicles			22.06	
Total Capital Allocations			78.74	
RETURNS TO LAND, CAPITAL, MANAGEMENT AND RISK ----->		(\$370.72)		
RETURNS TO LAND, MANAGEMENT AND RISK ----->				(\$449.47)
Land Cost / Rent or Lease	100.00		100.00	
Water Assessment	25.00		25.00	
Total Land Costs	125.00		125.00	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		(\$495.72)		
RETURNS TO MANAGEMENT AND RISK ----->				(\$574.47)
Management Services (8% of Total Operation Expenses)			85.58	
TOTAL OWNERSHIP COST	219.49		383.81	
TOTAL COST	\$1,289.21		\$1,453.53	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		(\$495.72)		
RETURNS TO RISK (PROFITS) ----->				(\$660.04)
BREAK-EVEN PRICE TO COVER OPERATING COST (PER Lb)		\$13.16		\$13.16
BREAK-EVEN PRICE TO COVER OWNERSHIP COST		\$2.70		\$4.72
BREAK-EVEN PRICE TO COVER TOTAL COST		\$15.86		\$17.88

Table 9C. Variable Operating Costs; Sweet Corn, 1998

COUNTY: Pinal FARM: Pinal Vegetables 98 WATER SOURCE: Maricopa-Stanfield Irrig. TILLAGE: Conventional
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 AREA: Maricopa YIELD: 81.3 Ct / Acre PREVIOUS CROP: Cotton, Upland 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	Feb	Rip	0.225	0.250	3.44	2.05			5.49	1.0	5.49	L
2	Feb	Disk	0.225	0.250	4.01	2.05			6.05	3.0	18.16	L
3	Feb	Soil Fertility					3.00		3.00	1.0	3.00	G
4	Feb	Apply Fert/Ground	0.090	0.100	0.88	0.82		34.98	36.68	1.0	36.68	G
5	Feb	List	0.225	0.250	3.02	2.05			5.06	1.0	5.06	L
6	Feb	Buck Rows	0.045	0.050	0.43	0.41			0.84	6.0	5.04	G
7	Feb	Preirrigate		0.333		2.27		22.33	24.61	1.0	24.61	G
8	Feb	Disk Ends	0.045	0.050	0.57	0.41			0.98	5.0	4.88	G
9	Feb	Apply Herbicide/Ground	0.600	0.667	8.90	5.46		9.00	23.37	1.0	23.37	G
10	Mar	Plant	0.360	0.400	5.87	3.28		117.15	126.29	1.0	126.29	L
11	Mar	Irrigate/Run Fertilizer		0.667		4.55		17.25	21.80	9.0	196.22	G
12	Apr	Cultivate	0.150	0.167	1.66	1.14			2.80	3.0	8.39	G
13	Apr	Apply Insect./Ground					4.75	17.73	22.48	6.0	134.88	G
14	Jun	Pick and Load	4.500	10.00	54.14	229.66		135.68	419.48	1.0	419.48	H
15	Jun	Haul 1	0.500	0.556	6.15	20.56			26.71	1.0	26.71	H
16	Aug	Disk Residue	0.225	0.250	4.01	2.05			6.05	1.0	6.05	L
		Pickup Use30 Mi/Acre		1.000		7.71					7.71	
		Operating Interest at 10.0						18.68			18.68	
TOTAL CASH OPERATING EXPENSES (includes all times over):					109.02	301.00	50.18	580.79			1069.72	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 \$25.00 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%	Break-even Price
Land Preparation (L)	161.06	Yields	\$7.32	\$8.78	\$9.76	\$10.74	\$12.20	
Growing (G)	436.09	- 25%	61.0	-383.01	-293.74	-234.23	-174.72	-85.45
Harvest (H)	446.18	- 10%	73.2	-335.27	-228.14	-156.73	-85.32	21.80
Post Harvest (P)	0.00	Budgeted	81.3	-303.43	-184.41	-105.06	-25.71	93.31
Marketing (M)	0.00	+ 10%	89.4	-271.60	-140.68	-53.39	33.89	164.82
Operating Overhead (O)	26.39	+ 25%	101.6	-223.86	-75.08	24.11	123.29	272.07
Total (T)	\$1,069.72	Break-even Yield		158.80	115.58	97.83	84.81	70.69

Table 9D. Resource and Cash Flow Requirements; Sweet Corn, 1998

COUNTY: Pinal FARM: Pinal Vegetables 98 WATER SOURCE: Maricopa-Stanfield Irrig. TILLAGE: Conventional
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 AREA: Maricopa YIELD: 81.3 Ct / Acre PREVIOUS CROP: Cotton, Upland DATE: 11/23/98

Month *	Number Irrigations	Water Applied	Total Labor (Hrs)	Operating Costs (\$/ACRE *)						
				Purchased Water	Fuel, Oil and Repairs	Labor	Chemicals	Other Purchases	Services	Total
FEB C	1.0	8.0	2.15	22.33	20.26	15.10	43.98		3.00	104.69
MAR C	1.0	4.0	1.42	11.17	10.68	10.69	6.08	145.89		189.26
APR C	2.0	8.0	1.60	22.33	2.60	6.51	29.90		4.75	66.09
MAY C	2.0	8.0	1.87	22.33	2.60	6.51	29.90		4.75	66.09
JUN C	2.0	8.0	36.99	22.33	61.26	255.59	47.63	135.68	9.50	531.99
JUL C	2.0	8.0	1.58	22.33	3.92	6.60	47.63		9.50	89.98
Pickup Use30 Mi/Acre					7.71					7.71
Operating Interest at 10.0									18.68	18.68
Water Assessment				**						
Total	10.0	44.0	45.61	122.83	109.03	301.00	205.12	281.57	50.18	1069.72
%				11.48	10.19	28.14	19.18	26.32	4.69	100.00

TOTAL RESOURCE REQUIREMENTS (per Acre)	TOTAL ENERGY REQUIREMENTS (per Acre)
Total N 213.1	Diesel Fuel 48.1 Gal
Total P 96.0	Unleaded Gas 3.0 Gal
Total K 0.0	All Direct Energy 7.0 M BTU
Total Labor 45.6	
Total Water 44.0	

EQUIPMENT REQUIREMENTS (per Acre)		
Directed Spray Rig, 16 0.60 Hr	Fertilizer Broadcaster, 0.09 Hr	Lister, 5 Bottom 0.22 Hr
Offset Disk, 13.5' 0.23 Hr	Offset Disk, 16.5' 0.90 Hr	Pickup Truck, 1/2 Ton 1.00 Hr
Planter, Drill Type, 6 Row 0.36 Hr	Power Mulcher, 4 Rw 0.60 Hr	Rolling Cultivator, 6 Rw 0.45 Hr
Rowbuck, 10' 0.27 Hr	Tractor, 100 PTO HP 6.99 Hr	Tractor, 125 PTO HP 0.22 Hr
Tractor, 150 PTO HP 1.13 Hr	V-Ripper, 5 Shnk 0.22 Hr	Vegetable Trailer Flat Bed 5.00 Hr

MATERIALS REQUIREMENT (per Acre)		
11-48-00, Dry 200.00 Lb	32-00-00, URAN 32, Lqd 54.00 Ga	Alachlor 2.50 Pt
Cypermethrin 12.00 Oz	Methomyl 12.00 Pt	Sweet Corn (Super) 12.00 Lb
Water, District 44.00 Al	Wirebound Crates 80.00 Ct	

LABOR REQUIREMENT (per Acre)		
Irrigators 6.84 Hr	Other 30.00 Hr	Tractor 8.77 Hr

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

** A water assessment charge of \$25.00 per Acre is included as an ownership cost in Table B.

Table 9E. Schedule of Operations; Sweet Corn, 1998

COUNTY: Pinal FARM: Pinal Vegetables 98 WATER SOURCE: Maricopa-Stanfield Irrig. TILLAGE: Conventional
 CROP: Corn, Sweet ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Maricopa YIELD: 81.3 Ct / Acre PREVIOUS CROP: Cotton, Upland 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	Feb	1.0	Rip	150	V-Ripper, 5 Shnk	4.00						Tractor
2	Feb	3.0	Disk	150	Offset Disk, 16.5'	4.00						Tractor
3	Feb	1.0	Soil Fertility		CST Soil Analysis (Surface)						3.00 Ac	
4	Feb	1.0	Apply Fert/Ground	100	Fertilizer Broadcaster,	10.00	11-48-00, Dry	200.00	Lb	330.00	Tn	Tractor
5	Feb	1.0	List	125	Lister, 5 Bottom	4.00						Tractor
6	Feb	6.0	Buck Rows	100	Rowbuck, 10'	20.00						Tractor
7	Feb	1.0	Preirrigate			3.00	Water, District	8.00	Al	33.50	AF	Irrigators
8	Feb	5.0	Disk Ends	100	Offset Disk, 13.5'	20.00						Tractor
9	Feb	1.0	Apply Herbicide/Ground	100	Directed Spray Rig, 16 Power Mulcher, 4 Rw	1.50	Alachlor	2.50	Pt	27.18	Ga	Tractor
10	Mar	1.0	Plant	100	Planter, Drill Type, 6 Row	2.50	Sweet Corn (Super	12.00	Lb	9.21	Lb	Tractor
11	Mar	9.0	Irrigate/Run Fertilizer			1.50	Water, District	4.00	Al	33.50	AF	Irrigators
							32-00-00, URAN 32,	6.00	Ga	173.00	Tn	
12	Apr	3.0	Cultivate	100	Rolling Cultivator, 6 Rw	6.00						Irrigators
13	Apr	6.0	Apply Insect./Ground		CST Air Spray, 5 Gal Mix		Methomyl	2.00	Pt	49.05	Ga	4.75 Ac
							Cypermethrin	2.00	Oz	285.64	Ga	
14	Jun	1.0	Pick and Load	100	Vegetable Trailer Flat Bed	0.20	Wirebound Crates	80.00	Ct	1.60	Ct	Tractor
15	Jun	1.0	Haul	100	Vegetable Trailer Flat Bed	1.80						Other
16	Aug	1.0	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.