

Table 15A. Income and Cash Operating Cost Summary, Fall Cabbage, 1995

COUNTY: Maricopa FARM: Maricopa Vegetables WATER SOURCE: SRP TILLAGE: Double Crop
 CROP: Cabbage ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Salt River Project YIELD: 454.0 Ct/Acre PREVIOUS CROP: Mixed Greens DATE: 08/20/95

Item	Unit	Quantity	Price /Unit	Budgeted /Acre	Total /Acre	Your Farm Budget
INCOME -> Cabbage	Crtn	454.00	\$5.1900	\$2,356.26	\$2,356.26	_____
CASH LAND PREPARATION AND GROWING EXPENSES (including sales tax)						
Paid Labor (including benefits)					169.05	_____
Tractor/Self Propelled				93.92		_____
Irrigation				68.60		_____
Other/Contract				6.54		_____
Chemicals & Custom Applications					215.25	_____
Fertilizers				113.09		_____
Insecticides				98.15		_____
Herbicides				4.01		_____
Farm Machinery and Vehicles					57.83	_____
Diesel Fuel				21.01		_____
Repairs & Maint.				36.82		_____
Irrigation Water (excluding labor)					14.98	_____
Water Assessment (See Note Below) **					**	_____
Other Purchased Inputs & Services					409.44	_____
Seed/Transplants				181.44		_____
Other Services & Rentals				228.00		_____
TOTAL CASH LAND PREPARATION AND GROWING EXPENSES					866.55	_____
CASH HARVEST AND POST HARVEST EXPENSES						
Custom Harvest/Post Harvest					1,634.40	_____
Other Materials					452.86	_____
TOTAL HARVEST AND POST HARVEST EXPENSE					2,087.26	_____
OPERATING OVERHEAD->PICKUP USE					13.81	_____
OPERATING INTEREST AT 9.0%					30.97	_____
					=====	=====
TOTAL CASH OPERATING EXPENSES					\$2,998.59	_____
RETURNS OVER CASH OPERATING EXPENSES					(\$642.33)	_____

Notes: The above figures do not include ownership costs, see Table 15B on Next Page for detailed cost allocation.
 ** A water assessment charge of \$10.18/Acre is included in the ownership costs of Table 15B.

Table 15B. Allocation of Ownership Costs; Fall Cabbage, 1995

COUNTY: Maricopa FARM: Maricopa Vegetables WATER SOURCE: SRP TILLAGE: Double Crop
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 AREA: Salt River Project YIELD: 454.0 Ct/Acre PREVIOUS CROP: Mixed Greens DATE: 08/20/95

Item	- CASH COST BASIS (\$/ACRE) --		- TOTAL COST BASIS (\$/ACRE) -	
	Income & Costs	Net Returns	Income & Costs	Net Returns
TOTAL INCOME at \$ 5.1900/Ct	\$2,356.26		\$2,356.26	
TOTAL OPERATING EXPENSES	2,998.58		2,998.58	
RETURN OVER CASH OPERATING EXPENSES		(\$642.32)		(\$642.32)
CASH OVERHEAD EXPENSES				
Taxes, Housing & Insur., Farm Machinery	7.07		7.07	
Gen. & Off. Overhead (5% of Tot. Oper. Exp.)	149.92		149.92	
General Farm Maint. (3% of Tot. Oper. Exp.)	89.96		89.96	
Total Cash Overhead Expenses	246.95		246.95	
Total Cash Oper. & Over. Cost	3,245.54		3,245.54	
RETURNS OVER CASH OPER. & OVER. EXPENSES.		(889.28)		(889.28)
CAPITAL ALLOCATIONS (100% Equity)				
Capital Replacement, Machinery & Vehicles			39.30	
Interest on Equity, Machinery & Vehicles			14.68	
Total Capital Allocations			53.97	
RETURNS TO LAND, CAPITAL, MANAGEMENT & RISK		(889.28)		
RETURNS TO LAND, MANAGEMENT & RISK				(943.26)
Land Cost / Rent or Lease	200.00		200.00	
Water Assessment **	10.18		10.18	
Total Land Costs	210.18		210.18	
RETURNS TO MANAGEMENT, CAPITAL & RISK		(1,099.46)		
RETURNS TO MANAGEMENT & RISK				(1,153.44)
Management Services (8% of Tot. Oper. Exp.)			239.88	
TOTAL OWNERSHIP COST	457.13		751.00	
TOTAL COST	\$3,455.72		\$3,749.59	
RETURN TO MANAGEMENT, CAPITAL & RISK		(\$1,099.46)		
RETURN TO RISK (PROFITS)				(\$1,393.33)
BREAK-EVEN PRICE TO COVER OPERATING COST (PER Ct)		\$6.60		\$6.60
BREAK-EVEN PRICE TO COVER OWNERSHIP COST		\$1.00		\$1.65
BREAK-EVEN PRICE TO COVER TOTAL COST		\$7.61		\$8.25

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 AREA: Salt River Project YIELD: 454.0 Ct/Acre PREVIOUS CROP: Mixed Greens DATE: 08/20/95

No.	Month	Operation	Hours		Operating Costs (\$/Acre*)					Tot. Cash Expense	Class		
			Machine	Labor	Fuel/Rps.	Labor	Cust/Ser.	Materials	Total			Times	
1	Jun	Rip	0.225	0.250	2.39	2.45			4.84	0.5	2.42	L	
2	Jun	Plow	0.450	0.500	6.68	4.90			11.58	1.0	11.58	L	
3	Jun	Disk	0.225	0.250	2.92	2.45			5.37	3.0	16.10	L	
4	Jun	Laser Level	0.450	0.500	4.96	4.90			9.86	0.5	4.93	L	
5	Jul	Apply Herbicide/Ground	0.225	0.250	0.90	2.45		4.01	7.36	1.0	7.36	G	
6	Jul	List	0.225	0.250	1.89	2.45			4.34	1.0	4.34	L	
7	Aug	Plant	0.600	1.334	5.37	13.08		181.44	199.89	1.0	199.89	L	
8	Aug	Apply Insect./Ground	0.150	0.167	0.82	1.64		68.91	71.37	1.0	71.37	G	
9	Aug	Buck Rows	0.045	0.050	0.16	0.49			0.65	5.0	3.27	G	
10	Aug	Irrigate		1.000		9.80		2.14	11.94	7.0	83.58	G	
11	Sep	Disk Ends	0.045	0.050	0.24	0.49			0.73	5.0	3.66	G	
12	Sep	Thinning						75.00	75.00	1.0	75.00	G	
13	Sep	Cultivate	0.563	0.625	2.35	6.12			8.47	5.0	42.37	G	
14	Sep	Soil Fertility						3.00	3.00	1.0	3.00	G	
15	Sep	Apply Fert/Ground	0.450	0.500	3.16	4.90		35.67	43.73	2.0	87.46	G	
16	Sep	Apply Insect./Ground	0.225	0.250	1.03	2.45		8.40	11.88	2.0	23.76	G	
17	Sep	Hand Weeding						75.00	75.00	2.0	150.00	G	
18	Oct	Apply Fert/Ground	0.450	0.500	1.80	4.90		20.88	27.58	2.0	55.17	G	
19	Nov	Apply Insect./Ground	0.225	0.250	1.03	2.45		12.43	15.91	1.0	15.91	G	
20	Nov	Harvest/Field Pa	454.0 Ct					1,475.50	452.86	1,928.36	1.0	1,928.36	H
21	Nov	Haul, Custom	454.0 Ct					158.90		158.90	1.0	158.90	H
22	Dec	Disk Residue	0.225	0.250	2.92	2.45			5.37	1.0	5.37	L	
		Pickup Use 60 Mi/Ac	2.000		13.81							13.81	O
		Operating Interest at 9.00%						28.16				28.16	O
TOTAL CASH OPERATING EXPENSES:					\$71.64	\$169.05	\$1,890.56	\$864.53			\$2,995.78	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 \$10.18/Acre included as ownership cost in Table 15B.

OPERATING COST SUMMARY BY CLASS		SENSITIVITY OF NET REVENUES OVER TOTAL CASH EXPENSES (\$/Acre)					
		Prices ->	-25%	-10%	Budgeted	+10%	+25%
Land Preparation (L)	\$244.63						
Growing (G)	621.91						
Harvest (H)	2,087.26	Yields	\$3.89	\$4.67	\$5.19	\$5.70	\$6.48 Break-even
Post Harvest (P)	0.00						
Marketing (M)	0.00	-25%	340.5	-1,148.56	-883.48	-706.76	-530.04 -264.96 7.26
Operating Overhead (O)	41.97	-10%	408.6	-1,196.57	-878.48	-666.41	-454.35 -136.25 6.82
		Budgeted	454.0	-1,228.58	-875.14	-639.51	-403.89 -50.45 6.59
Total (T)	\$2,995.77	+10%	499.4	-1,260.58	-871.80	-612.61	-353.42 35.35 6.41
		+25%	567.5	-1,308.59	-866.79	-572.26	-277.73 164.06 6.19
		Break-even Yield		-1,288.69	12,358.92	1,533.33	817.37 480.69

Table 15D. Resource and Cash Flow Requirements; Fall Cabbage, 1995

COUNTY: Maricopa FARM: Maricopa Vegetables WATER SOURCE: SRP TILLAGE: Double Crop
 CROP: Cabbage ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Salt River Project YIELD: 454.0 Ct/Acre PREVIOUS CROP: Mixed Greens DATE: 08/20/95

Month *	Number Irrig.	Water Applied (Inches)	Total Labor (Hrs)	Operating Cost (\$/Acre)								
				Purchased Water	Fuel, Oil & Repairs	Labor	Chemicals	Other Purchases	Services	Total		
JUN C			1.37		16.19	13.47					29.67	
JUL C			0.75		5.71	7.35	4.01				17.07	
AUG C	2.0	12.0	3.60		6.52	35.29	68.91	181.44			292.16	
SEP C	2.0	12.0	4.25		9.95	41.65	44.07		153.00		248.67	
OCT C	2.0	12.0	5.77	10.00	15.51	56.59	85.82		75.00		242.92	
NOV C	1.0	6.0	1.25	5.00	1.03	12.25	12.43	226.43	810.00		1,067.14	
DEC C			0.25		2.92	2.45		226.43	824.40		1,056.20	
Pickup Use 60 Mi/Ac					13.81							13.81
Operating Interest at 9.0%										27.98		27.98
Water Assessment					**							
Total	7.0	42.0	17.25	15.00	71.64	169.05	215.24	634.30	1,890.38		2,995.62	
%				0.50	2.39	5.64	7.19	21.17	63.10		100.00	

TOTAL RESOURCES REQUIREMENTS(/Acre)		TOTAL ENERGY REQUIREMENTS(/Acre)	
Total N	198.9 lbs	Diesel Fuel	30.7 Gal
Total P	230.0 lbs	Regular Gas	0.0 Gal
Total K	0.0 lbs	NonLead Gas	6.0 Gal
Total Labor	17.2 Hrs		
Total Water	42.0 AI	All Direct Energy	5.0 M BTU

EQUIPMENT REQUIREMENTS(/Acre)			
Tractor, 150 PTO HP, MFWD	1.69 Hrs	V-Ripper, 5 Shnk	0.11 Hrs
Offset Disk, 13.5'	0.90 Hrs	Drag Scraper, 14'	0.23 Hrs
Laser Trailer	0.23 Hrs	Tractor, 50 PTO HP, MFWD	6.12 Hrs
Tractor, 100 PTO HP, MFWD	0.23 Hrs	Lister, 5 Bottom	0.23 Hrs
Planter, Stanhay, 2 Row	0.60 Hrs	Bed Shaper, 4 Rw	0.60 Hrs
Rowbuck, 10'	0.23 Hrs	Offset Disk, 10.5'	0.23 Hrs
Fert. Side Dress Unit, 4Row	0.90 Hrs	Directed Spray Rig, 8 Row	0.68 Hrs
			0.45 Hrs
			0.23 Hrs
			1.13 Hrs
			0.60 Hrs
			0.15 Hrs
			2.82 Hrs
			2.00 Hrs

MATERIALS REQUIREMENTS(/Acre)			
Trifluralin	1.00 Pt	Broccoli Seed (Hybrid)	90.00 Th
Water, District	42.00 AI	18-46-00, Dry	500.00 Lb
33-00-00, Amm. Nitrate, Dry	330.00 Lb	BT	4.00 Lb
			16.00 Oz
			4.50 Pt
			454.00 Ct

LABOR REQUIREMENTS(/Acre)			
Tractor	9.58 Hrs	Other	0.67 Hrs
			7.00 Hrs

* NOTE: P = Previous Year C = Current Year N = Next Year
 ** A water assessment charge of \$10.18/Acre included as ownership cost in Table 15B.

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 AREA: Salt River Project YIELD: 454.0 Ct/Acre PREVIOUS CROP: Mixed Greens DATE: 08/20/95

No.	Month	First 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	Jun	0.5	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	0.5	Laser Level	150	Drag Scraper, 14' Laser Receiver, Mast Sy Laser Trailer	2.00					Tractor
5	Jul	1.0	Apply Herbicide/Groun	50	Fertilizer Broadcaster,	4.00	Trifluralin	1.00 Pt	30.53 Ga		Tractor
6	Jul	1.0	List	100	Lister, 5 Bottom	4.00					Tractor
7	Aug	1.0	Plant	70	Planter, Stanhay, 2 Row Bed Shaper, 4 Rw	1.50	Broccoli Seed (Hyb	90.00 Th	1.92 Th		Tractor Other
8	Aug	1.0	Apply Insect./Ground	50	Directed Spray Rig, 16	6.00	Imidacloprid	16.00 Oz	525.00 Ga		Tractor
9	Aug	5.0	Buck Rows	50	Rowbuck, 10'	20.00					Tractor
10	Aug	7.0	Irrigate			1.00	Water, District	6.00 AI	0.00 AF		Irrigator
11	Sep	5.0	Disk Ends	50	Offset Disk, 10.5'	20.00					Tractor
12	Sep	1.0	Thinning		CST Thinning					75.00 Ac	
13	Sep	5.0	Cultivate	50	Cultivator, Sweep, 3 Rw	1.60					Tractor
14	Sep	1.0	Soil Fertility		CST Soil Analysis (Surf					3.00 Ac	
15	Sep	2.0	Apply Fert/Ground	50	Fert. Side Dress Unit,	2.00	18-46-00, Dry	250.00 Lb	271.75 Tn		Tractor
16	Sep	2.0	Apply Insect./Ground	50	Directed Spray Rig, 8	4.00	Methomyl	1.50 Pt	42.68 Ga		Tractor
17	Sep	2.0	Hand Weeding		CST Hand Weeding					75.00 Ac	
18	Oct	2.0	Apply Fert/Ground	50	Fertilizer Broadcaster,	2.00	33-00-00, Amm. Nit	165.00 Lb	241.00 Tn		Tractor
19	Nov	1.0	Apply Insect./Ground	50	Directed Spray Rig, 8	4.00	Methomyl	1.50 Pt	42.68 Ga		Tractor
							BT	4.00 Lb	0.96 Lb		
20	Nov	1.0	Harvest/Field Pack		CST Harvest Mixed Green		Boxes & Supplies	454.00 Ct	0.95 Ct	3.25 Ct	
21	Nov	1.0	Haul, Custom		CST Haul Cabbage					0.35 Ct	
22	Dec	1.0	Disk Residue	150	Offset Disk, 13.5'	4.00					Tractor
			Pickup Use	60 Mi/Ac	Pickup Truck, 1/2 Ton	0.50					

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

** A water assessment charge of \$10.18/Acre included as ownership cost in Table 15B.