

Table 13A. Income and Cash Operating Summary; Cauliflower (Transplant), 1998

COUNTY: Maricopa FARM: Maricopa Veg 98 WATER SOURCE: Roosevelt Irrigation TILLAGE: Double Crop
 CROP: Cauliflower ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Roosevelt ID YIELD: 563.0 Ct / Acre PREVIOUS CROP: Pimento DATE: 12/10/98

Item	Unit	Quantity	Price/ Unit	Budgeted /Acre	Total /Acre	Your Farm Budget	
INCOME	Cauliflower	Crtn	563.00	\$6.78	\$3,817.14	\$3,817.14	_____
CASH LAND PREPARATION AND GROWING EXPENSES (including sales tax)							
Paid Labor (including benefits)					228.82	_____	
Tractor/Self Propelled					76.74	_____	
Irrigation					93.59	_____	
Other/ Contract					58.49	_____	
Chemicals and Custom Applications					202.72	_____	
Fertilizer					121.20	_____	
Insecticide					78.22	_____	
Herbicide					3.30	_____	
Farm Machinery and Vehicles					61.19	_____	
Diesel Fuel					23.04	_____	
Repairs and Maintenance					38.15	_____	
Irrigation Water (excluding labor)					92.00	_____	
Water Assessment (See Note Below) **						_____	
Other Purchased Inputs &					387.32	_____	
Seed/Transplants					309.32	_____	
Other Services and Rentals					78.00	_____	
TOTAL CASH LAND PREPARATION AND GROWING EXPENSES					972.05	_____	
CASH HARVEST AND POST HARVEST EXPENSES							
Custom Harvest/Post Harvest					1967.00	_____	
Other Materials					470.34	_____	
TOTAL HARVEST AND POST HARVEST EXPENSE					2437.34	_____	
OPERATING OVERHEAD PICKUP USE					10.19	_____	
OPERATING INTEREST AT 10.0%					15.68	_____	
TOTAL CASH OPERATING EXPENSES					\$3,435.26	=====	
RETURNS OVER CASH OPERATING EXPENSES					\$381.88	_____	

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

** A water assessment charge of \$7.50 per Acre is included as an ownership cost in Table B.

Table 13B. Allocations of Ownership Costs; Cauliflower (Transplant), 1998

COUNTY: Maricopa FARM: Maricopa Veg 98 WATER SOURCE: Roosevelt Irrigation TILLAGE: Double Crop
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 AREA: Roosevelt ID YIELD: 563.0 Ct / Acre PREVIOUS CROP: Pimento DATE: 12/10/98

Item	-- CASH COST BASIS (\$/ACRE) --		-- TOTAL COST BASIS (\$/ACRE) --	
	Income and Costs	Net Returns	Income and Costs	Net Returns
TOTAL INCOME at \$6.78 / Ct	\$3,817.14		\$3,817.14	
TOTAL OPERATING EXPENSES	\$3,435.26		\$3,435.26	
RETURN OVER CASH OPERATING EXPENSES		\$381.88		\$381.88
CASH OVERHEAD EXPENSES				
Taxes, Housing and Insurance, Farm Machinery	6.91		6.91	
General and Office Overhead (5.0% of Total Operating Exp.)	171.76		171.76	
General Farm Maintenance (3.0% of Total Operating Exp.)	103.06		103.06	
Total Cash Overhead Expenses	281.73		281.73	
Total Cash Operating and Overhead Cost	3,716.98		3,716.98	
RETURNS OVER CASH OPER. AND OVER. EXPENSES		\$100.16		\$100.16
CAPITAL ALLOCATIONS (100% Equity)				
Capital Replacement, Machinery and Vehicles			39.09	
Interest on Equity, Machinery and Vehicles			15.25	
Total Capital Allocations			54.34	
RETURNS TO LAND, CAPITAL, MANAGEMENT AND RISK ----->		\$100.16		
RETURNS TO LAND, MANAGEMENT AND RISK ----->				\$45.81
Land Cost / Ownership (100% Equity)				
Property Taxes (\$619.00 X 16.0% X 0.141)	6.99		6.99	
Opportunity Interest on Land (100% X 6.0 X \$619.00)			18.57	
Water Assessment	7.50		7.50	
Total Land Costs	14.49		33.06	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		\$85.66		
RETURNS TO MANAGEMENT AND RISK ----->				\$12.75
Management Services (8% of Total Operation Expenses)			274.82	
TOTAL OWNERSHIP COST	296.22		643.95	
TOTAL COST	\$3,731.48		\$4,079.21	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		\$85.66		
RETURNS TO RISK (PROFITS) ----->				(\$262.07)
BREAK-EVEN PRICE TO COVER OPERATING COST (PER Lb)		\$6.10		\$6.10
BREAK-EVEN PRICE TO COVER OWNERSHIP COST		\$0.53		\$1.14
BREAK-EVEN PRICE TO COVER TOTAL COST		\$6.63		\$7.25

Table 13C. Variable Operating Costs; Cauliflower (Transplant), 1998

COUNTY: Maricopa FARM: Maricopa Veg 98 WATER SOURCE: Roosevelt Irrigation TILLAGE: Double Crop
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 AREA: Roosevelt ID YIELD: 563.0 Ct / Acre PREVIOUS CROP: Pimento DATE: 12/10/98

No.	First Month	Operation	---- Hours * ----		---- Operating Costs (\$/ACRE *) Per Operation ----					Tot. Cash Expense	Class	
			Machine	Labor	Fuel/Rps.	Labor	Cust/Serv.	Materials	Total			Times
1	Aug	Rip	0.450	0.500	5.72	4.87			10.60	0.5	5.30	L
2	Aug	Plow	0.180	0.200	2.85	1.95			4.80	1.0	4.80	L
3	Aug	Disk	0.090	0.100	1.37	0.97			2.35	3.0	7.04	L
4	Aug	Laser Level	0.450	0.500	5.55	4.87			10.42	0.5	5.21	L
5	Aug	List	0.225	0.250	2.02	2.44			4.46	1.0	4.46	L
6	Aug	Soil Fertility					3.00		3.00	1.0	3.00	G
7	Aug	Apply Fert/Ground	0.300	0.333	3.42	3.25		41.75	48.42	1.0	48.42	G
8	Aug	Apply Herbicide/Ground	0.225	0.250	1.15	2.44		81.51	85.10	1.0	85.10	G
9	Aug	Mulch	0.225	0.250	2.85	2.44			5.29	1.0	5.29	L
10	Sep	Transplant	0.900	2.000	8.64	19.50		309.32	337.45	1.0	337.45	L
11	Sep	Buck Rows	0.022	0.025	0.10	0.24			0.34	1.0	0.34	G
12	Sep	Irrigate		0.800		7.80		7.67	15.47	12.0	185.59	G
13	Sep	Cultivate	0.300	0.333	1.99	3.25			5.24	4.0	20.96	G
14	Sep	Apply Fert/Ground	0.300	0.333	2.49	3.25		38.18	43.91	1.0	43.91	G
15	Sep	Hand Weeding					75.00		75.00	1.0	75.00	G
16	Sep	Apply Insect./Ground	0.180	0.200	0.96	1.95			2.91	10.0	29.12	G
17	Sep	Apply Fert/Ground	0.300	0.333	3.42	3.25		13.76	20.43	3.0	61.29	G
18	Nov	Harvest 562 Ct					1826.50	470.34	2296.84	1.0	2296.84	H
19	Nov	Haul, Custom 562 Ct					140.50		140.50	1.0	140.50	H
20	Jan	Disk Residue 562 Ct	0.090	0.100	1.37	0.97			2.35	1.0	2.35	L
		Pickup Use40 Mi/Acre	1.333		10.19						10.19	
		Operating Interest at 10.0					15.68				15.68	
TOTAL CASH OPERATING EXPENSES (includes all times over):					96.42	203.78	2060.68	1074.38			3435.26	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 \$7.50 per Acre is included as an ownership cost in Table B.

OPERATING COST SUMMARY BY CLASS		SENSITIVITY OF THE NET REVENUES OVER TOTAL CASH EXPENSES (\$/ACRE)							
		Prices	- 25%	- 10%	Budgeted	+ 10%	+ 25%		
Land Preparation (L)	395.61	Yields	\$5.09	\$6.10	\$6.78	\$7.46	\$8.48	Break-even Price	
Growing (G)	576.44								
Harvest (H)	2,437.34	- 25%	422.3	-630.57	-201.15	85.14	371.43	800.85	6.58
Post Harvest (P)	0.00	- 10%	506.7	-566.75	-51.43	292.11	635.65	1,150.97	6.20
Marketing (M)	0.00	Budgeted	563.0	-524.20	48.38	430.09	811.80	1,384.37	6.02
Operating Overhead (O)	25.87	+ 10%	619.3	-481.64	148.18	568.07	987.95	1,617.78	5.86
Total (T)	\$3,435.26	+ 25%	703.8	-417.82	297.90	775.04	1,252.18	1,967.89	5.68
		Break-even Yield		1,256.57	535.71	387.51	303.54	229.08	

Table 13D. Resource and Cash Flow Requirements; Cauliflower (Transplant), 1998

COUNTY: Maricopa FARM: Maricopa Veg 98 WATER SOURCE: Roosevelt Irrigation TILLAGE: Double Crop
 CROP: Cauliflower ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Roosevelt ID YIELD: 563.0 Ct / Acre PREVIOUS CROP: Pimento DATE: 12/10/98

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			2.08		24.35	60.59	123.27		3.00	211.21
SEP C	4.0	16.0	13.36	30.67	56.71	111.68	79.45	309.32	75.00	662.83
OCT C	3.0	12.0	3.73	23.00	2.89	12.99				38.88
NOV C	3.0	12.0	2.60	23.00	0.94	9.75		470.34	1967.00	2471.03
DEC C	2.0	8.0	1.60	15.33		7.80				23.13
JAN N			0.10		1.34	0.97				2.31
Pickup Use40 Mi/Acre					10.19					10.19
Operating Interest at 10.0									15.68	15.68
Water Assessment				**						
Total	12.0	48.0	23.47	92.00	96.42	203.78	202.72	779.66	2060.68	3435.26
%				2.68	2.81	5.93	5.90	22.70	59.99	100.00

TOTAL RESOURCE REQUIREMENTS (per Acre)

TOTAL ENERGY REQUIREMENTS (per Acre)

Total N	222.0	Diesel Fuel	28.5 Gal
Total P	160.8	Unleaded Gas	4.0 Gal
Total K	0.0	All Direct Energy	4.5 M BTU
Total Labor	23.5		
Total Water	48.0		

EQUIPMENT REQUIREMENTS (per Acre)

Cultivator, Sweep, 4 Rw	1.20 Hr	Directed Spray Rig, 8	0.22 Hr	Drag Scraper, 14'	0.22 Hr
Fert. Side Dress Unit,	0.30 Hr	Fertilizer Injector, 4 Row	1.20 Hr	Laser, Complete System	0.22 Hr
Lister, 5 Bottom	0.22 Hr	Moldboard Plow, 5-16 2	0.18 Hr	Offset Disk, 16.5'	0.36 Hr
Pickup Truck, 1/2 Ton	1.33 Hr	Power Mulcher, 6 Rw	0.22 Hr	Rowbuck, 10'	0.02 Hr
Saddle Tk Sprayer, 2 Tk 8	1.80 Hr	Tractor, 50 PTO HP,	2.35 Hr	Tractor, 70 PTO HP,	2.10 Hr
Tractor, 100 PTO HP,	1.65 Hr	Tractor, 150 PTO HP,	0.99 Hr	Transplanter, Veg, 4Row	0.90 Hr
V-Ripper, 5 Shnk	0.22 Hr				

MATERIALS REQUIREMENT (per Acre)

10-34-00, Lqd	26.00 Ga	16-20-00, Dry	300.00 Lb	32-00-00, URAN 32, Lqd	40.80 Ga
Boxes for Cauliflower	563.00 Ct	Cauliflower Trans	9.00 Th	Imidacloprid	16.00 Oz
Methomyl	0.00 Pt	Trifluralin	1.00 Pt	Water, District	48.00 Al

LABOR REQUIREMENT (per Acre)

Irrigators	9.60 Hr	Other	6.00 Hr	Tractor	7.87 Hr
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*NOTE: P = Previous Year C = Current Year N = Next Year

** A water assessment charge of \$7.50 per Acre is included as an ownership cost in Table B.

Table 13E. Schedule of Operations; Cauliflower (Transplant), 1998

COUNTY: Maricopa FARM: Maricopa Veg 98 WATER SOURCE: Roosevelt Irrigation TILLAGE: Double Crop
 CROP: Cauliflower ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Roosevelt ID YIELD: 563.0 Ct / Acre PREVIOUS CROP: Pimento DATE: 12/10/98

First No.	Month	Times	Operation	Equipment/ Custom Oper HP Self-Prop./ Implement	Job Rate Acres/Hr	----- Material Use and Cost Name	----- Appl. Rate \$ / Unit	----- Service Cost \$ / Unit	Labor Type
1	Aug	0.5	Rip	150 V-Ripper, 5 Shnk	2.00				Tractor
2	Aug	1.0	Plow	150 Moldboard Plow, 5-16 2	5.00				Tractor
3	Aug	3.0	Disk	150 Offset Disk, 16.5'	10.00				Tractor
4	Aug	0.5	Laser Level	150 Drag Scraper, 14' Laser, Complete System	2.00				Tractor
5	Aug	1.0	List	100 Lister, 5 Bottom	4.00				Tractor
6	Aug	1.0	Soil Fertility	CST Soil Analysis (Surface)				3.00 Ac	
7	Aug	1.0	Apply Fert/Ground	100 Fertilizer Injector, 4 Row	3.00	10-34-00, Lqd	26.00 Ga	266.40 Tn	Tractor
8	Aug	1.0	Apply Herbicide/Ground	50 Directed Spray Rig, 8 Row	4.00	Trifluralin	1.00 Pt	24.95 Ga	Tractor
						Imidacloprid	16.00 Oz	591.67 Ga	
9	Aug	1.0	Mulch	100 Power Mulcher, 6 Rw	4.00				Tractor
10	Sep	1.0	Transplant	70 Transplanter, Veg, 4Row	1.00	Cauliflower Trans	9.00 Th	32.50 Th	Tractor Other
11	Sep	1.0	Buck Rows	50 Rowbuck, 10'	40.00				Tractor
12	Sep	12.0	Irrigate		1.25	Water, District	4.00 Al	23.00 AF	Irrigators
13	Sep	4.0	Cultivate	70 Cultivator, Sweep, 4 Rw	3.00				Tractor
14	Sep	1.0	Apply Fert/Ground	50 Fert. Side Dress Unit, 4Row	3.00	16-20-00, Dry	300.00 Lb	240.67 Tn	Tractor
15	Sep	1.0	Hand Weeding	CST Hand Weeding				75.00 Ac	
16	Sep	10.0	Apply Insect./Ground	50 Saddle Tk Sprayer, 2 Tk 8	5.00	Methomyl	0.00 Pt	49.05 Ga	Tractor
17	Sep	3.0	Apply Fert/Ground	100 Fertilizer Injector, 4 Row	3.00	32-00-00, URAN 32,	13.60 Ga	173.00 Tn	Tractor
18	Nov	1.0	Harvest	CST Harvest Cauliflower		Boxes for Cauliflower	563.00 Ct	0.79 Ct	3.25 Ct
19	Nov	1.0	Haul, Custom	CST Haul Produce				0.25 Ct	
20	Jan	1.0	Disk Residue	150 Offset Disk, 16.5'	10.00				Tractor
			Pickup use 40 Mi/Ac	Pickup Truck, 1/2 Ton	0.75				

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