

**Table 6A. Income and Cash Operating Summary; Fall Broccoli, 1998**

COUNTY: Yuma                      FARM: Yuma Vegetables 98                      WATER SOURCE: Yuma County Water                      TILLAGE: Double Crop  
 CROP: Broccoli                      ACRES: 1.0                      IRRIGATION SYSTEM: Flood Furrow                      SOIL: Sandy-Loam  
 AREA: Yuma Valley North                      YIELD: 482.0 Ct / Acre                      PREVIOUS CROP: Wheat, Winter                      DATE: 11/27/98

Item	Unit	Quantity	Price/ Unit	Budgeted /Acre	Total /Acre	Your Farm Budget
INCOME      Broccoli	Crtn	482.00	\$6.67	\$3,214.94	\$3,214.94	_____
CASH LAND PREPARATION AND GROWING EXPENSES (including sales tax)						
Paid Labor (including benefits)					105.30	_____
Tractor/Self Propelled					35.02	_____
Irrigation					25.45	_____
Other/ Contract					44.84	_____
Chemicals and Custom Applications					1179.52	_____
Fertilizer					147.53	_____
Insecticide					919.67	_____
Herbicide					3.89	_____
Other Chemicals					108.43	_____
Farm Machinery and Vehicles					61.96	_____
Diesel Fuel					15.27	_____
Gasoline					10.45	_____
Repairs and Maintenance					36.24	_____
Water Assessment (See Note Below) **						_____
Other Purchased Inputs & Seed/Transplants					412.13	_____
Other Services and Rentals					78.00	_____
TOTAL CASH LAND PREPARATION AND GROWING EXPENSES					1836.91	_____
CASH HARVEST AND POST HARVEST EXPENSES						
Paid Labor (including benefits) Tractor/Self Propelled					3.51	_____
Farm Machinery and Vehicles Diesel Fuel					1.61	_____
Repairs and Maintenance					2.66	_____
Custom Harvest/Post Harvest Other Materials					1205.00	_____
					408.74	_____
TOTAL HARVEST AND POST HARVEST EXPENSE					1621.51	_____
OPERATING OVERHEAD      PICKUP USE					12.60	_____
OPERATING INTEREST AT 10.0%					26.58	_____
TOTAL CASH OPERATING EXPENSES					\$3,497.59	_____
RETURNS OVER CASH OPERATING EXPENSES					(\$282.65)	_____

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

\*\* A water assessment charge of \$31.00 per Acre is included as an ownership cost in Table B.

**Table 6B. Allocations of Ownership Costs; Fall Broccoli, 1998**

COUNTY: Yuma FARM: Yuma Vegetables 98 WATER SOURCE: Yuma County Water TILLAGE: Double Crop  
 CROP: Broccoli ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam  
 AREA: Yuma Valley North YIELD: 482.0 Ct / Acre PREVIOUS CROP: Wheat, Winter DATE: 11/27/98

Item	-- CASH COST BASIS (\$/ACRE) --		-- TOTAL COST BASIS (\$/ACRE) --	
	Income and Costs	Net Returns	Income and Costs	Net Returns
TOTAL INCOME at \$6.67 / Ct	\$3,214.94		\$3,214.94	
TOTAL OPERATING EXPENSES	\$3,497.59		\$3,497.59	
RETURN OVER CASH OPERATING EXPENSES		(\$282.65)		(\$282.65)
CASH OVERHEAD EXPENSES				
Taxes, Housing and Insurance, Farm Machinery	7.54		7.54	
General and Office Overhead (5.0% of Total Operating Exp.)	174.88		174.88	
General Farm Maintenance (3.0% of Total Operating Exp.)	104.93		104.93	
Total Cash Overhead Expenses	287.35		287.35	
Total Cash Operating and Overhead Cost	3,784.94		3,784.94	
RETURNS OVER CASH OPER. AND OVER. EXPENSES		(\$570.00)		(\$570.00)
CAPITAL ALLOCATIONS (100% Equity)				
Capital Replacement, Machinery and Vehicles			36.22	
Interest on Equity, Machinery and Vehicles			11.32	
Total Capital Allocations			47.54	
RETURNS TO LAND, CAPITAL, MANAGEMENT AND RISK ----->		(\$570.00)		
RETURNS TO LAND, MANAGEMENT AND RISK ----->				(\$617.53)
Land Cost / Rent or Lease	435.00		435.00	
Water Assessment	31.00		31.00	
Total Land Costs	466.00		466.00	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		(\$1,036.00)		
RETURNS TO MANAGEMENT AND RISK ----->				(\$1,083.53)
Management Services ( 8% of Total Operation Expenses)			279.81	
TOTAL OWNERSHIP COST	753.35		1,080.69	
TOTAL COST	\$4,250.94		\$4,578.28	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		(\$1,036.00)		
RETURNS TO RISK (PROFITS) ----->				(\$1,363.34)
BREAK-EVEN PRICE TO COVER OPERATING COST ( PER Lb )		\$7.26		\$7.26
BREAK-EVEN PRICE TO COVER OWNERSHIP COST		\$1.56		\$2.24
BREAK-EVEN PRICE TO COVER TOTAL COST		\$8.82		\$9.50

**Table 6C. Variable Operating Costs; Fall Broccoli, 1998**

COUNTY: Yuma FARM: Yuma Vegetables 98 WATER SOURCE: Yuma County Water TILLAGE: Double Crop  
 CROP: Broccoli ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam  
 AREA: Yuma Valley North YIELD: 482.0 Ct / Acre PREVIOUS CROP: Wheat, Winter DATE: 11/27/98

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	Jun	Disk	0.150	0.167	2.40	1.30			3.70	3.0	11.11	L
2	Jun	Rip	0.300	0.333	3.74	2.60			6.34	1.0	6.34	L
3	Jun	Make Borders	0.023	0.025	0.13	0.19			0.32	3.0	0.97	G
4	Jul	Preirrigate		0.690		4.48			4.48	1.0	4.48	G
5	Jul	Dust Control	0.009	0.010	0.15	0.14			0.30	130.0	38.87	G
6	Aug	Knock Borders	0.023	0.025	0.13	0.19			0.32	3.0	0.97	G
7	Aug	Laser Level	0.450	0.500	5.72	3.90			9.62	1.0	9.62	L
8	Aug	Soil Fertility					3.00		3.00	1.0	3.00	G
9	Aug	Apply Fert/Ground	0.112	0.125	1.84	0.97		66.23	69.04	1.0	69.04	G
10	Aug	Apply Herbicide/Ground	0.075	0.083	0.52	0.65		3.89	5.06	1.0	5.06	G
11	Aug	List	0.150	0.167	1.63	1.30			2.93	1.0	2.93	L
12	Sep	Shape Beds	0.180	0.200	2.07	1.56		78.40	82.03	1.0	82.03	L
13	Sep	Plant	0.409	0.455	3.70	3.54		412.13	419.37	1.0	419.37	L
14	Sep	Shovel Ends		2.000		13.00			13.00	2.0	26.00	G
15	Sep	Apply Insect./Ground	0.015	0.017	0.09	0.13		88.88	89.10	2.0	178.19	G
16	Sep	Thinning					75.00		75.00	1.0	75.00	G
17	Sep	Cultivate	0.400	0.444	2.73	3.47			6.20	1.0	6.20	G
18	Sep	Spike Furrows	0.346	0.385	2.27	3.00			5.27	2.0	10.54	G
19	Sep	Apply Insecticide/Air					4.75	29.81	34.56	1.0	34.56	G
20	Sep	Apply Insecticide/Air					4.75	309.72	314.47	2.0	628.95	G
21	Sep	Apply Fert/Ground	0.327	0.364	3.22	2.84		50.88	56.94	1.0	56.94	G
22	Sep	Irrigate		0.461		2.99			2.99	5.0	14.97	G
23	Oct	Irrigate/Run Fertilizer		0.461		2.99		15.21	18.21	2.0	36.41	G
24	Oct	Apply Fungicide/Ground	0.015	0.017	0.09	0.13		54.21	54.43	2.0	108.86	G
25	Nov	Prepare Ends	0.023	0.025	0.17	0.19			0.36	2.0	0.73	H
26	Nov	Harvest 482 Ct					1205.00	408.74	1613.74	1.0	1613.74	H
27	Nov	Cut Stalks 482 Ct	0.180	0.200	2.01	1.51			3.57	2.0	7.04	P
28	Nov	Disk Residue 482 Ct	0.150	0.167	2.40	1.30			3.70	2.0	7.41	L
		Pickup Use50 Mi/Acre	1.667		12.60						12.60	
		Operating Interest at 10.0					26.58				26.58	
TOTAL CASH OPERATING EXPENSES (includes all times over):					79.83	107.80	1323.83	1986.13			3497.59	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 \$31.00 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%		
Land Preparation (L)	538.83	Yields	\$5.00	\$6.00	\$6.67	\$7.34	\$8.34	Break-even Price	
Growing (G)	1,298.07								
Harvest (H)	1,614.47								
Post Harvest (P)	7.04	- 25%	361.5	-1,284.70	-923.02	-681.90	-440.78	-79.10	8.56
Marketing (M)	0.00	- 10%	433.8	-1,166.26	-732.24	-442.90	-153.55	280.46	7.69
Operating Overhead (O)	39.18	Budgeted	482.0	-1,087.30	-605.06	-283.57	37.93	520.17	7.26
		+ 10%	530.2	-1,008.34	-477.88	-124.23	229.41	759.88	6.90
Total (T)	\$3,497.59	Break-even Yield		1,145.73	711.30	567.78	472.45	377.40	

**Table 6D. Resource and Cash Flow Requirements; Fall Broccoli, 1998**

COUNTY: Yuma FARM: Yuma Vegetables 98 WATER SOURCE: Yuma County Water TILLAGE: Double Crop  
 CROP: Broccoli ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam  
 AREA: Yuma Valley North YIELD: 482.0 Ct / Acre PREVIOUS CROP: Wheat, Winter DATE: 11/27/98

Month *	Number Irrigations	Water Applied (inches)	Total Labor (Hrs)	Operating Costs (\$/ACRE *)						
				Purchased Water	Fuel, Oil and Repairs	Labor	Chemicals	Other Purchases	Services	Total
JUN C			0.69		6.12	4.09				10.21
JUL C	1.0	4.0	0.79		0.15	4.63				4.78
AUG C			1.37		12.13	8.46	70.12		3.00	93.71
SEP C	1.0	6.0	4.72		41.65	59.036	557.70	412.13	84.50	1155.01
OCT C	2.0	12.0	2.12		2.54	9.39	522.24		4.75	538.93
NOV C	2.0	12.0	4.47		4.64	22.19	15.21	408.74	1205.00	1655.77
Pickup Use50 Mi/Acre					12.60					12.60
Operating Interest at 10.0 Water Assessment				**					26.58	26.58
<b>Total</b>	<b>6.0</b>	<b>34.0</b>	<b>14.16</b>		<b>79.83</b>	<b>107.79</b>	<b>1165.27</b>	<b>820.87</b>	<b>1323.83</b>	<b>3497.59</b>
<b>%</b>					<b>2.28</b>	<b>3.08</b>	<b>33.32</b>	<b>23.47</b>	<b>37.85</b>	<b>100.00</b>

TOTAL RESOURCE REQUIREMENTS ( per Acre)

Total N 253.6  
 Total P 228.8  
 Total K 0.0  
 Total Labor 14.2  
 Total Water 34.0

TOTAL ENERGY REQUIREMENTS ( per Acre)

Diesel Fuel 21.8 Gal  
 Unleaded Gas 13.2 Gal  
 All Direct Energy 4.7 M BTU

EQUIPMENT REQUIREMENTS ( per Acre)

Bed Shaper, 4 Rw	0.18 Hr	Blade Scraper, 10'	0.45 Hr	Border Disk, 6' Disk	0.14 Hr
Cultivator, Sweep, 4 Rw	0.40 Hr	Fert. Side Dress Unit,	0.33 Hr	Fertilizer Spreader, 18'	0.11 Hr
Furrow Spike, 4 Rw	0.69 Hr	High Clearance Sprayer,	0.06 Hr	Laser, Complete System	0.45 Hr
Lister, 5 Bottom	0.15 Hr	Lister, 7 Bottom	0.11 Hr	Offset Disk, 10.5'	0.05 Hr
Offset Disk, 18'	0.75 Hr	Pickup Truck, 1/2 Ton	1.67 Hr	Planter, Stanhay, 2 Row	0.41 Hr
Rotary Stalk Cutter, 4 Row	0.36 Hr	Saddle Tk Sprayer, 2 Tk 8	0.25 Hr	Tractor, 60 PTO HP	2.08 Hr
Tractor, 100 PTO HP	0.80 Hr	Tractor, 125 PTO HP	0.45 Hr	Tractor, 150 PTO HP,	1.05 Hr
Truck, 5 Ton w/1000 Gal	1.17 Hr	V-Ripper, 5 Shnk	0.30 Hr		

MATERIALS REQUIREMENT ( per Acre)

11-52-00, Dry	440.00 Lb	32-00-00, URAN 32, Lqd	30.00 Ga	33-00-00, Amm. Nitrate,	300.00 Lb
Broccoli Boxes	482.00 Ct	Broccoli Seed (Hybrid)	144.00 Th	Chlorpyrifos	3.00 Lb
Imidacloprid	16.00 Oz	Lambdacyhalothrin	7.00 Pt	Metalaxyl	4.00 Pt
Permethrin	12.00 Pt	Spinosad	6.00 Oz	Thiodicarb	64.00 Pt
Trifluralin	1.00 Pt	Water, District	34.00 Al		

LABOR REQUIREMENT ( per Acre)

Irrigators	3.92 Hr	Other	4.00 Hr	Tractor	4.94 Hr
Truck Driver	1.30 Hr				

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

\*\* A water assessment charge of \$31.00 per Acre is included as an ownership cost in Table B.

**Table 6E. Schedule of Operations; Fall Broccoli, 1998**

COUNTY: Yuma FARM: Yuma Vegetables 98 WATER SOURCE: Yuma County Water TILLAGE: Double Crop  
 CROP: Broccoli ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam  
 AREA: Yuma Valley North YIELD: 482.0 Ct / Acre PREVIOUS CROP: Wheat, Winter DATE: 11/27/98

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	\$ / Unit		
1	Jun	3.0	Disk	150	Offset Disk, 18'	6.00						Tractor
2	Jun	1.0	Rip	150	V-Ripper, 5 Shnk	3.00						Tractor
3	Jun	3.0	Make Borders	60	Border Disk, 6' Disk	40.00						Tractor
4	Jul	1.0	Preirrigate			1.45	Water, District	4.00	Al	0.00	AF	Irrigators
5	Jul	130.0	Dust Control		Truck, 5 Ton w/1000 Gal Tank	100.00						Truck
6	Aug	3.0	Knock Borders	60	Border Disk, 6' Disk	40.00						Tractor
7	Aug	1.0	Laser Level	125	Blade Scraper, 10'	2.00						Tractor
					Laser, Complete System							
8	Aug	1.0	Soil Fertility		CST Soil Analysis (Surface)							3.00 Ac
9	Aug	1.0	Apply Fert/Ground	100	Fertilizer Spreader, 18' Lister, 7 Bottom	8.00	11-52-00, Dry	440.00	Lb	284.00	Tn	Tractor
10	Aug	1.0	Apply Herbicide/Ground	60	Saddle Tk Sprayer, 2 Tk 8	12.00	Trifluralin	1.00	Pt	29.35	Ga	Tractor
11	Aug	1.0	List	100	Lister, 5 Bottom	6.00						Tractor
12	Sep	1.0	Shape Beds	100	Bed Shaper, 4 Rw Saddle Tk Sprayer, 2 Tk 8 Row	5.00	Imidacloprid	16.00	Oz	591.67	Ga	Tractor
13	Sep	1.0	Plant	60	Planter, Stanhay, 2 Row	2.20	Broccoli Seed (Hybrid)	144.00	Th	2.70	Th	Tractor
14	Sep	2.0	Shovel Ends			0.50						Other
15	Sep	2.0	Apply Insect./Ground		High Clearance Sprayer, 18	60.00	Chlorpyrifos	1.50	Lb	1.65	Lb	Tractor
							Permethrin	6.00	Pt	108.50	Ga	
16	Sep	1.0	Thinning		CST Thinning							75.00 Ac
17	Sep	1.0	Cultivate	60	Cultivator, Sweep, 4 Rw	2.25						Tractor
18	Sep	2.0	Spike Furrows	60	Furrow Spike, 4 Rw	2.60						Tractor
19	Sep	1.0	Apply Insecticide/Air		CST Air Spray, 5 Gal Mix		Spinosad	6.00	Oz	600.00	Ga	4.75 Ac
20	Sep	2.0	Apply Insecticide/Air		CST Air Spray, 5 Gal Mix		Thiodicarb	32.00	Pt	49.04	Ga	4.75 Ac
							Lambdacyhalothrin	3.50	Pt	219.50	Ga	
21	Sep	1.0	Apply Fert/Ground	60	Fert. Side Dress Unit, 4Row	2.75	33-00-00, Amm. Nitrate,	300.00	Lb	320.00	Tn	Tractor
22	Sep	5.0	Irrigate			2.17	Water, District	6.00	Al	0.00	AF	Irrigators
23	Oct	2.0	Irrigate/Run Fertilizer			2.17	32-00-00, URAN 32,	15.00	Ga	173.00	Tn	Irrigators
24	Oct	2.0	Apply Fungicide/Ground		High Clearance Sprayer, 18	60.00	Metalaxyl	2.00	Pt	204.58	Ga	Tractor
25	Nov	2.0	Prepare Ends	60	Offset Disk, 10.5'	40.00						Tractor
26	Nov	1.0	Harvest		CST Harv/Load/Haul Broccoli		Broccoli Boxes	482.00	Ct	0.80	Ct	2.50 Ct
27	Nov	2.0	Cut Stalks	100	Rotary Stalk Cutter, 4 Row	5.00						Tractor
28	Nov	2.0	Disk Residue	150	Offset Disk, 18'	6.00						Tractor
			Pickup use 50 Mi/Ac		Pickup Truck, 1/2 Ton	0.60						

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