

Table 5A. Income and Cash Operating Cost Summary, Alfalfa Hay w/Sheep, 1996

COUNTY: La Paz	FARM: LaPaz County Farm	WATER SOURCE: BIA	TILLAGE: Conventional
CROP: Alfalfa Hay w/Graze	ACRES: 1.0	IRRIGATION SYSTEM: Flood Basin	SOIL: Sandy-Loam
AREA: Parker CRIR	YIELD: 7.6 Tn/Acre	PREVIOUS CROP: Wheat, Winter	DATE: 09/26/96

Item	Unit	Quantity	Price /Unit	Budgeted /Acre	Total /Acre	Your Farm Budget
INCOME -> Alfalfa	Ton	7.60	\$82.0000	\$623.20		
Grazing	Head Days	200.00	0.0900	18.00	\$641.20	
CASH LAND PREPARATION AND GROWING EXPENSES (including sales tax)						
Paid Labor (including benefits)					39.01	
Tractor/Self Propelled				0.33		
Irrigation				38.68		
Chemicals & Custom Applications					100.46	
Fertilizers				28.01		
Insecticides				56.56		
Herbicides				15.90		
Farm Machinery and Vehicles					0.30	
Diesel Fuel				0.14		
Repairs & Maint.				0.16		
Irrigation Water (excluding labor)					19.79	
Water Assessment (See Note Below) **					**	
Other Purchased Inputs & Services					3.31	
Seed/Transplants				3.31		
TOTAL CASH LAND PREPARATION AND GROWING EXPENSES					162.86	
CASH HARVEST AND POST HARVEST EXPENSES						
Paid Labor (including benefits)					39.14	
Tractor/Self Propelled				13.93		
Other/Contract				25.21		
Farm Machinery and Vehicles					69.82	
Diesel Fuel				18.98		
Repairs & Maint.				50.83		
Other Materials					14.82	
TOTAL HARVEST AND POST HARVEST EXPENSE					123.77	
OPERATING OVERHEAD->PICKUP USE					10.50	
OPERATING INTEREST AT 9.0%					0.04	
TOTAL CASH OPERATING EXPENSES					\$297.18	
RETURNS OVER CASH OPERATING EXPENSES					\$344.02	

Notes: The above figures do not include ownership costs, see Table 5B on Next Page for detailed cost allocation.

\*\* A water assessment charge of \$31.50/Acre is included in the ownership costs of Table 5B.

Table 5B. Allocation of Ownership Costs; Alfalfa Hay w/Sheep, 1996

COUNTY: La Paz                      FARM: LaPaz County Farm                      WATER SOURCE: BIA                      TILLAGE: Conventional  
 CROP: Alfalfa Hay w/Graze      ACRES: 1.0                      IRRIGATION SYSTEM: Flood Basin              SOIL: Sandy-Loam  
 AREA: Parker CRIR              YIELD: 7.6 Tn/Acre              PREVIOUS CROP: Wheat, Winter              DATE: 09/26/96

Item	- CASH COST BASIS (\$/ACRE) -		- TOTAL COST BASIS (\$/ACRE) -	
	Income & Costs	Net Returns	Income & Costs	Net Returns
TOTAL INCOME at \$ 82.0000/Tn + 2nd Crop	\$641.20		\$641.20	
TOTAL OPERATING EXPENSES	297.17		297.17	
RETURN OVER CASH OPERATING EXPENSES		\$344.02		\$344.02
CASH OVERHEAD EXPENSES				
Taxes, Housing & Insur., Farm Machinery	9.99		9.99	
Gen. & Off. Overhead ( 5% of Tot. Oper. Exp.)	14.85		14.85	
General Farm Maint. ( 3% of Tot. Oper. Exp.)	8.92		8.92	
Total Cash Overhead Expenses	<u>33.76</u>		<u>33.76</u>	
Total Cash Oper. & Over. Cost	330.94		330.94	
RETURNS OVER CASH OPER. & OVER. EXPENSES.		310.25		310.25
CAPITAL ALLOCATIONS (100% Equity)				
Capital Replacement, Machinery & Vehicles			68.46	
Interest on Equity, Machinery & Vehicles			4.68	
Stand Establishment ( 3 Year Crop)	175.82		175.82	
Total Capital Allocations	<u>175.82</u>		<u>248.96</u>	
RETURNS TO LAND, CAPITAL, MANAGEMENT & RISK		134.43		
RETURNS TO LAND, MANAGEMENT & RISK				61.29
Land Cost / Rent or Lease	100.00		100.00	
Water Assessment **	<u>31.50</u>		<u>31.50</u>	
Total Land Costs	131.50		131.50	
RETURNS TO MANAGEMENT, CAPITAL & RISK		2.93		
RETURNS TO MANAGEMENT & RISK				( 70.20)
Management Services ( 8% of Tot. Oper. Exp.)			23.77	
TOTAL OWNERSHIP COST	<u>341.08</u>		<u>438.00</u>	
TOTAL COST	<u>=====</u> \$638.26		<u>=====</u> \$735.18	
RETURN TO MANAGEMENT, CAPITAL & RISK		\$2.93		
RETURN TO RISK (PROFITS)				( \$93.98)
BREAK-EVEN PRICE TO COVER OPERATING COST (PER Tn)		\$36.73		\$36.73
BREAK-EVEN PRICE TO COVER OWNERSHIP COST		\$44.88		\$57.63
BREAK-EVEN PRICE TO COVER TOTAL COST		\$81.61		\$94.36

Table 5C. Variable Operating Costs; Alfalfa Hay w/Sheep, 1996

COUNTY: La Paz FARM: LaPaz County Farm WATER SOURCE: BIA TILLAGE: Conventional  
 CROP: Alfalfa Hay w/Graze ACRES: 1.0 IRRIGATION SYSTEM: Flood Basin SOIL: Sandy-Loam  
 AREA: Parker CRIR YIELD: 7.6 Tn/Acre PREVIOUS CROP: Wheat, Winter DATE: 09/26/96

No.	First Month	Operation	— Hours * —		Operating Costs (\$/Acre*)					Times	Tot. Cash Expense	Class	
			Machine	Labor	Fuel/Rps.	Labor	Cust/Ser.	Materials	Total				
1	Jan	Irrigate		0.286		2.08			0.26	2.34	16.0	37.44	G
2	Mar	Swathing	0.180	0.200	2.47	1.45				3.92	8.0	31.36	H
3	Mar	Raking	0.180	0.200	1.70	1.74				3.44	8.0	27.50	H
4	Mar	Baling	0.129	0.143	3.14	1.04		1.85		6.03	8.0	48.26	H
5	Mar	Roadsiding	0.082	0.091	1.42	0.66				2.08	8.0	16.62	H
6	Mar	Irrigate/Run Fertilizer		0.250		1.82		14.55		16.37	3.0	49.11	G
7	Apr	Apply Herbicide/Air						5.50	10.40	15.90	1.0	15.90	G
8	Apr	Apply Insecticide/Air						6.00	7.96	13.96	1.5	20.94	G
9	May	Apply Insecticide/Air						6.00	5.87	11.87	3.0	35.61	G
10	Oct	Scratch	0.180	0.200	1.03	1.74				2.77	0.1	0.28	G
11	Oct	Plant	0.162	0.180	1.93	1.57		33.08		36.58	0.1	3.66	L
		Pickup Use 40 Mi/Ac	1.330		10.50							10.50	O
		Operating Interest at 9.00%						0.04				0.04	O
TOTAL CASH OPERATING EXPENSES:					\$80.62	\$78.19	\$32.54	\$105.87				\$297.22	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 \$31.50/Acre included as ownership cost in Table 5B.

OPERATING COST SUMMARY BY CLASS		SENSITIVITY OF NET REVENUES OVER TOTAL CASH EXPENSES (\$/Acre)							
		Prices ->		-25%	-10%	Budgeted	+10%	+25%	
Land Preparation (L)	\$3.65								
Growing (G)	159.27								
Harvest (H)	123.73	Yields		\$61.50	\$73.80	\$82.00	\$90.20	\$102.50	Break-even
Post Harvest (P)	0.00								
Marketing (M)	0.00	-25%	5.7	84.26	154.37	201.11	247.85	317.96	46.71
Operating Overhead (O)	10.54	-10%	6.8	135.81	219.94	276.03	332.12	416.25	41.64
		Budgeted	7.6	170.18	263.66	325.98	388.30	481.78	39.10
Total (T)	\$297.21	+10%	8.3	204.54	307.37	375.92	444.48	547.30	37.03
		+25%	9.5	256.09	372.94	450.84	528.74	645.59	34.54
		Break-even Yield		3.83	3.01	2.63	2.34	2.01	

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 AREA: Parker CRIR YIELD: 7.6 Tn/Acre PREVIOUS CROP: Wheat, Winter DATE: 09/26/96

Month *	Number Irrig.	Water Applied (Inches)	Total Labor (Hrs)	Operating Cost (\$/Acre)						
				Purchased Water	Fuel, Oil & Repairs	Labor	Chemicals	Other Purchases	Services	Total
JAN C	1.0	4.0	0.28			2.08				2.08
MAR C	2.0	9.0	1.17		8.73	8.78	9.34	1.85		28.70
APR C	2.0	9.0	1.17		8.73	8.78	23.72	1.85	8.50	51.58
MAY C	2.0	9.0	1.17		8.73	8.78	23.17	1.85	12.00	54.53
JUN C	2.0	8.0	1.20		8.73	9.05	5.87	1.85	6.00	31.50
JUL C	2.0	8.0	1.20		8.73	9.05	5.87	1.85	6.00	31.50
AUG C	2.0	8.0	1.20		8.73	9.05		1.85		19.63
SEP C	2.0	8.0	1.20	3.12	8.73	9.05		1.85		22.75
OCT C	2.0	8.0	1.24	8.34	9.02	9.38		5.16		31.90
NOV C	1.0	4.0	0.28	4.17		2.08				6.25
DEC C	1.0	4.0	0.28	4.17		2.08				6.25
Pickup Use 40 Mi/Ac					10.50					10.50
Operating Interest at 9.0%									0.03	0.03
Water Assessment				**						
<b>Total</b>	<b>19.0</b>	<b>79.0</b>	<b>10.43</b>	<b>19.80</b>	<b>80.62</b>	<b>78.15</b>	<b>67.97</b>	<b>18.13</b>	<b>32.53</b>	<b>297.19</b>
<b>%</b>				<b>6.66</b>	<b>27.12</b>	<b>26.29</b>	<b>22.87</b>	<b>6.09</b>	<b>10.94</b>	<b>100.00</b>

TOTAL RESOURCES REQUIREMENTS (/Acre)		TOTAL ENERGY REQUIREMENTS (/Acre)	
Total N	20.4 lbs	Diesel Fuel	19.7 Gal
Total P	69.9 lbs	Regular Gas	0.0 Gal
Total K	0.0 lbs	NonLead Gas	4.0 Gal
Total Labor	10.4 Hrs		
Total Water	79.0 AI	All Direct Energy	3.2 M BTU

EQUIPMENT REQUIREMENTS (/Acre)			
Windrower, 14.0', HS, SC	1.44 Hrs	Tractor, 70 PTO HP, MFWD	2.49 Hrs
Baler, 3 wire w/motor	1.03 Hrs	Bale Wagon, SP PRC	0.66 Hrs
Tractor, 100 PTO HP, MFWD	0.02 Hrs	Grain Drill, 16'	0.02 Hrs
		Rake, 9.5' LH AND RH	1.44 Hrs
		Section Harrow, 4 Section	0.02 Hrs
		Pickup Truck, 1/2 Ton	1.33 Hrs

MATERIALS REQUIREMENTS (/Acre)			
Water, District	79.00 AI	Twine, Plastic, 6500'	3.92 TF
Trifluralin	10.00 Lb	Carbofuran	1.50 Pt
Chlorpyrifos	0.00 Pt	Alfalfa Sd, Cert	1.50 Lb
		10-34-00, Lqd	18.00 Ga
		Chlorpyrifos	3.00 Pt

LABOR REQUIREMENTS (/Acre)			
Irrigators	5.33 Hrs	Harvest	3.47 Hrs
		Tractor	1.64 Hrs

\* NOTE: P = Previous Year C = Current Year N = Next Year  
 \*\* A water assessment charge of \$31.50/Acre included as ownership cost in Table 5B.

Table 5E Schedule of Operations; Alfalfa Hay w/Sheep, 1996

COUNTY: La Paz                      FARM: LaPaz County Farm                      WATER SOURCE: BIA                      TILLAGE: Conventional  
 CROP: Alfalfa Hay w/Graze        ACRES: 1.0                                      IRRIGATION SYSTEM: Flood Basin        SOIL: Sandy-Loam  
 AREA: Parker CRIR                YIELD: 7.6 Tn/Acre                          PREVIOUS CROP: Wheat, Winter        DATE: 09/26/96

No.	Month	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	Jan	16.0	Irrigate			3.50	Water, District	4.00 AI	0.00 AF		Irrigator
2	Mar	8.0	Swathing		Windrower, 14.0', HS, S	5.00					Harvest
3	Mar	8.0	Raking	70	Rake, 9.5' LH AND RH	5.00					Tractor
4	Mar	8.0	Baling	70	Baler, 3 wire w/motor	7.00	Twine, Plastic, 65	0.49 TF	3.60 TF		Harvest
5	Mar	8.0	Roadsiding		Bale Wagon, SP PRC	11.00					Harvest
6	Mar	3.0	Irrigate/Run Fertiliz			4.00	Water, District	5.00 AI	0.00 AF		Irrigator
							10-34-00, Lqd	6.00 Ga	260.00 Tn		
7	Apr	1.0	Apply Herbicide/Air		CST Air Apply Granules		Trifluralin	10.00 Lb	0.99 Lb	5.50 Ac	
8	Apr	1.5	Apply Insecticide/Air		CST Air Spray, 3 Gal Mi		Carbofuran	1.00 Pt	60.67 Ga	6.00 Ac	
9	May	3.0	Apply Insecticide/Air		CST Air Spray, 3 Gal Mi		Chlorpyrifos	1.00 Pt	44.73 Ga	6.00 Ac	
							Chlorpyrifos	0.00 Pt	39.03 Ga		
10	Oct	0.1	Scratch	70	Section Harrow, 4 Secti	5.00					Tractor
11	Oct	0.1	Plant	100	Grain Drill, 16'	5.56	Alfalfa Sd, Cert	15.00 Lb	210.00 CW		Tractor
			Pickup Use 40 Mi/Ac		Pickup Truck, 1/2 Ton	0.75					

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

\*\* A water assessment charge of \$31.50/Acre included as ownership cost in Table 5B.