

Table 3A. Income and Cash Operating Cost Summary, Fall Iceberg Lettuce, 1995

COUNTY: Maricopa FARM: Maricopa Vegetables WATER SOURCE: SRP TILLAGE: Double Crop
 CROP: Lettuce, Iceberg ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Salt River Project YIELD: 384.0 Ct/Acre PREVIOUS CROP: Potatoes, Early DATE: 08/20/95

Item	Unit	Quantity	Price /Unit	Budgeted /Acre	Total /Acre	Your Farm Budget
INCOME -> Lettuce	Crtn	384.00	\$6.1800	\$2,373.12	\$2,373.12	
CASH LAND PREPARATION AND GROWING EXPENSES (including sales tax)						
Paid Labor (including benefits)					188.89	
Tractor/Self Propelled				44.86		
Irrigation				112.66		
Other/Contract				31.36		
Chemicals & Custom Applications					301.74	
Fertilizers				111.60		
Insecticides				158.75		
Herbicides				31.39		
Farm Machinery and Vehicles					39.35	
Diesel Fuel				13.49		
Gasoline				0.37		
Repairs & Maint.				25.49		
Irrigation Water (excluding labor)					20.00	
Water Assessment (See Note Below) **					**	
Other Purchased Inputs & Services					146.88	
Seed/Transplants				68.88		
Other Services & Rentals				78.00		
TOTAL CASH LAND PREPARATION AND GROWING EXPENSES					696.86	
CASH HARVEST AND POST HARVEST EXPENSES						
Paid Labor (including benefits)					0.32	
Tractor/Self Propelled				0.32		
Farm Machinery and Vehicles					0.44	
Diesel Fuel				0.15		
Repairs & Maint.				0.28		
Custom Harvest/Post Harvest					921.60	
Other Materials					403.20	
TOTAL HARVEST AND POST HARVEST EXPENSE					1,325.56	
OPERATING OVERHEAD->PICKUP USE					13.81	
OPERATING INTEREST AT 9.0%					10.15	
TOTAL CASH OPERATING EXPENSES					\$2,046.38	
RETURNS OVER CASH OPERATING EXPENSES					\$326.74	

Notes: The above figures do not include ownership costs, see Table 3B on Next Page for detailed cost allocation.

** A water assessment charge of \$10.18/Acre is included in the ownership costs of Table 3B.

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Item	- CASH COST BASIS (\$/ACRE) -		- TOTAL COST BASIS (\$/ACRE) -	
	Income & Costs	Net Returns	Income & Costs	Net Returns
TOTAL INCOME at \$ 6.1800/Ct	\$2,373.12		\$2,373.12	
TOTAL OPERATING EXPENSES	2,046.37		2,046.37	
RETURN OVER CASH OPERATING EXPENSES		\$326.74		\$326.74
CASH OVERHEAD EXPENSES				
Taxes, Housing & Insur., Farm Machinery	4.65		4.65	
Gen. & Off. Overhead (5% of Tot. Oper. Exp.)	102.31		102.31	
General Farm Maint. (3% of Tot. Oper. Exp.)	61.39		61.39	
Total Cash Overhead Expenses	168.35		168.35	
Total Cash Oper. & Over. Cost	2,214.73		2,214.73	
RETURNS OVER CASH OPER. & OVER. EXPENSES.		158.38		158.38
CAPITAL ALLOCATIONS (100% Equity)				
Capital Replacement, Machinery & Vehicles			25.79	
Interest on Equity, Machinery & Vehicles			12.77	
Total Capital Allocations			38.55	
RETURNS TO LAND, CAPITAL, MANAGEMENT & RISK		158.38		
RETURNS TO LAND, MANAGEMENT & RISK				119.82
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		(51.79)		
RETURNS TO MANAGEMENT & RISK				(90.35)
Management Services (8% of Tot. Oper. Exp.)			163.71	
TOTAL OWNERSHIP COST	378.53		580.80	
TOTAL COST	\$2,424.91		\$2,627.18	
RETURN TO MANAGEMENT, CAPITAL & RISK		(\$51.79)		
RETURN TO RISK (PROFITS)				(\$254.06)
BREAK-EVEN PRICE TO COVER OPERATING COST (PER Ct)		\$5.32		\$5.32
BREAK-EVEN PRICE TO COVER OWNERSHIP COST		\$0.98		\$1.51
BREAK-EVEN PRICE TO COVER TOTAL COST		\$6.31		\$6.84

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No.	Month	First 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	0.150	0.167	2.18	1.64			3.82	3.0	11.45	L
4	Aug	Laser Level	0.450	0.500	4.96	4.90			9.86	0.5	4.93	L
5	Aug	Soil Fertility					3.00		3.00	1.0	3.00	G
6	Aug	Apply Fert/Ground	0.150	0.167	0.82	1.64		62.61	65.07	1.0	65.07	G
7	Aug	List	0.225	0.250	2.57	2.45			5.02	1.0	5.02	L
8	Sep	Mulch	0.300	0.333	2.44	3.26			5.70	1.0	5.70	L
9	Sep	Plant	0.360	0.800	4.15	7.84		68.88	80.87	1.0	80.87	L
10	Sep	Apply Insect./Ground	0.150	0.167	0.91	1.64		68.91	71.46	1.0	71.46	G
11	Sep	Apply Herbicide/Ground	0.225	0.250	1.24	2.45		31.39	35.08	1.0	35.08	G
12	Sep	Set Sprinklers	0.158	1.575	0.79	15.43			16.22	1.0	16.22	G
13	Sep	Irrigate/Sprinkler		1.000		9.80			9.80	6.0	58.80	G
14	Sep	Remove Sprinklers	0.158	1.575	0.79	15.43			16.22	1.0	16.22	G
15	Sep	Buck Rows	0.045	0.050	0.23	0.49			0.72	2.0	1.44	G
16	Sep	Irrigate/Run Fertilizer		0.943		9.24		16.33	25.57	3.0	76.71	G
17	Sep	Irrigate		0.667		6.54		5.00	11.54	4.0	46.16	G
18	Sep	Disk Ends	0.045	0.050	0.31	0.49			0.80	2.0	1.60	G
19	Sep	Apply Insect./Ground	0.150	0.167	0.91	1.64		10.51	13.06	1.0	13.06	G
20	Sep	Thinning					75.00		75.00	1.0	75.00	G
21	Sep	Cultivate	0.300	0.333	1.93	3.26			5.19	2.0	10.39	G
22	Sep	Apply Insect./Ground	0.015	0.017	0.15	0.17		13.22	13.54	2.0	27.07	G
23	Oct	Apply Insect./Ground	0.015	0.017	0.15	0.17		17.63	17.95	3.0	53.84	G
24	Nov	Prepare Ends	0.030	0.033	0.44	0.32			0.76	1.0	0.76	H
25	Nov	Harvest, Load & 384.0 Ct					921.60	403.20	1,324.80	1.0	1,324.80	H
26	Dec	Disk Residue	0.150	0.167	2.18	1.64			3.82	1.0	3.82	L
		Pickup Use 60 Mi/Ac	2.000		13.81						13.81	O
		Operating Interest at 9.00%					10.16				10.16	O
TOTAL CASH OPERATING EXPENSES:					\$53.60	\$189.25	\$1,009.76	\$793.82			\$2,046.42	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 3B.

OPERATING COST SUMMARY BY CLASS		SENSITIVITY OF NET REVENUES OVER TOTAL CASH EXPENSES (\$/Acre)						
		Prices ->		-25%	-10%	Budgeted	+10%	+25%
Land Preparation (L)	\$125.79							
Growing (G)	571.10							
Harvest (H)	1,325.55	Yields		\$4.63	\$5.56	\$6.18	\$6.79	\$7.72 Break-even
Post Harvest (P)	0.00							
Marketing (M)	0.00	-25%	288.0	-380.15	-113.17	64.80	242.79	509.76
Operating Overhead (O)	23.97	-10%	345.6	-312.01	8.36	221.94	435.52	755.89
		Budgeted	384.0	-266.58	89.38	326.69	564.00	919.97
Total (T)	\$2,046.42	+10%	422.4	-221.15	170.41	431.45	692.49	1,084.06
		+25%	480.0	-153.01	291.94	588.58	885.22	1,330.18
		Break-even Yield		609.33	341.63	264.24	215.43	168.70

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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			0.95		12.23	9.40				21.63
AUG C			0.83		8.05	8.17	62.61		3.00	81.83
SEP C	8.0	18.0	12.94		13.98	126.84	157.99	68.88	75.00	442.70
OCT C	3.0	18.0	2.76	10.00	2.91	27.06	64.81			104.78
NOV C	2.0	12.0	1.64	10.00	0.44	16.10	16.33	403.20	921.60	1,367.67
DEC C			0.16		2.18	1.64				3.81
Pickup Use	60 Mi/Ac				13.81					13.81
Operating Interest	at 9.0%								10.08	10.08
Water Assessment				**						
Total	13.0	48.0	19.30	20.00	53.60	189.21	301.74	472.08	1,009.68	2,046.31
%				0.97	2.61	9.24	14.75	23.06	49.34	100.00

TOTAL RESOURCES REQUIREMENTS(/Acre)		TOTAL ENERGY REQUIREMENTS(/Acre)	
Total N	204.3 lbs	Diesel Fuel	19.9 Gal
Total P	157.5 lbs	Regular Gas	0.3 Gal
Total K	22.5 lbs	NonLead Gas	6.0 Gal
Total Labor	19.3 Hrs		
Total Water	48.0 AI	All Direct Energy	3.5 M BTU

EQUIPMENT REQUIREMENTS(/Acre)			
Tractor, 150 PTO HP, MFWD	1.64 Hrs	V-Ripper, 5 Shnk	0.11 Hrs
Offset Disk, 18'	0.63 Hrs	Drag Scraper, 14'	0.23 Hrs
Laser Trailer	0.23 Hrs	Tractor, 60 PTO HP	2.43 Hrs
Lister, 5 Bottom	0.23 Hrs	Power Mulcher, 4 Rw	0.30 Hrs
Bed Shaper, 4 Rw	0.36 Hrs	Directed Spray Rig, 8 Row	0.30 Hrs
Rowbuck, 10'	0.09 Hrs	Offset Disk, 10.5'	0.09 Hrs
High Clearance Sprayer, 18 Rw	0.08 Hrs	Pickup Truck, 1/2 Ton	2.00 Hrs
		Moldboard Plow, 4-16 2 Way	0.45 Hrs
		Laser Receiver, Mast System	0.23 Hrs
		Fertilizer Broadcaster, Towed	0.38 Hrs
		Planter, Stanhay, 4 Row	0.36 Hrs
		Sprinkler Trailer	0.32 Hrs
		Cultivator, Sweep, 4 Rw	0.60 Hrs

MATERIALS REQUIREMENTS(/Acre)			
10-35-05, Dry	450.00 Lb	Head Lettuce Sd	160.00 Th
Benefin	2.00 Pt	Water, District	48.00 AI
Permethrin	12.00 Oz	Methomyl	10.00 Pt
Gustol	5.00 Lb	Fenvalerate	15.00 Oz
		Imidacloprid	16.00 Oz
		32-00-00, URAN 32, Lqd	45.00 Ga
		BT	10.00 Lb
		Lettuce Cartons	384.00 Ct

LABOR REQUIREMENTS(/Acre)			
Tractor	4.61 Hrs	Other	3.20 Hrs
		Irrigators	11.50 Hrs

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

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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, 18'	6.00					Tractor
4	Aug	0.5	Laser Level	150	Drag Scraper, 14' Laser Receiver, Mast Sy Laser Trailer	2.00					Tractor
5	Aug	1.0	Soil Fertility		CST Soil Analysis (Surf)					3.00 Ac	
6	Aug	1.0	Apply Fert/Ground	60	Fertilizer Broadcaster,	6.00	10-35-05, Dry	450.00 Lb	265.00 Tn		Tractor
7	Aug	1.0	List	150	Lister, 5 Bottom	4.00					Tractor
8	Sep	1.0	Mulch	60	Power Mulcher, 4 Rw	3.00					Tractor
9	Sep	1.0	Plant	60	Planter, Stanhay, 4 Row Bed Shaper, 4 Rw	2.50	Head Lettuce Sd	160.00 Th	0.41 Th		Tractor Other
10	Sep	1.0	Apply Insect./Ground	60	Directed Spray Rig, 8	6.00	Imidacloprid	16.00 Oz	525.00 Ga		Tractor
11	Sep	1.0	Apply Herbicide/Groun	60	Fertilizer Broadcaster,	4.00	Benefin	2.00 Pt	14.95 Ga		Tractor
12	Sep	1.0	Set Sprinklers	60	Sprinkler Trailer	5.70					Tractor Other Other
13	Sep	6.0	Irrigate/Sprinkler			1.00	Water, District	1.00 AI	0.00 AF		Irrigator
14	Sep	1.0	Remove Sprinklers	60	Sprinkler Trailer	5.70					Tractor Other Other
15	Sep	2.0	Buck Rows	60	Rowbuck, 10'	20.00					Tractor
16	Sep	3.0	Irrigate/Run Fertiliz			1.06	Water, District 32-00-00, URAN 32,	6.00 AI 15.00 Ga	0.00 AF 187.50 Tn		Irrigator
17	Sep	4.0	Irrigate			1.50	Water, District	6.00 AI	0.00 AF		Irrigator
18	Sep	2.0	Disk Ends	60	Offset Disk, 10.5'	20.00					Tractor
19	Sep	1.0	Apply Insect./Ground	60	Directed Spray Rig, 8	6.00	Permethrin	12.00 Oz	106.75 Ga		Tractor
20	Sep	1.0	Thinning		CST Thinning					75.00 Ac	
21	Sep	2.0	Cultivate	60	Cultivator, Sweep, 4 Rw	3.00					Tractor
22	Sep	2.0	Apply Insect./Ground		High Clearance Sprayer,	60.00	Methomyl BT Gustol	2.00 Pt 2.00 Lb 1.00 Lb	42.68 Ga 0.96 Lb 0.00 Lb		Tractor
23	Oct	3.0	Apply Insect./Ground		High Clearance Sprayer,	60.00	Fenvalerate Methomyl BT Gustol	5.00 Oz 2.00 Pt 2.00 Lb 1.00 Lb	107.50 Ga 42.68 Ga 0.96 Lb 0.00 Lb		Tractor
24	Nov	1.0	Prepare Ends	150	Offset Disk, 18'	30.00					Tractor
25	Nov	1.0	Harvest, Load & Haul		CST Harvest-Load-Haul L		Lettuce Cartons	384.00 Ct	1.00 Ct	2.40 Ct	
26	Dec	1.0	Disk Residue Pickup Use	150 60 Mi/Ac	Offset Disk, 18' Pickup Truck, 1/2 Ton	6.00 0.50					Tractor

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

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