

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

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

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)					29.21	_____
Tractor/Self Propelled				22.38		_____
Irrigation				6.82		_____
Chemicals and Custom Applications					70.76	_____
Fertilizer				34.90		_____
Herbicide				35.86		_____
Farm Machinery and Vehicles					24.96	_____
Diesel Fuel				11.31		_____
Repairs and Maintenance				13.65		_____
Irrigation Water (excluding labor)					0.00	_____
Water Assessment (See Note Below) **						_____
Other Purchased Inputs & Seed/Transplants				66.09	66.09	_____
TOTAL CASH LAND PREPARATION AND GROWING EXPENSES					191.02	_____
CASH HARVEST AND POST HARVEST EXPENSES						
TOTAL HARVEST AND POST HARVEST EXPENSE					0.00	_____
OPERATING OVERHEAD PICKUP USE					7.64	_____
OPERATING INTEREST AT 10.0%					3.58	_____
TOTAL CASH OPERATING EXPENSES					\$202.25	_____
RETURNS OVER CASH OPERATING EXPENSES					(\$202.25)	_____

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: Maricopa FARM: Maricopa County 98 WATER SOURCE: Salt River Project TILLAGE: Conventional
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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	\$202.25		\$202.25	
RETURN OVER CASH OPERATING EXPENSES		(\$202.25)		(\$202.25)
CASH OVERHEAD EXPENSES				
Taxes, Housing and Insurance, Farm Machinery	2.98		2.98	
General and Office Overhead (5.0% of Total Operating Exp.)	10.11		10.11	
General Farm Maintenance (3.0% of Total Operating Exp.)	6.07		6.07	
Total Cash Overhead Expenses	19.16		19.16	
Total Cash Operating and Overhead Cost	221.41		221.41	
RETURNS OVER CASH OPER. AND OVER. EXPENSES		(\$221.41)		(\$221.41)
CAPITAL ALLOCATIONS (100% Equity)				
Capital Replacement, Machinery and Vehicles			15.02	
Interest on Equity, Machinery and Vehicles			8.94	
Total Capital Allocations			23.96	
RETURNS TO LAND, CAPITAL, MANAGEMENT AND RISK ----->		(\$221.41)		
RETURNS TO LAND, MANAGEMENT AND RISK ----->				(\$245.37)
Land Cost / Ownership (100% Equity)				
Property Taxes (\$619.00 X 16.0% X 0.141)	13.98		13.98	
Opportunity Interest on Land (100% X 6.0 X \$619.00)			37.14	
Water Assessment	20.00		20.00	
Total Land Costs	33.98		71.12	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		(\$255.39)		
RETURNS TO MANAGEMENT AND RISK ----->				(\$316.49)
Management Services (8% of Total Operation Expenses)			16.18	
TOTAL OWNERSHIP COST	53.14		130.42	
TOTAL COST	\$255.39		\$332.67	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		(\$255.39)		
RETURNS TO RISK (PROFITS) ----->				(\$332.67)
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

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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	Rip	0.214	0.238	2.73	2.32				5.05	1.0	L
2	Aug	Plow	0.257	0.286	3.99	2.79				6.77	1.0	L
3	Sep	Apply Fert/Ground	0.180	0.200	1.39	1.95		34.90		38.24	1.0	G
4	Sep	Laser Level	0.900	1.000	10.22	9.75				19.96	1.0	L
5	Sep	Disk	0.170	0.189	2.71	1.84				4.55	1.0	L
6	Sep	Make Borders	0.045	0.050	0.33	0.49				0.81	1.0	G
7	Sep	Plant	0.300	0.333	3.60	3.25		66.09		72.94	1.0	L
8	Sep	Irrigate		0.400		3.90				3.90	1.0	G
9	Sep	Apply Insecticide/Air					4.23	31.63		35.86	1.0	G
10	Oct	Irrigate		0.150		1.46				1.46	2.0	G
		Pickup Use30 Mi/Acre	1.000		7.64					7.64		
		Operating Interest at 10.0						3.58		3.58		
										=====		
TOTAL CASH OPERATING EXPENSES (includes all times over):											202.25	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)	109.28
Growing (G)	81.74
Harvest (H)	0.00
Post Harvest (P)	0.00
Marketing (M)	0.00
Operating Overhead (O)	11.22
	=====
Total (T)	\$202.25

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			0.52		6.72	5.11					11.83
SEP C	0.5	4.0	1.81		16.44	17.60	66.53	33.05	4.23		137.85
OCT C	1.5	7.0	0.52		1.80	5.04		33.05			39.88
NOV C	0.5	1.5	0.08			0.73					0.73
DEC C	0.5	1.5	0.08			0.73					0.73
Pickup Use30 Mi/Acre					7.64						7.64
Operating Interest at 10.0									3.58		3.58
Water Assessment				**							
Total	3.0	14.0	3.00		32.61	29.21	66.53	66.09	7.81		202.25
%					16.12	14.44	32.90	32.68	3.86		100.00

TOTAL RESOURCE REQUIREMENTS (per Acre)		TOTAL ENERGY REQUIREMENTS (per Acre)	
Total N	22.0	Diesel Fuel	14.0 Gal
Total P	96.0	Unleaded Gas	3.0 Gal
Total K	0.0	All Direct Energy	2.3 M BTU
Total Labor	3.0		
Total Water	14.0		

EQUIPMENT REQUIREMENTS (per Acre)			
Border Disk, 6' Disk	0.05 Hr	Drag Scraper, 10'	0.90 Hr
Grain Drill, 14'	0.30 Hr	Laser, Complete System	0.90 Hr
Offset Disk, 18'	0.17 Hr	Pickup Truck, 1/2 Ton	1.00 Hr
Tractor, 150 PTO HP,	1.54 Hr	V-Ripper, 7 Shnk	0.21 Hr
		Fertilizer Broadcaster,	0.18 Hr
		Moldboard Plow, 5-16 2	0.26 Hr
		Tractor, 100 PTO HP,	0.52 Hr

MATERIALS REQUIREMENT (per Acre)			
11-48-00, Dry	200.00 Lb	Alfalfa Sd, Cert	25.00 Lb
Water, District	14.00 AI	Imazethapyr	6.00 Oz

LABOR REQUIREMENT (per Acre)			
Irrigators	0.70 Hr	Tractor	2.30 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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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	1.0 Rip	150	V-Ripper, 7 Shnk	4.20					Tractor
2	Aug	1.0 Plow	150	Moldboard Plow, 5-16 2	3.50					Tractor
3	Sep	1.0 Apply Fert/Ground	100	Fertilizer Broadcaster,	5.00	11-48-00, Dry	200.00 Lb	330.00 Tn		Tractor
4	Sep	1.0 Laser Level	150	Drag Scraper, 10' Laser, Complete System	1.00					Tractor
5	Sep	1.0 Disk	150	Offset Disk, 18'	5.30					Tractor
6	Sep	1.0 Make Borders	100	Border Disk, 6' Disk	20.00					Tractor
7	Sep	1.0 Plant	100	Grain Drill, 14'	3.00	Alfalfa Sd, Cert	25.00 Lb	250.00 CW		Tractor
8	Sep	1.0 Irrigate			2.50	Water, District	8.00 AI	0.00 AF		Irrigators
9	Sep	1.0 Apply Insecticide/Air	CST	Air Spray, 3 Gal Mix		Imazethapyr	6.00 Oz	638.10 Ga	4.23 Ac	
10	Oct	2.0 Irrigate			6.67	Water, District	3.00 AI	0.00 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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