

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

COUNTY: Graham      FARM: Graham County 98      WATER SOURCE: Surface/Pump      TILLAGE: Double Crop  
 CROP: Alfalfa Hay      ACRES: 1.0      IRRIGATION SYSTEM: Flood Basin      SOIL: Sandy-Loam  
 AREA: Safford Valley      YIELD: 0.0 Tn / Acre      PREVIOUS CROP: Wheat, Winter      DATE: 2/4/99

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)					36.74	
Tractor/Self Propelled				26.90		
Irrigation				9.50		
Other/ Contract				0.34		
Chemicals and Custom Applications					29.96	
Fertilizer				29.96		
Farm Machinery and Vehicles					39.10	
Diesel Fuel				14.55		
Repairs and Maintenance				24.55		
Irrigation Water (excluding labor)					5.01	
Pump Energy - Electric				4.63		
Repairs and Maintenance				0.38		
Water Assessment (See Note Below) **						
Other Purchased Inputs & Seed/Transplants				65.94	65.94	
TOTAL CASH LAND PREPARATION AND GROWING EXPENSES					176.75	
CASH HARVEST AND POST HARVEST EXPENSES						
TOTAL HARVEST AND POST HARVEST EXPENSE					0.00	
OPERATING OVERHEAD	PICKUP USE				7.57	
OPERATING INTEREST AT 10.0%					4.28	
TOTAL CASH OPERATING EXPENSES					\$188.60	
RETURNS OVER CASH OPERATING EXPENSES					(\$188.60)	

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

\*\* A water assessment charge of \$12.50 per Acre is included as an ownership cost in Table B.

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

COUNTY:Graham FARM: Graham County 98 WATER SOURCE: Surface/Pump TILLAGE: Double Crop  
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 AREA: Safford Valley YIELD: 0.0 Tn / Acre PREVIOUS CROP: Wheat, Winter DATE: 2/4/99

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	\$188.60		\$188.60	
RETURN OVER CASH OPERATING EXPENSES		(\$188.60)		(\$188.60)
CASH OVERHEAD EXPENSES				
Taxes, Housing and Insurance, Farm Machinery	4.08		4.08	
Wells and Irrigation System	1.80		1.80	
General and Office Overhead (5.0% of Total Operating Exp.)	9.43		9.43	
General Farm Maintenance (3.0% of Total Operating Exp.)	5.66		5.66	
Total Cash Overhead Expenses	20.97		20.97	
Total Cash Operating and Overhead Cost	209.57		209.57	
RETURNS OVER CASH OPER. AND OVER. EXPENSES		(\$209.57)		(\$209.57)
CAPITAL ALLOCATIONS (100% Equity)				
Capital Replacement, Machinery and Vehicles			22.83	
Wells and Irrigation System			3.40	
Interest on Equity, Machinery and Vehicles			8.33	
Wells and Irrigation System			1.23	
Total Capital Allocations			35.79	
RETURNS TO LAND, CAPITAL, MANAGEMENT AND RISK ----->		(\$209.57)		
RETURNS TO LAND, MANAGEMENT AND RISK ----->				(\$245.36)
Land Cost / Ownership (100% Equity)				
Property Taxes (\$600.00 X 16.0% X 0.093)	4.46		4.46	
Opportunity Interest on Land (100% X 6.0 X \$600.00)			18.00	
Water Assessment	12.50		12.50	
Total Land Costs	16.96		34.96	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		(\$226.54)		
RETURNS TO MANAGEMENT AND RISK ----->				(\$280.33)
Management Services (8% of Total Operation Expenses)			15.09	
TOTAL OWNERSHIP COST	37.94		106.81	
TOTAL COST	\$226.54		\$295.42	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		(\$226.54)		
RETURNS TO RISK (PROFITS) ----->				(\$295.42)
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**

COUNTY:Graham FARM: Graham County 98 WATER SOURCE: Surface/Pump TILLAGE: Double Crop  
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 AREA: Safford Valley YIELD: 0.0 Tn / Acre PREVIOUS CROP: Wheat, Winter DATE: 2/4/99

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	Jul	Disk	0.300	0.333	4.47	2.73			7.19	3.0	21.58	L
2	Aug	Plow	0.900	1.000	14.90	8.19			23.09	1.0	23.09	L
3	Aug	Landplane	0.273	0.303	2.32	2.48			4.80	2.0	9.60	L
4	Aug	Apply Fert/Ground	0.225	0.250	1.69	2.05		29.96	33.70	1.0	33.70	G
5	Sep	Plant	0.300	0.330	3.47	2.70		65.94	72.11	1.0	72.11	L
6	Sep	Disk Ends	0.045	0.050	0.67	0.41			1.08	1.0	1.08	G
7	Sep	Buck Rows	0.045	0.100	0.33	0.75			1.08	1.0	1.08	G
8	Sep	Irrigate		0.403		2.75			2.75	2.1	5.78	G
9	Sep	Irrigate		0.607	5.56	4.14			9.70	0.9	8.73	G
		Pickup Use30 Mi/Acre	1.000		7.57						7.57	
		Operating Interest at 10.0					4.28				4.28	
TOTAL CASH OPERATING EXPENSES (includes all times over):											188.60	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 \$12.50 per Acre is included as an ownership cost in Table B.

OPERATING COST SUMMARY BY CLASS

Land Preparation (L)	126.39
Growing (G)	50.36
Harvest (H)	0.00
Post Harvest (P)	0.00
Marketing (M)	0.00
Operating Overhead (O)	11.85
Total (T)	\$188.60

**Table 3D. Resource and Cash Flow Requirements; Alfalfa Stand Establish, 1998**

COUNTY:Graham FARM: Graham County 98 WATER SOURCE: Surface/Pump TILLAGE: Double Crop  
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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
JUL C			0.33		4.47	2.73				7.19
AUG C			2.52		30.16	20.65	29.96			80.78
SEP C	2.0	12.0	1.41		7.81	10.20		65.94		83.94
OCT C	1.0	6.0	0.46		1.67	3.17				4.84
Pickup Use30 Mi/Acre					7.57					7.57
Operating Interest at 10.0 Water Assessment				**					4.28	4.28
<b>Total</b>	<b>3.0</b>	<b>18.0</b>	<b>4.73</b>		<b>51.68</b>	<b>36.74</b>	<b>29.96</b>	<b>65.94</b>	<b>4.28</b>	<b>188.60</b>
<b>%</b>					<b>27.40</b>	<b>19.48</b>	<b>15.89</b>	<b>34.96</b>	<b>2.27</b>	<b>100.00</b>

TOTAL RESOURCE REQUIREMENTS ( per Acre)		TOTAL ENERGY REQUIREMENTS ( per Acre)	
Total N	22.0	Diesel Fuel	19.1 Gal
Total P	104.0	Unleaded Gas	3.0 Gal
Total K	0.0	Electric / Pumping	59.7 KWH
Total Labor	4.7	All Direct Energy	3.2 M BTU
Total Water	18.0		

EQUIPMENT REQUIREMENTS ( per Acre)			
Fertilizer Broadcaster,	0.22 Hr	Grain Drill 12' W/Fert Box	0.30 Hr
Moldboard Plow, 3-16 2	0.90 Hr	Offset Disk, 13.5'	0.95 Hr
Rowbuck, 10'	0.05 Hr	Tractor, 100 PTO HP,	1.12 Hr
Tractor, 150 PTO HP	0.90 Hr	Landplane 12'X 45'	0.55 Hr
		Pickup Truck, 1/2 Ton	1.00 Hr
		Tractor, 125 PTO HP	0.95 Hr

MATERIALS REQUIREMENT ( per Acre)			
11-52-00, Dry	200.00 Lb	Alfalfa Sd, Cert	25.00 Lb
Water, Pump	5.40 AI	Water, District	12.60 AI

LABOR REQUIREMENT ( per Acre)			
Irrigators	1.39 Hr	Other	0.05 Hr
		Tractor	3.28 Hr

\*NOTE: P = Previous Year C = Current Year N = Next Year  
 \*\* A water assessment charge of \$12.50 per Acre is included as an ownership cost in Table B.

**Table 3E. Schedule of Operations; Alfalfa Stand Establish, 1998**

COUNTY:Graham FARM: Graham County 98 WATER SOURCE: Surface/Pump TILLAGE: Double Crop  
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First No.Month	Times	Operation	Equipment/ Custom Oper		Job Rate Acres/Hr	----- Name	Material Use and Cost -----		Service Cost \$ / Unit	Labor Type
			HP	Self-Prop./ Implement			Appl. Rate	\$ / Unit		
1	Jul	3.0 Disk	125	Offset Disk, 13.5'	3.00					Tractor
2	Aug	1.0 Plow	150	Moldboard Plow, 3-16 2	1.00					Tractor
3	Aug	2.0 Landplane	100	Landplane 12'X 45'	3.30					Tractor
4	Aug	1.0 Apply Fert/Ground	100	Fertilizer Broadcaster,	4.00	11-52-00, Dry	200.00 Lb	284.00 Tn		Tractor
5	Sep	1.0 Plant	100	Grain Drill 12' W/Fert Box	3.00	Alfalfa Sd, Cert	25.00 Lb	250.00 CW		Tractor
6	Sep	1.0 Disk Ends	125	Offset Disk, 13.5'	20.00					Tractor
7	Sep	1.0 Buck Rows	100	Rowbuck, 10'	20.00					Tractor
										Other
8	Sep	2.1 Irrigate			2.50	Water, District	6.00 AI	0.00 AF		Irrigators
9	Sep	0.9 Irrigate			1.60	Water, Pump	6.00 AI	11.12 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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