

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

COUNTY: Mohave FARM: Mohave County 98 WATER SOURCE: Colorado River Pump, TILLAGE: Conventional
 CROP: Alfalfa Hay ACRES: 1.0 IRRIGATION SYSTEM: Flood Basin SOIL: Sandy-Loam
 AREA: Mohave Valley YIELD: 0.0 Tn / Acre PREVIOUS CROP: Wheat, Winter DATE: 2/3/99

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)					22.71	_____
Tractor/Self Propelled				18.14		_____
Irrigation				4.56		_____
Chemicals and Custom Applications					47.74	_____
Fertilizer				28.63		_____
Herbicide				19.11		_____
Farm Machinery and Vehicles					23.54	_____
Diesel Fuel				10.56		_____
Repairs and Maintenance				12.98		_____
Irrigation Water (excluding labor)					4.66	_____
Pump Energy - Electric				4.16		_____
Repairs and Maintenance				0.50		_____
Other Purchased Inputs & Seed/Transplants				73.71	73.71	_____

					172.35	_____
CASH HARVEST AND POST HARVEST EXPENSES						

					0.00	_____
OPERATING OVERHEAD PICKUP USE						
					7.56	_____
OPERATING INTEREST AT 10.0%						
					3.60	_____

					\$183.52	=====
					(\$183.52)	_____

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

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

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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	\$183.52		\$183.52	
RETURN OVER CASH OPERATING EXPENSES		(\$183.52)		(\$183.52)
CASH OVERHEAD EXPENSES				
Taxes, Housing and Insurance, Farm Machinery	2.91		2.91	
Wells and Irrigation System	0.23		0.23	
General and Office Overhead (5.0% of Total Operating Exp.)	9.18		9.18	
General Farm Maintenance (3.0% of Total Operating Exp.)	5.51		5.51	
Total Cash Overhead Expenses	17.81		17.81	
Total Cash Operating and Overhead Cost	201.33		201.33	
RETURNS OVER CASH OPER. AND OVER. EXPENSES		(\$201.33)		(\$201.33)
CAPITAL ALLOCATIONS (100% Equity)				
Capital Replacement, Machinery and Vehicles			14.98	
Wells and Irrigation System			1.38	
Interest on Equity, Machinery and Vehicles			11.90	
Wells and Irrigation System			0.53	
Total Capital Allocations		(\$201.33)		
RETURNS TO LAND, MANAGEMENT AND RISK				(\$230.13)
Land Cost / Ownership (100% Equity)				
Property Taxes (\$510.00 X 16.0% X 0.102)	8.37		8.37	
Opportunity Interest on Land (100% X 6.0 X \$510.00)			30.60	
Total Land Costs	8.37		38.97	
RETURNS TO CAPITAL, MANAGEMENT AND RISK		(\$209.70)		
RETURNS TO MANAGEMENT AND RISK				(\$269.10)
Management Services (8% of Total Operation Expenses)			14.68	
TOTAL OWNERSHIP COST	26.19		100.27	
TOTAL COST	\$209.70		\$283.78	
RETURNS TO CAPITAL, MANAGEMENT AND RISK		(\$209.70)		
RETURNS TO RISK (PROFITS)				(\$283.78)
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 ----				Times	Tot. Cash Expenses	Class	
			Machine	Labor	Fuel/Rps.	Labor	Cust/Serv.	Materials				Total
1	Aug	Plow	0.300	0.333	4.72	2.82			7.54	1.0	7.54	L
2	Aug	Disk	0.225	0.250	3.38	2.12			5.50	1.0	5.50	L
3	Aug	Laser Level	0.900	1.000	10.41	8.47			18.88	0.3	5.66	L
4	Aug	Landplane	0.450	0.500	7.08	4.24			11.32	0.7	7.92	L
5	Aug	Make Borders	0.090	0.100	1.03	0.85			1.88	2.0	3.76	G
6	Sep	Preirrigate		0.323	2.33	2.28			4.61	1.0	4.61	G
7	Sep	Apply Fert/Ground	0.075	0.083	0.59	0.70		28.63	29.92	1.0	29.92	G
8	Sep	Disk	0.150	0.167	2.26	1.42		19.11	22.78	1.0	22.78	L
9	Oct	Plant	0.300	0.333	1.58	2.82		73.71	78.11	1.0	78.11	L
10	Oct	Scratch	0.113	0.125	0.86	1.06			1.92	1.0	1.92	G
11	Oct	Irrigate		0.161	1.16	1.14			2.30	2.0	4.61	G
		Pickup Use30 Mi/Acre	1.000		7.56						7.56	
		Operating Interest at 10.0					3.60				3.60	
TOTAL CASH OPERATING EXPENSES (includes all times over):									=====		183.52	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

Land Preparation (L)	127.53
Growing (G)	44.83
Harvest (H)	0.00
Post Harvest (P)	0.00
Marketing (M)	0.00
Operating Overhead (O)	11.16
Total (T)	=====
	\$183.52

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			1.33		16.08	10.16					26.24
SEP C	1.0	10.0	0.91		6.76	7.22	47.74	75.98			137.70
OCT C	1.0	5.0	0.39		3.06	3.05					6.11
NOV C	1.0	5.0	0.16		1.16	1.14					2.30
Pickup Use30 Mi/Acre					7.56						7.56
Operating Interest at 10.0									3.60		3.60
Total	3.0	20.0	2.79		35.76	22.71	47.74	75.98	3.60		183.52
%					18.87	11.75	26.01	41.40	1.96		100.00

TOTAL RESOURCE REQUIREMENTS (per Acre)		TOTAL ENERGY REQUIREMENTS (per Acre)	
Total N	21.1	Diesel Fuel	12.6 Gal
Total P	99.8	Unleaded Gas	3.0 Gal
Total K	0.0	Electric / Pumping	72.9 KWH
Total Labor	2.8	All Direct Energy	2.4 M BTU
Total Water	20.0		

EQUIPMENT REQUIREMENTS (per Acre)			
Blade Scraper, 10'	0.18 Hr	Cultipacker, 13'	0.11 Hr
Drag Scraper, 10'	0.27 Hr	Fertilizer Broadcaster,	0.08 Hr
Laser, Complete System	0.27 Hr	Moldboard Plow, 5-16 2	0.30 Hr
Seeder, Broadcast	0.30 Hr	Tractor, 70 PTO HP,	0.30 Hr
Tractor, 150 PTO HP,	1.44 Hr	Dbl. Offset Disk, 13'	0.38 Hr
		Landplane 14'X 60'	0.31 Hr
		Pickup Truck, 1/2 Ton	1.00 Hr
		Tractor, 100 PTO HP,	0.19 Hr

MATERIALS REQUIREMENT (per Acre)			
11-52-00, Dry	192.00 Lb	Alfalfa Sd, Cert	27.00 Lb
Trifluralin	20.00 Lb	Water, Pump	20.00 AI
		Oat Seed	15.00 Lb

LABOR REQUIREMENT (per Acre)			
Irrigators	0.65 Hr	Tractor	2.14 Hr

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

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	Plow	150	Moldboard Plow, 5-16 2	3.00					Tractor
2	Aug	1.0	Disk	150	Dbl. Offset Disk, 13'	4.00					Tractor
3	Aug	0.3	Laser Level	150	Drag Scraper, 10' Laser, Complete System	1.00					Tractor
4	Aug	0.7	Landplane	150	Landplane 14'X 60'	2.00					Tractor
5	Aug	2.0	Make Borders	150	Blade Scraper, 10'	10.00					Tractor
6	Sep	1.0	Preirrigate			3.10	Water, Pump	10.00 AI	2.79 AF		Irrigators
7	Sep	1.0	Apply Fert/Ground	100	Fertilizer Broadcaster,	12.00	11-52-00, Dry	192.00 Lb	284.00 Tn		Tractor
8	Sep	1.0	Disk	150	Dbl. Offset Disk, 13'	6.00	Trifluralin	20.00 Lb	0.91 Lb		Tractor
9	Oct	1.0	Plant	70	Seeder, Broadcast	3.00	Alfalfa Sd, Cert Oat Seed	27.00 Lb	250.00 CW 15.00 Lb	18.00 CW	Tractor
10	Oct	1.0	Scratch	100	Cultipacker, 13'	8.00					Tractor
11	Oct	2.0	Irrigate			6.20	Water, Pump	5.00 AI	2.79 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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