

Table 6A. Income and Cash Operating Cost Summary, Sudan Hay w/Sheep, 1996

COUNTY: La Paz                      FARM: LaPaz County Farm                      WATER SOURCE: BIA                      TILLAGE: Conventional  
 CROP: Sudan Hay w/Grazing              ACRES: 1.0                      IRRIGATION SYSTEM: Flood Basin              SOIL: Sandy-Loam  
 AREA: Parker CRIR                      YIELD: 6.0 Tn/Acre                      PREVIOUS CROP: Wheat, Winter              DATE: 09/26/96

Item	Unit	Quantity	Price /Unit	Budgeted /Acre	Total /Acre	Your Farm Budget
INCOME -> Sudan Hay	Ton	6.00	\$100.0000	\$600.00		
Grazing	Head Days	180.00	0.0900	16.20	\$616.20	
CASH LAND PREPARATION AND GROWING EXPENSES (including sales tax)						
Paid Labor (including benefits)					46.61	
Tractor/Self Propelled				27.92		
Irrigation				18.69		
Chemicals & Custom Applications					110.80	
Fertilizers				99.36		
Herbicides				11.45		
Farm Machinery and Vehicles					41.15	
Diesel Fuel				20.11		
Repairs & Maint.				21.05		
Irrigation Water (excluding labor)					0.00	
Water Assessment (See Note Below) **					**	
Other Purchased Inputs & Services					54.81	
Seed/Transplants				54.81		
TOTAL CASH LAND PREPARATION AND GROWING EXPENSES					253.38	
CASH HARVEST AND POST HARVEST EXPENSES						
Paid Labor (including benefits)					24.99	
Tractor/Self Propelled				9.25		
Other/Contract				15.74		
Farm Machinery and Vehicles					45.66	
Diesel Fuel				14.38		
Repairs & Maint.				31.29		
Other Materials					7.41	
TOTAL HARVEST AND POST HARVEST EXPENSE					78.06	
OPERATING OVERHEAD->PICKUP USE					7.88	
OPERATING INTEREST AT 9.0%					2.84	
TOTAL CASH OPERATING EXPENSES					\$342.15	
RETURNS OVER CASH OPERATING EXPENSES					\$274.05	

Notes: The above figures do not include ownership costs, see Table 6B on Next Page for detailed cost allocation.

\*\* A water assessment charge of \$31.50/Acre is included in the ownership costs of Table 6B.

COUNTY: La Paz                      FARM: LaPaz County Farm                      WATER SOURCE: BIA                      TILLAGE: Conventional  
 CROP: Sudan Hay w/Grazing      ACRES: 1.0                      IRRIGATION SYSTEM: Flood Basin      SOIL: Sandy-Loam  
 AREA: Parker CRIR              YIELD: 6.0 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 \$ 100.0000/Tn + 2nd Crop	\$616.20		\$616.20	
TOTAL OPERATING EXPENSES	342.15		342.15	
RETURN OVER CASH OPERATING EXPENSES		\$274.04		\$274.04
CASH OVERHEAD EXPENSES				
Taxes, Housing & Insur., Farm Machinery	10.39		10.39	
Gen. & Off. Overhead ( 5% of Tot. Oper. Exp.)	17.10		17.10	
General Farm Maint. ( 3% of Tot. Oper. Exp.)	10.26		10.26	
Total Cash Overhead Expenses	<u>37.75</u>		<u>37.75</u>	
Total Cash Oper. & Over. Cost	379.91		379.91	
RETURNS OVER CASH OPER. & OVER. EXPENSES.		236.28		236.28
CAPITAL ALLOCATIONS (100% Equity)				
Capital Replacement, Machinery & Vehicles			63.47	
Interest on Equity, Machinery & Vehicles			14.38	
Total Capital Allocations			<u>77.85</u>	
RETURNS TO LAND, CAPITAL, MANAGEMENT & RISK		236.28		
RETURNS TO LAND, MANAGEMENT & RISK				158.43
Land Cost / Rent or Lease	100.00		100.00	
Water Assessment **	31.50		31.50	
Total Land Costs	<u>131.50</u>		<u>131.50</u>	
RETURNS TO MANAGEMENT, CAPITAL & RISK		104.78		
RETURNS TO MANAGEMENT & RISK				26.93
Management Services ( 8% of Tot. Oper. Exp.)			27.37	
TOTAL OWNERSHIP COST	<u>169.25</u>		<u>274.48</u>	
TOTAL COST	<u>\$511.41</u>		<u>\$616.63</u>	
RETURN TO MANAGEMENT, CAPITAL & RISK		\$104.78		
RETURN TO RISK (PROFITS)				(\$0.43)
BREAK-EVEN PRICE TO COVER OPERATING COST (PER Tn)		\$54.32		\$54.32
BREAK-EVEN PRICE TO COVER OWNERSHIP COST		\$28.20		\$45.74
BREAK-EVEN PRICE TO COVER TOTAL COST		\$82.53		\$100.07

Table 6C. Variable Operating Costs; Sudan Hay w/Sheep, 1996

COUNTY: La Paz FARM: LaPaz County Farm WATER SOURCE: BIA TILLAGE: Conventional  
 CROP: Sudan Hay w/Grazing ACRES: 1.0 IRRIGATION SYSTEM: Flood Basin SOIL: Sandy-Loam  
 AREA: Parker CRIR YIELD: 6.0 Tn/Acre PREVIOUS CROP: Wheat, Winter DATE: 09/26/96

No.	Month	First Operation	— Hours * —		Operating Costs (\$/Acre*)				Total	Times	Tot. Cash	
			Machine	Labor	Fuel/Rps.	Labor	Cust/Ser.	Materials			Expense	Class
1	Feb	Disk	0.360	0.400	5.75	3.48			9.23	3.0	27.70	L
2	Feb	Rip	0.300	0.333	5.36	2.90			8.26	1.0	8.26	L
3	Feb	List	0.180	0.200	2.50	1.74			4.24	1.0	4.24	L
4	Mar	Landplane	0.900	1.000	11.83	8.70			20.53	1.0	20.53	L
5	Mar	Disk Ends	0.011	0.013	0.11	0.11			0.22	1.0	0.22	G
6	Mar	Make Borders	0.023	0.024	0.19	0.21			0.40	1.0	0.40	G
7	Mar	Block Borders	0.011	0.013	0.09	0.11			0.20	1.0	0.20	G
8	Mar	Apply Herbicide/Ground	0.090	0.100	0.89	0.87		11.45	13.21	1.0	13.21	G
9	Mar	Apply Fert/Ground	0.113	0.125	0.78	1.09		24.81	26.68	1.0	26.68	G
10	Mar	Plant	0.180	0.200	2.15	1.74		54.81	58.70	1.0	58.70	L
11	Mar	Irrigate		0.286		2.08			2.08	5.0	10.40	G
12	Apr	Irrigate/Run Fertilizer		0.286		2.08		18.64	20.72	4.0	82.88	G
13	May	Swathing	0.150	0.167	2.06	1.21			3.27	5.0	16.34	H
14	May	Crimping	0.180	0.200	1.44	1.45			2.89	5.0	14.45	H
15	May	Baling	0.180	0.200	4.80	1.74		1.85	8.39	4.0	33.56	H
16	May	Roadsiding	0.075	0.083	1.30	0.60			1.90	4.0	7.59	H
17	Oct	Residue Disposal	0.237	0.263	3.79	2.29			6.08	1.0	6.08	P
		Pickup Use 30 Mi/Ac	1.000		7.87						7.87	O
		Operating Interest at 9.00%						2.85			2.85	O
TOTAL CASH OPERATING EXPENSES:					\$94.69	\$71.58	\$2.85	\$173.03			\$342.15	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 6B.

OPERATING COST SUMMARY BY CLASS		SENSITIVITY OF NET REVENUES OVER TOTAL CASH EXPENSES (\$/Acre)							
		Prices ->		-25%	-10%	Budgeted	+10%	+25%	
Land Preparation (L)	\$119.42								
Growing (G)	133.99								
Harvest (H)	71.93	Yields		\$75.00	\$90.00	\$100.00	\$110.00	\$125.00	Break-even
Post Harvest (P)	6.07								
Marketing (M)	0.00	-25%	4.5	14.84	82.34	127.34	172.34	239.84	71.70
Operating Overhead (O)	10.72	-10%	5.4	70.64	151.64	205.64	259.64	340.64	61.91
		Budgeted	6.0	107.84	197.84	257.84	317.84	407.84	57.02
Total (T)	\$342.15	+10%	6.6	145.04	244.04	310.04	376.04	475.04	53.02
		+25%	7.5	200.84	313.34	388.34	463.34	575.84	48.22
		Break-even Yield		4.26	3.43	3.03	2.72	2.35	

Table 6D. Resource and Cash Flow Requirements; Sudan Hay w/Sheep, 1996

COUNTY: La Paz FARM: LaPaz County Farm WATER SOURCE: BIA TILLAGE: Conventional  
 CROP: Sudan Hay w/Grazing ACRES: 1.0 IRRIGATION SYSTEM: Flood Basin SOIL: Sandy-Loam  
 AREA: Parker CRIR YIELD: 6.0 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
FEB C			1.33		19.37	11.60				30.97
MAR C	1.0	4.0	2.16		21.78	18.40	36.26	54.81		131.25
APR C	2.0	8.0	0.57			4.15	18.64			22.79
MAY C	1.0	4.0	0.93		9.59	7.09		1.85		18.53
JUN C	2.0	8.0	1.22		9.59	9.16	18.64	1.85		39.25
JUL C	2.0	8.0	1.22		9.59	9.16	18.64	1.85		39.25
AUG C	1.0	4.0	0.93		9.59	7.09	18.64	1.85		37.17
OCT C			0.63		7.29	4.95				12.24
Pickup Use 30 Mi/Ac					7.87					7.87
Operating Interest at 9.0%									2.84	2.84
Water Assessment				**						
<b>Total</b>	<b>9.0</b>	<b>36.0</b>	<b>9.01</b>		<b>94.69</b>	<b>71.60</b>	<b>110.82</b>	<b>62.22</b>	<b>2.84</b>	<b>342.17</b>
%					27.67	20.92	32.39	18.18	0.82	100.00

TOTAL RESOURCES REQUIREMENTS (/Acre)		TOTAL ENERGY REQUIREMENTS (/Acre)	
Total N	200.5 lbs	Diesel Fuel	35.6 Gal
Total P	78.0 lbs	Regular Gas	0.0 Gal
Total K	0.0 lbs	NonLead Gas	3.0 Gal
Total Labor	9.0 Hrs		
Total Water	36.0 AI	All Direct Energy	5.3 M BTU

EQUIPMENT REQUIREMENTS (/Acre)			
Tractor, 150 PTO HP, MFWD	2.40 Hrs	Offset Disk, 16.5'	1.32 Hrs
V-Ripper, 5 Shnk	0.30 Hrs	Lister, 7 Bottom	0.18 Hrs
Tractor, 80 PTO HP, MFWD	1.02 Hrs	Dbl. Offset Disk, 13'	0.01 Hrs
Blade Scraper, 10'	0.03 Hrs	Directed Spray Rig, 16 Row	0.09 Hrs
Grain Drill, 16'	0.18 Hrs	Windrower, 14.0', HS, SC	0.75 Hrs
Baler, 3 wire w/motor	0.72 Hrs	Bale Wagon, SP PRC	0.30 Hrs
		Tractor, 175 PTO HP	0.30 Hrs
		Landplane 12'X 45'	0.90 Hrs
		Tractor, 100 PTO HP, MFWD	1.02 Hrs
		Fertilizer Broadcaster, Towed	0.11 Hrs
		Hay Crimper	0.90 Hrs
		Pickup Truck, 1/2 Ton	1.00 Hrs

MATERIALS REQUIREMENTS (/Acre)			
Atrazine	5.00 Lb	11-52-00, Dry	150.00 Lb
Water, District	36.00 AI	46-00-00, Urea 46	400.00 Lb
		Sudan Grass Sd	120.00 Lb
		Twine, Plastic, 6500 '	1.96 TF

LABOR REQUIREMENTS (/Acre)			
Tractor	4.27 Hrs	Irrigators	2.57 Hrs
		Harvest	2.17 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 6B.

Table 6E Schedule of Operations; Sudan Hay w/Sheep, 1996

COUNTY: La Paz	FARM: LaPaz County Farm	WATER SOURCE: BIA	TILLAGE: Conventional
CROP: Sudan Hay w/Grazing	ACRES: 1.0	IRRIGATION SYSTEM: Flood Basin	SOIL: Sandy-Loam
AREA: Parker CRIR	YIELD: 6.0 Tn/Acre	PREVIOUS CROP: Wheat, Winter	DATE: 09/26/96

No.	Month	First 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	Feb	3.0	Disk	150	Offset Disk, 16.5'	2.50					Tractor
2	Feb	1.0	Rip	175	V-Ripper, 5 Shnk	3.00					Tractor
3	Feb	1.0	List	150	Lister, 7 Bottom	5.00					Tractor
4	Mar	1.0	Landplane	150	Landplane 12'X 45'	1.00					Tractor
5	Mar	1.0	Disk Ends	80	Dbl. Offset Disk, 13'	80.00					Tractor
6	Mar	1.0	Make Borders	100	Blade Scraper, 10'	40.00					Tractor
7	Mar	1.0	Block Borders	100	Blade Scraper, 10'	80.00					Tractor
8	Mar	1.0	Apply Herbicide/Groun	100	Directed Spray Rig, 16	10.00	Atrazine	5.00 Lb	2.18 Lb		Tractor
9	Mar	1.0	Apply Fert/Ground	80	Fertilizer Broadcaster,	8.00	11-52-00, Dry	150.00 Lb	315.00 Tn		Tractor
10	Mar	1.0	Plant	100	Grain Drill, 16'	5.00	Sudan Grass Sd	120.00 Lb	43.50 CW		Tractor
11	Mar	5.0	Irrigate			3.50	Water, District	4.00 AI	0.00 AF		Irrigator
12	Apr	4.0	Irrigate/Run Fertiliz			3.50	Water, District	4.00 AI	0.00 AF		Irrigator
							46-00-00, Urea 46	100.00 Lb	355.00 Tn		
13	May	5.0	Swathing		Windrower, 14.0', HS, S	6.00					Harvest
14	May	5.0	Crimping	80	Hay Crimper	5.00					Harvest
15	May	4.0	Baling	100	Baler, 3 wire w/motor	5.00	Twine, Plastic, 65	0.49 TF	3.60 TF		Tractor
16	May	4.0	Roadsiding		Bale Wagon, SP PRC	12.00					Harvest
17	Oct	1.0	Residue Disposal	150	Offset Disk, 16.5'	3.80					Tractor
			Pickup Use 30 Mi/Ac		Pickup Truck, 1/2 Ton	1.00					

\* 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 6B.