

**Table 3A. Income and Cash Operating Summary; Alfalfa Stand Establish, 1998**

COUNTY: Pinal                      FARM: Pinal County 98                      WATER SOURCE: Central Arizona                      TILLAGE: Conventional  
 CROP: Alfalfa Hay                      ACRES: 1.0                      IRRIGATION SYSTEM: Flood Basin                      SOIL: Sandy-Loam  
 AREA: Maricopa                      YIELD: 0.0 Tn / Acre                      PREVIOUS CROP: Wheat, Winter                      DATE: 2/18/99

Item	Unit	Quantity	Price/ Unit	Budgeted /Acre	Total /Acre	Your Farm Budget
INCOME      Hay	Ton	0.00	\$0.00	\$0.00	\$0.00	_____
CASH LAND PREPARATION AND GROWING EXPENSES (including sales tax)						
Paid Labor (including benefits)					35.72	_____
Tractor/Self Propelled				22.93		_____
Irrigation				12.79		_____
Chemicals and Custom Applications					30.10	_____
Fertilizer				30.10		_____
Farm Machinery and Vehicles					31.12	_____
Diesel Fuel				12.26		_____
Repairs and Maintenance				18.86		_____
Irrigation Water (excluding labor)					60.00	_____
Water Assessment (See Note Below) **						_____
Other Purchased Inputs & Seed/Transplants				66.25	66.25	_____
TOTAL CASH LAND PREPARATION AND GROWING EXPENSES					223.19	_____
CASH HARVEST AND POST HARVEST EXPENSES						
TOTAL HARVEST AND POST HARVEST EXPENSE					0.00	_____
OPERATING OVERHEAD      PICKUP USE						
OPERATING INTEREST AT 10.0%					7.71	_____
TOTAL CASH OPERATING EXPENSES					3.06	_____
RETURNS OVER CASH OPERATING EXPENSES					\$233.95	_____
RETURNS OVER CASH OPERATING EXPENSES					(\$233.95)	_____

Notes: The above figures do not include ownership costs, see table B for detailed cost allocation.  
 \*\* A water assessment charge of \$19.80 per Acre is included as an ownership cost in Table B.

**Table 3B. Allocations of Ownership Costs; Alfalfa Stand Establish, 1998**

COUNTY: Pinal FARM: Pinal County 98 WATER SOURCE: Central Arizona TILLAGE: Conventional  
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 AREA: Maricopa YIELD: 0.0 Tn / Acre PREVIOUS CROP: Wheat, Winter DATE: 2/18/99

Item	-- CASH COST BASIS (\$/ACRE) --		-- TOTAL COST BASIS (\$/ACRE) --	
	Income and Costs	Net Returns	Income and Costs	Net Returns
TOTAL INCOME at \$0.00 / Tn	\$0.00		\$0.00	
TOTAL OPERATING EXPENSES	\$233.95		\$233.95	
RETURN OVER CASH OPERATING EXPENSES		(\$233.95)		(\$233.95)
CASH OVERHEAD EXPENSES				
Taxes, Housing and Insurance, Farm Machinery	3.27		3.27	
General and Office Overhead (5.0% of Total Operating Exp.)	11.70		11.70	
General Farm Maintenance (3.0% of Total Operating Exp.)	7.02		7.02	
Total Cash Overhead Expenses	21.99		21.99	
Total Cash Operating and Overhead Cost	255.93		255.93	
RETURNS OVER CASH OPER. AND OVER. EXPENSES		(\$255.93)		(\$255.93)
CAPITAL ALLOCATIONS (100% Equity)				
Capital Replacement, Machinery and Vehicles			17.46	
Interest on Equity, Machinery and Vehicles			8.54	
Total Capital Allocations			26.00	
RETURNS TO LAND, CAPITAL, MANAGEMENT AND RISK ----->		(\$255.93)		
RETURNS TO LAND, MANAGEMENT AND RISK ----->				(\$281.93)
Land Cost / Ownership (100% Equity)				
Property Taxes (\$447.00 X 16.0% X 0.169)	12.15		12.15	
Opportunity Interest on Land (100% X 6.0 X \$447.00)			26.82	
Water Assessment	19.80		19.80	
Total Land Costs	31.95		58.77	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		(\$287.89)		
RETURNS TO MANAGEMENT AND RISK ----->				(\$340.70)
Management Services (8% of Total Operation Expenses)			18.72	
TOTAL OWNERSHIP COST	53.94		125.47	
TOTAL COST	\$287.89		\$359.42	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		(\$287.89)		
RETURNS TO RISK (PROFITS) ----->				(\$359.42)
BREAK-EVEN PRICE TO COVER OPERATING COST ( PER Lb )				
BREAK-EVEN PRICE TO COVER OWNERSHIP COST				
BREAK-EVEN PRICE TO COVER TOTAL COST				

**Table 3C. Variable Operating Costs; Alfalfa Stand Establish, 1998**

COUNTY: Pinal FARM: Pinal County 98 WATER SOURCE: Central Arizona TILLAGE: Conventional  
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 AREA: Maricopa YIELD: 0.0 Tn / Acre PREVIOUS CROP: Wheat, Winter DATE: 2/18/99

No.	First Month	Operation	--- Hours * ---		--- Operating Costs (\$/ACRE *) Per Operation ---					Tot. Cash Expenses	Class		
			Machine	Labor	Fuel/Rps.	Labor	Cust/Serv.	Materials	Total			Times	
1	Aug	Disk	0.225	0.250	3.92	2.05				5.97	2.0	11.94	L
2	Aug	Rip	0.600	0.667	7.76	5.46				13.22	1.0	13.22	L
3	Sep	Apply Fert/Ground	0.075	0.083	0.42	0.68		30.10		31.20	1.0	31.20	G
4	Sep	Laser Level	0.900	1.000	10.71	8.19				18.90	1.0	18.90	L
5	Sep	Make Borders	0.045	0.050	0.53	0.41				0.94	1.0	0.94	G
6	Sep	Mulch	0.225	0.250	1.64	2.05				3.68	1.0	3.68	L
7	Sep	Plant	0.225	0.250	2.22	2.05		66.25		70.52	1.0	70.52	L
8	Sep	Irrigate		1.124		7.67		36.00		43.67	1.0	43.67	G
9	Sep	Irrigate		0.375		2.56		12.00		14.56	2.0	29.12	G
		Pickup Use30 Mi/Acre	1.000		7.71					7.71		7.71	
		Operating Interest at 10.0						3.06		3.06		3.06	
TOTAL CASH OPERATING EXPENSES (includes all times over):											233.95	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 \$19.80 per Acre is included as an ownership cost in Table B.

**OPERATING COST SUMMARY BY CLASS**

Land Preparation (L)	118.26
Growing (G)	104.93
Harvest (H)	0.00
Post Harvest (P)	0.00
Marketing (M)	0.00
Operating Overhead (O)	10.77
	=====
Total (T)	\$233.95

**Table 3D. Resource and Cash Flow Requirements; Alfalfa Stand Establish, 1998**

COUNTY: Pinal FARM: Pinal County 98 WATER SOURCE: Central Arizona TILLAGE: Conventional  
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Month *	Number Irrigations	Water Applied (inches)	Total Labor (Hrs)	Operating Costs (\$/ACRE *)						
				Purchased Water	Fuel, Oil and Repairs	Labor	Chemicals	Other Purchases	Services	Total
AUG C			0.92		11.68	7.51				19.19
SEP C	1.0	8.0	2.51	24.00	18.33	19.51	30.10	33.13		125.07
OCT C	1.0	8.0	0.87	24.00	1.11	6.14		33.13		64.37
NOV C	0.5	2.0	0.19	6.00		1.28				7.28
DEC C	0.5	2.0	0.19	6.00		1.28				7.28
Pickup Use30 Mi/Acre					7.71					7.71
Operating Interest at 10.0									3.06	3.06
Water Assessment				**						
<b>Total</b>	<b>3.0</b>	<b>20.0</b>	<b>4.67</b>	<b>60.00</b>	<b>38.82</b>	<b>35.72</b>	<b>30.10</b>	<b>66.25</b>	<b>3.06</b>	<b>233.95</b>
<b>%</b>				<b>25.65</b>	<b>16.59</b>	<b>15.27</b>	<b>12.87</b>	<b>28.32</b>	<b>1.31</b>	<b>100.00</b>

TOTAL RESOURCE REQUIREMENTS ( per Acre)		TOTAL ENERGY REQUIREMENTS ( per Acre)	
Total N	22.0	Diesel Fuel	16.1 Gal
Total P	104.0	Unleaded Gas	3.0 Gal
Total K	0.0	All Direct Energy	2.6 M BTU
Total Labor	4.7		
Total Water	20.0		

EQUIPMENT REQUIREMENTS ( per Acre)			
Border Disk, Heavy Duty	0.05 Hr	Cultipacker, 13'	0.22 Hr
Fertilizer Broadcaster,	0.08 Hr	Grain Drill, 14'	0.22 Hr
Offset Disk, 16.5'	0.45 Hr	Pickup Truck, 1/2 Ton	1.00 Hr
Tractor, 100 PTO HP,	0.22 Hr	Tractor, 125 PTO HP	1.54 Hr
V-Ripper, 5 Shnk	0.60 Hr		
		Drag Scraper, 10'	0.90 Hr
		Laser, Complete System	0.90 Hr
		Tractor, 70 PTO HP,	0.30 Hr
		Tractor, 150 PTO HP	0.45 Hr

MATERIALS REQUIREMENT ( per Acre)			
11-52-00, Dry	200.00 Lb	Alfalfa Sd, Cert	25.00 Lb
		Water, District	20.00 AI

LABOR REQUIREMENT ( per Acre)			
Irrigators	1.87 Hr	Tractor	2.80 Hr

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

\*\* A water assessment charge of \$19.80 per Acre is included as an ownership cost in Table B.

**Table 3E. Schedule of Operations; Alfalfa Stand Establish, 1998**

COUNTY: Pinal                      FARM: Pinal County 98                      WATER SOURCE: Central Arizona                      TILLAGE: Conventional  
 CROP: Alfalfa Hay                      ACRES: 1.0                      IRRIGATION SYSTEM: Flood Basin                      SOIL: Sandy-Loam  
 AREA: Maricopa                      YIELD: 0.0 Tn / Acre                      PREVIOUS CROP: Wheat, Winter                      DATE: 2/18/99

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	Aug	2.0	Disk	150	Offset Disk, 16.5'	4.00					Tractor
2	Aug	1.0	Rip	125	V-Ripper, 5 Shnk	1.50					Tractor
3	Sep	1.0	Apply Fert/Ground	70	Fertilizer Broadcaster,	12.00	11-52-00, Dry	200.00 Lb	284.00 Tn		Tractor
4	Sep	1.0	Laser Level	125	Drag Scraper, 10' Laser, Complete System	1.00					Tractor
5	Sep	1.0	Make Borders	125	Border Disk, Heavy Duty	20.00					Tractor
6	Sep	1.0	Mulch	100	Cultipacker, 13'	4.00					Tractor
7	Sep	1.0	Plant	70	Grain Drill, 14'	4.00	Alfalfa Sd, Cert	25.00 Lb	250.00 CW		Tractor
8	Sep	1.0	Irrigate			0.89	Water, District	12.00 Al	36.00 AF		Irrigators
9	Sep	2.0	Irrigate			2.67	Water, District	4.00 Al	36.00 AF		Irrigators
			Pickup use 30 Mi/Ac		Pickup Truck, 1/2 Ton	1.00					

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

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