

Table 11A. Income and Cash Operating Summary; Dry Onions, 1998

COUNTY: Maricopa FARM: Maricopa Veg 98 WATER SOURCE: Salt River Project TILLAGE: Conventional
 CROP: Onions, Dry ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Salt River Project YIELD: 957.0 Sk / Acre PREVIOUS CROP: Sorghum Silage DATE: 7/16/99

Item	Unit	Quantity	Price/ Unit	Budgeted /Acre	Total /Acre	Your Farm Budget	
INCOME	Onions	Sack	957.00	\$5.32	\$5,091.24	\$5,091.24	_____
CASH LAND PREPARATION AND GROWING EXPENSES (including sales tax)							
Paid Labor (including benefits)					118.45	_____	
Tractor/Self Propelled					50.21	_____	
Irrigation					58.49	_____	
Other/ Contract					9.75	_____	
Chemicals and Custom Applications					191.45	_____	
Fertilizer					108.92	_____	
Insecticide					8.20	_____	
Herbicide					74.33	_____	
Farm Machinery and Vehicles					52.44	_____	
Diesel Fuel					19.76	_____	
Repairs and Maintenance					32.69	_____	
Irrigation Water (excluding labor)					17.50	_____	
Water Assessment (See Note Below) **						_____	
Other Purchased Inputs &					944.17	_____	
Seed/Transplants					941.17	_____	
Other Services and Rentals					3.00	_____	
TOTAL CASH LAND PREPARATION AND GROWING EXPENSES					1324.03	_____	
CASH HARVEST AND POST HARVEST EXPENSES							
Paid Labor (including benefits)					0.49	_____	
Tractor/Self Propelled					0.49	_____	
Farm Machinery and Vehicles					0.47	_____	
Diesel Fuel					0.18	_____	
Repairs and Maintenance					0.29	_____	
Custom Harvest/Post Harvest					3148.53	_____	
Other Materials					890.58	_____	
TOTAL HARVEST AND POST HARVEST EXPENSE					4040.08	_____	
OPERATING OVERHEAD PICKUP USE					15.29	_____	
OPERATING INTEREST AT 10.0%					66.49	_____	
TOTAL CASH OPERATING EXPENSES					\$5,445.88	=====	
RETURNS OVER CASH OPERATING EXPENSES					(\$354.64)	_____	

Notes: The above figures do not include ownership costs, see table B for detailed cost allocation.
 ** A water assessment charge of \$20.00 per Acre is included as an ownership cost in Table B.

Table 11B. Allocations of Ownership Costs; Dry Onions, 1998

COUNTY: Maricopa FARM: Maricopa Veg 98 WATER SOURCE: Salt River Project
 CROP: Onions, Dry ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow
 AREA: Salt River Project YIELD: 957.0 Sk / Acre PREVIOUS CROP: Sorghum Silage

TILLAGE: Conventional
 SOIL: Sandy-Loam
 DATE: 7/16/99

Item	-- CASH COST BASIS (\$/ACRE) --		-- TOTAL COST BASIS (\$/ACRE) --	
	Income and Costs	Net Returns	Income and Costs	Net Returns
TOTAL INCOME at \$5.32 / Sk	\$5,091.24		\$5,091.24	
TOTAL OPERATING EXPENSES	\$5,445.88		\$5,445.88	
RETURN OVER CASH OPERATING EXPENSES		(\$354.64)		(\$354.64)
CASH OVERHEAD EXPENSES				
Taxes, Housing and Insurance, Farm Machinery	6.77		6.77	
General and Office Overhead (5.0% of Total Operating Exp.)	272.29		272.29	
General Farm Maintenance (3.0% of Total Operating Exp.)	163.38		163.38	
Total Cash Overhead Expenses	442.44		442.44	
Total Cash Operating and Overhead Cost	5,888.32		5,888.32	
RETURNS OVER CASH OPER. AND OVER. EXPENSES		(\$797.08)		(\$797.08)
CAPITAL ALLOCATIONS (100% Equity)				
Capital Replacement, Machinery and Vehicles			36.71	
Interest on Equity, Machinery and Vehicles			17.89	
Total Capital Allocations			54.60	
RETURNS TO LAND, CAPITAL, MANAGEMENT AND RISK ----->		(\$797.08)		
RETURNS TO LAND, MANAGEMENT AND RISK ----->				(\$851.69)
Land Cost / Ownership (100% Equity)				
Property Taxes (\$619.00 X 16.0% X 0.141)	13.98		13.98	
Opportunity Interest on Land (100% X 6.0 X \$619.00)			37.14	
Water Assessment	20.00		20.00	
Total Land Costs	33.98		71.12	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		(\$831.07)		
RETURNS TO MANAGEMENT AND RISK ----->				(\$922.81)
Management Services (8% of Total Operation Expenses)			435.67	
TOTAL OWNERSHIP COST	476.42		1,003.84	
TOTAL COST	\$5,922.31		\$6,449.72	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		(\$831.07)		
RETURNS TO RISK (PROFITS) ----->				(\$1,358.48)
BREAK-EVEN PRICE TO COVER OPERATING COST (PER Lb)		\$5.69		\$5.69
BREAK-EVEN PRICE TO COVER OWNERSHIP COST		\$0.50		\$1.05
BREAK-EVEN PRICE TO COVER TOTAL COST		\$6.19		\$6.74

Table 11C. Variable Operating Costs; Dry Onions, 1998

COUNTY: Maricopa FARM: Maricopa Veg 98 WATER SOURCE: Salt River Project TILLAGE: Conventional
 CROP: Onions, Dry ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Salt River Project YIELD: 957.0 Sk / Acre PREVIOUS CROP: Sorghum Silage DATE: 7/16/99

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	Rip	0.450	0.500	5.57	4.87			10.44	0.5	5.22	L
2	Jul	Disk	0.150	0.167	2.39	1.63			4.02	4.0	16.07	L
3	Aug	Plow	0.450	0.500	6.35	4.87			11.23	1.0	11.23	L
4	Aug	Laser Level	0.450	0.500	5.40	4.87			10.27	0.5	5.13	L
5	Oct	Soil Fertility					3.00		3.00	1.0	3.00	G
6	Oct	Apply Fert/Ground	0.180	0.200	1.03	1.95		48.22	51.21	1.0	51.21	G
7	Oct	List	0.225	0.250	1.97	2.44			4.41	1.0	4.41	L
8	Oct	Plant	0.900	2.000	13.02	19.50	941.17		973.69	1.0	973.69	L
9	Oct	Apply Herbicide/Ground	0.225	0.250	1.13	2.44		65.35	68.92	1.0	68.92	G
10	Oct	Buck Rows	0.045	0.050	0.19	0.49			0.68	2.0	1.35	G
11	Oct	Irrigate		0.400		3.90		1.17	5.07	15.0	75.99	G
12	Oct	Disk Ends	0.045	0.050	0.26	0.49			0.75	2.0	1.50	G
13	Oct	Apply Herbicide/Ground	0.225	0.250	1.13	2.44		8.98	12.54	1.0	12.54	G
14	Nov	Cultivate	0.225	0.250	1.46	2.44			3.90	2.0	7.79	G
15	Feb	Apply Fert/Ground	0.300	0.333	3.35	3.25		30.35	36.95	2.0	73.90	G
16	Mar	Apply Insecticide/Air					4.23	3.97	8.20	1.0	8.20	G
17	Apr	Prepare Ends	0.045	0.050	0.47	0.49			0.96	1.0	0.96	H
18	May	Harvest 957 Sk					2076.69	506.01	2582.70	1.0	2582.70	H
19	May	Field Grade 957 Sk					957.00	384.57	1341.57	1.0	1341.57	H
20	May	Haul, Custom 957 Sk					114.84		114.84	1.0	114.84	H
21	Jun	Disk Residue 957 Sk	0.150	0.167	2.24	1.63			3.86	1.0	3.86	L
		Pickup Use60 Mi/Acre	2.000		15.29						15.29	
		Operating Interest at 10.0					66.49				66.49	
=====												
TOTAL CASH OPERATING EXPENSES (includes all times over):												
5445.88 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 \$20.00 per Acre is included as an ownership cost in Table B.

OPERATING COST SUMMARY BY CLASS

Land Preparation (L)	1,019.62
Growing (G)	304.41
Harvest (H)	4,040.08
Post Harvest (P)	0.00
Marketing (M)	0.00
Operating Overhead (O)	81.78
Total (T)	=====
	\$5,445.88

SENSITIVITY OF THE NET REVENUES OVER TOTAL CASH EXPENSES (\$/ACRE)

Prices	- 25%	- 10%	Budgeted	+ 10%	+ 25%	Break-even Price
Yields	\$3.99	\$4.79	\$5.32	\$5.85	\$6.65	
- 25%	717.8	-1,571.64	-998.88	-617.03	-235.19	337.57
- 10%	861.3	-1,604.89	-917.57	-459.36	-1.15	686.17
Budgeted	957.0	-1,627.05	-863.37	-354.24	154.88	918.57
+ 10%	1,052.7	-1,649.22	-809.16	-249.13	310.91	1,150.97
Break-even Yield	-6,068.13	2,481.32	1,279.51	862.00	578.74	

Table 11D. Resource and Cash Flow Requirements; Dry Onions, 1998

COUNTY: Maricopa FARM: Maricopa Veg 98 WATER SOURCE: Salt River Project TILLAGE: Conventional
 CROP: Onions, Dry ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Salt River Project YIELD: 957.0 Sk / Acre PREVIOUS CROP: Sorghum Silage DATE: 7/16/99

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 P			0.58		7.57	5.69					13.26
AUG P			0.75		9.05	7.31					16.36
OCT P	3.0	9.0	4.42	5.00	21.12	43.06	122.56	941.17	3.00		1135.91
NOV P	3.0	9.0	1.67	7.50	4.04	16.25					27.79
DEC P	2.0	6.0	0.80	5.00		7.80					12.80
JAN C	2.0	6.0	1.05		1.46	10.24					11.70
FEB C	2.0	6.0	1.18		3.62	11.53	30.35				45.50
MAR C	2.0	6.0	1.13		3.35	11.05	34.32		4.23		52.95
APR C	1.0	3.0	0.45		0.47	4.39					4.86
MAY C								890.58	3148.53		4039.11
JUN C			0.17		2.24	1.63					3.86
Pickup Use60 Mi/Acre					15.29						15.29
Operating Interest at 10.0									66.49		66.49
Water Assessment				**							
Total	15.0	45.0	12.20	17.50	68.21	118.94	187.22	1831.76	3222.25		5445.88
%				0.32	1.25	2.18	3.44	33.64	59.17		100.00

TOTAL RESOURCE REQUIREMENTS (per Acre)

Total N 252.4
 Total P 212.0
 Total K 0.0
 Total Labor 12.2
 Total Water 45.0

TOTAL ENERGY REQUIREMENTS (per Acre)

Diesel Fuel 24.7 Gal
 Unleaded Gas 6.0 Gal
 All Direct Energy 4.2 M BTU

EQUIPMENT REQUIREMENTS (per Acre)

Bed Shaper, 4 Rw	0.90 Hr	Cultivator, Sweep, 4 Rw	0.45 Hr	Directed Spray Rig, 8	0.45 Hr
Drag Scraper, 14'	0.22 Hr	Fertilizer Broadcaster,	0.18 Hr	Fertilizer Injector, 4 Row	0.60 Hr
Laser, Complete System	0.22 Hr	Lister, 5 Bottom	0.22 Hr	Moldboard Plow, 4-16 2	0.45 Hr
Offset Disk, 10.5'	0.09 Hr	Offset Disk, 13.5'	0.05 Hr	Offset Disk, 16.5'	0.15 Hr
Offset Disk, 18'	0.60 Hr	Pickup Truck, 1/2 Ton	2.00 Hr	Planter/Gramor, 4 Bd,8	0.90 Hr
Rowbuck, 10'	0.09 Hr	Tractor, 50 PTO HP,	0.63 Hr	Tractor, 70 PTO HP,	0.63 Hr
Tractor, 100 PTO HP,	1.77 Hr	Tractor, 150 PTO HP,	1.65 Hr	V-Ripper, 5 Shnk	0.22 Hr

MATERIALS REQUIREMENT (per Acre)

10-53-00, Dry	400.00 Lb	32-00-00, URAN 32, Lqd	60.00 Ga	Bromoxynil	1.00 Pt
Burlap Sacks	957.00 Sk	DCPA	10.00 Lb	Onion Bags 50# Mesh	957.00 Sk
Onion Seed (Pelletized)	1000.00 Th	PARATHION/METHYL,4E,5	1.00 Pt	Water, District	45.00 Al

LABOR REQUIREMENT (per Acre)

Irrigators	6.00 Hr	Other	1.00 Hr	Tractor	5.20 Hr
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*NOTE: P = Previous Year C = Current Year N = Next Year

** A water assessment charge of \$20.00 per Acre is included as an ownership cost in Table B.

Table 11E. Schedule of Operations; Dry Onions, 1998

COUNTY: Maricopa FARM: Maricopa Veg 98 WATER SOURCE: Salt River Project TILLAGE: Conventional
 CROP: Onions, Dry ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Salt River Project YIELD: 957.0 Sk / Acre PREVIOUS CROP: Sorghum Silage DATE: 7/16/99

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	Jul	0.5	Rip	150	V-Ripper, 5 Shnk	2.00						Tractor
2	Jul	4.0	Disk	150	Offset Disk, 18'	6.00						Tractor
3	Aug	1.0	Plow	150	Moldboard Plow, 4-16 2	2.00						Tractor
4	Aug	0.5	Laser Level	150	Drag Scraper, 14'	2.00						Tractor
					Laser, Complete System							
5	Oct	1.0	Soil Fertility		CST Soil Analysis (Surface)						3.00 Ac	
6	Oct	1.0	Apply Fert/Ground	70	Fertilizer Broadcaster,	5.00	10-53-00, Dry	400.00	Lb	228.00	Tn	Tractor
7	Oct	1.0	List	100	Lister, 5 Bottom	4.00						Tractor
8	Oct	1.0	Plant	100	Planter/Gramor, 4 Bd,8	1.00	Onion Seed (Pelletized)	1000.00	Th	0.89	Th	Tractor
					Bed Shaper, 4 Rw							Other
9	Oct	1.0	Apply Herbicide/Ground	50	Directed Spray Rig, 8 Row	4.00	DCPA	10.00	Lb	6.18	Lb	Tractor
10	Oct	2.0	Buck Rows	50	Rowbuck, 10'	20.00						Tractor
11	Oct	15.0	Irrigate			2.50	Water, District	3.00	Al	4.67	AF	Irrigators
12	Oct	2.0	Disk Ends	50	Offset Disk, 10.5'	20.00						Tractor
13	Oct	1.0	Apply Herbicide/Ground	50	Directed Spray Rig, 8 Row	4.00	Bromoxynil	1.00	Pt	67.93	Ga	Tractor
14	Nov	2.0	Cultivate	70	Cultivator, Sweep, 4 Rw	4.00						Tractor
15	Feb	2.0	Apply Fert/Ground	100	Fertilizer Injector, 4 Row	3.00	32-00-00, URAN 32,	30.00	Ga	173.00	Tn	Tractor
16	Mar	1.0	Apply Insecticide/Air		CST Air Spray, 3 Gal Mix			1.00	Pt	30.00	Ga	4.23 Ac
17	Apr	1.0	Prepare Ends		100 Offset Disk, 13.5'	20.00						Tractor
18	May	1.0	Harvest		CST Cut/Top/Field Sack Dry		Burlap Sacks	957.00	Sk	0.50	Sk	2.17 Sk
19	May	1.0	Field Grade		CST Grade/Size/Pack Onions		Onion Bags 50# Mesh	957.00	Sk	0.38	Sk	1.00 Sk
20	May	1.0	Haul, Custom		CST Field Haul Dry Onions							0.12 Sk
21	Jun	1.0	Disk Residue		150 Offset Disk, 16.5'	6.00						Tractor
			Pickup use 60 Mi/Ac		Pickup Truck, 1/2 Ton	0.50						

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