

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

COUNTY: Pima                      FARM: Pima County 98                      WATER SOURCE: Cortaro-Marana                      TILLAGE: Double Cropped  
 CROP: Alfalfa Hay                      ACRES: 1.0                      IRRIGATION SYSTEM: Flood Basin                      SOIL: Sandy-Loam  
 AREA: Marana                      YIELD: 0.0 Tn / Acre                      PREVIOUS CROP: Wheat, Winter                      DATE: 2/5/99

Item	Unit	Quantity	Price/ Unit	Budgeted /Acre	Total /Acre	Your Farm Budget
INCOME	Hay	Ton	0.00	\$0.00	\$0.00	_____
CASH LAND PREPARATION AND GROWING EXPENSES (including sales tax)						
Paid Labor (including benefits)					23.94	_____
Tractor/Self Propelled				17.12		_____
Irrigation				6.82		_____
Chemicals and Custom Applications					34.65	_____
Fertilizer				34.65		_____
Farm Machinery and Vehicles					25.32	_____
Diesel Fuel				8.79		_____
Repairs and Maintenance				16.53		_____
Irrigation Water (excluding labor)					50.00	_____
Water Assessment (See Note Below) **						_____
Other Purchased Inputs & Seed/Transplants				65.63	65.63	_____
TOTAL CASH LAND PREPARATION AND GROWING EXPENSES					199.53	_____
CASH HARVEST AND POST HARVEST EXPENSES						
TOTAL HARVEST AND POST HARVEST EXPENSE					0.00	_____
OPERATING OVERHEAD	PICKUP USE				4.94	_____
OPERATING INTEREST AT 10.0%					2.41	_____
TOTAL CASH OPERATING EXPENSES					\$206.88	=====
RETURNS OVER CASH OPERATING EXPENSES					(\$206.88)	_____

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

\*\* A water assessment charge of \$20.00 per Acre is included as an ownership cost in Table B.

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

COUNTY: Pima                      FARM: Pima County 98                      WATER SOURCE: Cortaro-Marana                      TILLAGE: Double Cropped  
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 AREA: Marana                      YIELD: 0.0 Tn / Acre                      PREVIOUS CROP: Wheat, Winter                      DATE: 2/5/99

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	\$206.88		\$206.88	
RETURN OVER CASH OPERATING EXPENSES		(\$206.88)		(\$206.88)
CASH OVERHEAD EXPENSES				
Taxes, Housing and Insurance, Farm Machinery	2.86		2.86	
General and Office Overhead (5.0% of Total Operating Exp.)	10.34		10.34	
General Farm Maintenance (3.0% of Total Operating Exp.)	6.21		6.21	
Total Cash Overhead Expenses	19.41		19.41	
Total Cash Operating and Overhead Cost	226.29		226.29	
RETURNS OVER CASH OPER. AND OVER. EXPENSES		(\$226.29)		(\$226.29)
CAPITAL ALLOCATIONS (100% Equity)				
Capital Replacement, Machinery and Vehicles			15.64	
Interest on Equity, Machinery and Vehicles			6.03	
Total Capital Allocations			21.67	
RETURNS TO LAND, CAPITAL, MANAGEMENT AND RISK ----->		(\$226.29)		
RETURNS TO LAND, MANAGEMENT AND RISK ----->				(\$247.96)
Land Cost / Ownership (100% Equity)				
Property Taxes (\$540.00 X 16.0% X 0.183)	7.94		7.94	
Opportunity Interest on Land (100% X 6.0 X \$540.00)			16.20	
Water Assessment	20.00		20.00	
Total Land Costs	27.94		44.14	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		(\$254.23)		
RETURNS TO MANAGEMENT AND RISK ----->				(\$292.10)
Management Services (8% of Total Operation Expenses)			16.55	
TOTAL OWNERSHIP COST	47.35		101.76	
TOTAL COST	\$254.23		\$308.65	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		(\$254.23)		
RETURNS TO RISK (PROFITS) ----->				(\$308.65)
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:Pima FARM: Pima County 98 WATER SOURCE: Cortaro-Marana TILLAGE: Double Cropped  
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 AREA: Marana YIELD: 0.0 Tn / Acre PREVIOUS CROP: Wheat, Winter DATE: 2/5/99

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	3.78	2.05			5.82	3.0	17.47	L
2	Aug	Rip	0.360	0.400	5.13	3.28			8.41	1.0	8.41	L
3	Sep	Laser Level	0.450	0.500	6.24	4.09			10.33	1.0	10.33	L
4	Sep	Apply Fert/Ground	0.075	0.083	0.31	0.68		34.65	35.64	1.0	35.64	G
5	Sep	Make Borders	0.045	0.050	0.22	0.41			0.63	1.0	0.63	G
6	Oct	Plant	0.277	0.308	2.09	2.52		65.63	70.24	1.0	70.24	L
7	Oct	Irrigate		0.599		4.09		30.00	34.09	1.0	34.09	G
8	Oct	Irrigate		0.200		1.36		10.00	11.36	2.0	22.73	G
		Pickup Use20 Mi/Acre	0.667		4.94						4.94	
		Operating Interest at 10.0					2.41				2.41	
TOTAL CASH OPERATING EXPENSES (includes all times over):											206.88	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 \$20.00 per Acre is included as an ownership cost in Table B.

**OPERATING COST SUMMARY BY CLASS**

Land Preparation (L)	106.45
Growing (G)	93.08
Harvest (H)	0.00
Post Harvest (P)	0.00
Marketing (M)	0.00
Operating Overhead (O)	7.35
Total (T)	206.88

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

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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			0.25		3.78	2.05					5.82
SEP C			1.51		19.34	12.35	34.65				66.34
OCT C	2.0	16.0	1.13	40.00	2.20	8.18		65.63			116.01
NOV C	1.0	4.0	0.20	10.00		1.36					11.36
Pickup Use20 Mi/Acre					4.94						4.94
Operating Interest at 10.0									2.41		2.41
Water Assessment				**							
<b>Total</b>	<b>3.0</b>	<b>20.0</b>	<b>3.09</b>	<b>50.00</b>	<b>30.26</b>	<b>23.94</b>	<b>34.65</b>	<b>65.63</b>	<b>2.41</b>	<b>206.88</b>	
<b>%</b>				<b>24.17</b>	<b>14.63</b>	<b>11.57</b>	<b>16.75</b>	<b>31.72</b>	<b>1.16</b>	<b>100.00</b>	

TOTAL RESOURCE REQUIREMENTS ( per Acre)		TOTAL ENERGY REQUIREMENTS ( per Acre)	
Total N	22.0	Diesel Fuel	13.0 Gal
Total P	96.0	Unleaded Gas	2.0 Gal
Total K	0.0	All Direct Energy	2.1 M BTU
Total Labor	3.1		
Total Water	20.0		

EQUIPMENT REQUIREMENTS ( per Acre)			
Border Disk, 6' Disk	0.05 Hr	Drag Scraper, 14'	0.45 Hr
Grain Drill, 12'	0.28 Hr	Laser, Complete System	0.45 Hr
Pickup Truck, 1/2 Ton	0.67 Hr	Tractor, 50 PTO HP,	0.35 Hr
Tractor, 150 PTO HP	1.48 Hr	V-Ripper, 5 Shnk	0.36 Hr
		Fertilizer Broadcaster,	0.08 Hr
		Offset Disk, 16.5'	0.67 Hr
		Tractor, 70 PTO HP,	0.05 Hr

MATERIALS REQUIREMENT ( per Acre)			
11-48-00, Dry	200.00 Lb	Alfalfa Sd, Cert	25.00 Lb
		Water, District	20.00 AI

LABOR REQUIREMENT ( per Acre)			
Irrigators	1.00 Hr	Tractor	2.09 Hr

\*NOTE: P = Previous Year C = Current Year N = Next Year  
 \*\* A water assessment charge of \$20.00 per Acre is included as an ownership cost in Table B.

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

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 AREA: Marana YIELD: 0.0 Tn / Acre PREVIOUS CROP: Wheat, Winter DATE: 2/5/99

First No.	Month	Times	Operation	Equipment/ Custom Oper HP Self-Prop./ Implement	Job Rate Acres/Hr	----- Material Use and Cost Name	----- Appl. Rate \$ / Unit	----- Service Cost \$ / Unit	Labor Type
1	Aug	3.0	Disk	150 Offset Disk, 16.5'	4.00				Tractor
2	Aug	1.0	Rip	150 V-Ripper, 5 Shnk	2.50				Tractor
3	Sep	1.0	Laser Level	150 Drag Scraper, 14' Laser, Complete System	2.00				Tractor
4	Sep	1.0	Apply Fert/Ground	50 Fertilizer Broadcaster,	12.00	11-48-00, Dry	200.00 Lb	330.00 Tn	Tractor
5	Sep	1.0	Make Borders	70 Border Disk, 6' Disk	20.00				Tractor
6	Oct	1.0	Plant	50 Grain Drill, 12'	3.25	Alfalfa Sd, Cert	25.00 Lb	250.00 CW	Tractor
7	Oct	1.0	Irrigate		1.67	Water, District	12.00 AI	30.00 AF	Irrigators
8	Oct	2.0	Irrigate		5.00	Water, District	4.00 AI	30.00 AF	Irrigators
			Pickup use 20 Mi/Ac	Pickup Truck, 1/2 Ton	1.50				

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

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