

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

COUNTY: Mohave FARM: Mohave County Farm WATER SOURCE: ColPum TILLAGE: Conventional
 CROP: Sudan Hay ACRES: 1.0 IRRIGATION SYSTEM: Flood Basin SOIL: Sandy-Loam
 AREA: Mohave Valley YIELD: 5.0 Tn/Acre PREVIOUS CROP: Wheat, Winter DATE: 10/03/96

Item	Unit	Quantity	Price /Unit	Budgeted /Acre	Total /Acre	Your Farm Budget
INCOME -> Hay	Ton	5.00	\$115.0000	\$575.00	\$591.20	
CASH LAND PREPARATION AND GROWING EXPENSES (including sales tax)						
Paid Labor (including benefits)					38.43	
Tractor/Self Propelled				20.39		
Irrigation				18.04		
Chemicals & Custom Applications					215.26	
Fertilizers				215.26		
Farm Machinery and Vehicles					30.63	
Diesel Fuel				15.62		
Repairs & Maint.				15.01		
Irrigation (excluding labor)					9.03	
Pump Energy - Elect.				8.13		
Repairs & Maint.				0.90		
Other Purchased Inputs & Services					13.70	
Seed/Transplants				13.70		
TOTAL CASH LAND PREPARATION AND GROWING EXPENSES					307.06	
CASH HARVEST AND POST HARVEST EXPENSES						
Paid Labor (including benefits)					21.55	
Tractor/Self Propelled				8.94		
Other/Contract				12.61		
Farm Machinery and Vehicles					43.70	
Diesel Fuel				14.72		
Repairs & Maint.				28.98		
Other Materials					13.52	
TOTAL HARVEST AND POST HARVEST EXPENSE					78.77	
OPERATING OVERHEAD->PICKUP USE					7.63	
OPERATING INTEREST AT 8.0%					1.89	
TOTAL CASH OPERATING EXPENSES					\$395.36	
RETURNS OVER CASH OPERATING EXPENSES					\$195.84	

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

Table 6B. Allocation of Ownership Costs; Sudan Hay, 1996

COUNTY: Mohave	FARM: Mohave County Farm	WATER SOURCE: ColPum	TILLAGE: Conventional
CROP: Sudan Hay	ACRES: 1.0	IRRIGATION SYSTEM: Flood Basin	SOIL: Sandy-Loam
AREA: Mohave Valley	YIELD: 5.0 Tn/Acre	PREVIOUS CROP: Wheat, Winter	DATE: 10/03/96

Item	- CASH COST BASIS (\$/ACRE) - Income & Costs	Net Returns	- TOTAL COST BASIS (\$/ACRE) - Income & Costs	Net Returns
TOTAL INCOME at \$ 115.0000/Tn + 2nd Crop	\$591.20		\$591.20	
TOTAL OPERATING EXPENSES	395.35		395.35	
RETURN OVER CASH OPERATING EXPENSES		\$195.84		\$195.84
CASH OVERHEAD EXPENSES				
Taxes, Housing & Insur., Farm Machinery	8.77		8.77	
Wells & Irrig. System	0.40		0.40	
Gen. & Off. Overhead (5% of Tot. Oper. Exp.)	19.76		19.76	
General Farm Maint. (3% of Tot. Oper. Exp.)	11.86		11.86	
Total Cash Overhead Expenses	40.79		40.79	
Total Cash Oper. & Over. Cost	436.15		436.15	
RETURNS OVER CASH OPER. & OVER. EXPENSES.		155.04		155.04
CAPITAL ALLOCATIONS (100% Equity)				
Capital Replacement, Machinery & Vehicles			54.44	
Wells & Irrig. System			2.44	
Interest on Equity, Machinery & Vehicles			13.13	
Wells & Irrig. System			0.95	
Total Capital Allocations			70.96	
RETURNS TO LAND, CAPITAL, MANAGEMENT & RISK		155.04		
RETURNS TO LAND, MANAGEMENT & RISK				84.07
LAND COSTS / OWNERSHIP (100% Equity)				
Property Taxes (\$510 X 16% X .10038)	8.19		8.19	
Opport. Inter. on Land (100% X 6.0% X \$510)			30.60	
Total Land Costs	8.19		38.79	
RETURNS TO MANAGEMENT, CAPITAL & RISK		146.85		
RETURNS TO MANAGEMENT & RISK				45.28
Management Services (8% of Tot. Oper. Exp.)			31.62	
TOTAL OWNERSHIP COST	48.98		182.18	
TOTAL COST	\$444.34		\$577.54	
RETURN TO MANAGEMENT, CAPITAL & RISK		\$146.85		
RETURN TO RISK (PROFITS)				\$13.65
BREAK-EVEN PRICE TO COVER OPERATING COST (PER Tn)		\$75.83		\$75.83
BREAK-EVEN PRICE TO COVER OWNERSHIP COST		\$9.79		\$36.43
BREAK-EVEN PRICE TO COVER TOTAL COST		\$85.62		\$112.26

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

COUNTY: Mohave FARM: Mohave County Farm WATER SOURCE: ColPum TILLAGE: Conventional
 CROP: Sudan Hay ACRES: 1.0 IRRIGATION SYSTEM: Flood Basin SOIL: Sandy-Loam
 AREA: Mohave Valley YIELD: 5.0 Tn/Acre PREVIOUS CROP: Wheat, Winter DATE: 10/03/96

No.	First Month	Operation	— Hours * —		Operating Costs (\$/Acre*)				Total	Times	Tot. Cash Expense	Class
			Machine	Labor	Fuel/Rps.	Labor	Cust/Ser.	Materials				
1	Mar	Disk	0.360	0.400	6.05	3.36			9.41	2.0	18.82	L
2	Apr	Landplane	0.900	1.000	12.57	8.41			20.98	1.0	20.98	L
3	Apr	Disk Ends	0.011	0.013	0.12	0.11			0.23	1.0	0.23	G
4	Apr	Make Borders	0.023	0.024	0.20	0.20			0.40	1.0	0.40	G
5	Apr	Block Borders	0.011	0.013	0.10	0.11			0.21	1.0	0.21	G
6	Apr	Apply Fert/Ground	0.113	0.125	0.83	1.05		24.81	26.69	1.0	26.69	G
7	Apr	Disk	0.225	0.250	2.75	2.10			4.85	1.0	4.85	L
8	Apr	Plant	0.180	0.200	1.95	1.68		13.70	17.33	1.0	17.33	L
9	May	Irrigate		0.286	1.00	2.00			3.00	5.0	15.00	G
10	Jul	Irrigate/Run Fertilizer		0.286	1.00	2.00		47.61	50.61	4.0	202.44	G
11	Aug	Swathing	0.150	0.167	2.12	1.17			3.29	4.0	13.15	H
12	Aug	Crimping	0.180	0.200	1.52	1.40			2.92	4.0	11.68	H
13	Aug	Baling	0.180	0.200	4.95	1.68		3.38	10.01	4.0	40.04	H
14	Aug	Roadsiding	0.075	0.083	1.34	0.58			1.92	4.0	7.69	H
15	Oct	Residue Disposal	0.237	0.263	3.98	2.21			6.19	1.0	6.19	P
		Pickup Use 30 Mi/Ac	1.000		7.63						7.63	O
		Operating Interest at 8.00%						1.91			1.91	O
TOTAL CASH OPERATING EXPENSES:					\$90.96	\$59.91	\$1.91	\$242.47			\$395.25	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.

OPERATING COST SUMMARY BY CLASS		SENSITIVITY OF NET REVENUES OVER TOTAL CASH EXPENSES (\$/Acre)							
		Prices ->		-25%	-10%	Budgeted	+10%	+25%	
Land Preparation (L)	\$61.99								
Growing (G)	244.96								
Harvest (H)	72.55	Yields		\$86.25	\$103.50	\$115.00	\$126.50	\$143.75	Break-even
Post Harvest (P)	6.19								
Marketing (M)	0.00	-25%	3.7	-52.12	12.55	55.68	98.80	163.49	100.15
Operating Overhead (O)	9.54	-10%	4.5	0.74	78.37	130.12	181.87	259.49	86.08
		Budgeted	5.0	35.99	122.24	179.74	237.24	323.49	79.05
Total (T)	\$395.25	+10%	5.5	71.24	166.12	229.37	292.62	387.49	73.29
		+25%	6.2	124.12	231.93	303.81	375.68	483.49	66.39
		Break-even Yield		4.48	3.60	3.18	2.85	2.47	

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

COUNTY: Mohave FARM: Mohave County Farm WATER SOURCE: ColPum TILLAGE: Conventional
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 AREA: Mohave Valley YIELD: 5.0 Tn/Acre PREVIOUS CROP: Wheat, Winter DATE: 10/03/96

Month *	Number Irrig.	Water Applied (Inches)	Total Labor (Hrs)	Operating Cost (\$/Acre)							
				Purchased Water	Fuel, Oil & Repairs	Labor	Chemicals	Other Purchases	Services	Total	
MAR C			0.40		6.05	3.36					9.42
APR C			2.02		24.58	17.03	24.81	13.70			80.12
MAY C	1.0	4.0	0.28		1.00	2.00					3.00
JUN C	1.0	4.0	0.28		1.00	2.00					3.00
JUL C	3.0	12.0	0.85		3.00	6.01	95.23				104.24
AUG C	2.0	8.0	1.87		21.86	13.68	47.61	6.76			89.91
SEP C	2.0	8.0	1.22		11.93	8.84	47.61	3.38			71.76
OCT C			0.91		13.91	7.05		3.38			24.34
Pickup Use 30 Mi/Ac					7.63						7.63
Operating Interest at 8.0%										1.91	1.91
Total	9.0	36.0	7.86		90.96	59.99	215.26	27.22		1.91	395.35
%					23.00	15.17	54.45	6.88		0.48	100.00

TOTAL RESOURCES REQUIREMENTS (/Acre)		TOTAL ENERGY REQUIREMENTS (/Acre)		
Total N	582.8 lbs	Diesel Fuel	28.1	Gal
Total P	78.0 lbs	Regular Gas	0.0	Gal
Total K	0.0 lbs	NonLead Gas	3.0	Gal
Total Labor	7.8 Hrs	Electricity/Pumping	131.3	KWH
Total Water	36.0 AI	All Direct Energy	4.7	M BTU

EQUIPMENT REQUIREMENTS (/Acre)				
Tractor, 150 PTO HP, MFWD	1.86 Hrs	Offset Disk, 16.5'	0.96 Hrs	Landplane 12'X 45' 0.90 Hrs
Tractor, 80 PTO HP, MFWD	1.02 Hrs	Dbl. Offset Disk, 13'	0.24 Hrs	Tractor, 100 PTO HP, MFWD 0.98 Hrs
Blade Scraper, 10'	0.03 Hrs	Fertilizer Broadcaster, Towed	0.11 Hrs	Seeder, Brillion 0.18 Hrs
Windrower, 14.0', HS, SC	0.60 Hrs	Hay Crimper	0.72 Hrs	Baler, 3 wire w/motor 0.72 Hrs
Bale Wagon, SP PRC	0.30 Hrs	Pickup Truck, 1/2 Ton	1.00 Hrs	

MATERIALS REQUIREMENTS (/Acre)				
11-52-00, Dry	150.00 Lb	Sudan Grass Sd	30.00 Lb	Water, Pump 36.00 AI
32-00-00, URAN 32, Lqd	160.00 Ga	Baling Wire (6500')	1.96 TF	

LABOR REQUIREMENTS (/Acre)				
Tractor	3.49 Hrs	Irrigators	2.57 Hrs	Harvest 1.80 Hrs

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

Table 6E Schedule of Operations; Sudan Hay, 1996

COUNTY: Mohave	FARM: Mohave County Farm	WATER SOURCE: ColPum	TILLAGE: Conventional
CROP: Sudan Hay	ACRES: 1.0	IRRIGATION SYSTEM: Flood Basin	SOIL: Sandy-Loam
AREA: Mohave Valley	YIELD: 5.0 Tn/Acre	PREVIOUS CROP: Wheat, Winter	DATE: 10/03/96

No.	First 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	Mar	2.0	Disk	150	Offset Disk, 16.5'	2.50					Tractor
2	Apr	1.0	Landplane	150	Landplane 12'X 45'	1.00					Tractor
3	Apr	1.0	Disk Ends	80	Dbl. Offset Disk, 13'	80.00					Tractor
4	Apr	1.0	Make Borders	100	Blade Scraper, 10'	40.00					Tractor
5	Apr	1.0	Block Borders	100	Blade Scraper, 10'	80.00					Tractor
6	Apr	1.0	Apply Fert/Ground	80	Fertilizer Broadcaster,	8.00	11-52-00, Dry	150.00 Lb	315.00 Tn		Tractor
7	Apr	1.0	Disk	100	Dbl. Offset Disk, 13'	4.00					Tractor
8	Apr	1.0	Plant	80	Seeder, Brillion	5.00	Sudan Grass Sd	30.00 Lb	43.50 CW		Tractor
9	May	5.0	Irrigate			3.50	Water, Pump	4.00 AI	3.01 AF		Irrigator
10	Jul	4.0	Irrigate/Run Fertiliz			3.50	Water, Pump	4.00 AI	3.01 AF		Irrigator
							32-00-00, URAN 32,	40.00 Ga	205.00 Tn		
11	Aug	4.0	Swathing		Windrower, 14.0', HS, S	6.00					Harvest
12	Aug	4.0	Crimping	80	Hay Crimper	5.00					Harvest
13	Aug	4.0	Baling	100	Baler, 3 wire w/motor	5.00	Baling Wire (6500	0.49 TF	6.57 TF		Tractor
14	Aug	4.0	Roadsiding		Bale Wagon, SP PRC	12.00					Harvest
15	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.