

Table 15A. Income and Cash Operating Summary; Fall Cabbage, 1998

COUNTY: Maricopa FARM: Maricopa Veg 98 WATER SOURCE: Salt River Project TILLAGE: Double Crop
 CROP: Cabbage ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Salt River Project YIELD: 507.0 Ct / Acre PREVIOUS CROP: Watermelons DATE: 7/16/99

Item	Unit	Quantity	Price/ Unit	Budgeted /Acre	Total /Acre	Your Farm Budget	
INCOME	Cabbage	Crtn	507.00	\$3.78	\$1,916.46	\$1,916.46	_____
CASH LAND PREPARATION AND GROWING EXPENSES (including sales tax)							
Paid Labor (including benefits)					168.17	_____	
Tractor/Self Propelled					93.43	_____	
Irrigation					68.24	_____	
Other/ Contract					6.50	_____	
Chemicals and Custom Applications					243.29	_____	
Fertilizer					128.54	_____	
Insecticide					111.45	_____	
Herbicide					3.30	_____	
Farm Machinery and Vehicles					63.37	_____	
Diesel Fuel					24.85	_____	
Repairs and Maintenance					38.52	_____	
Irrigation Water (excluding labor)					15.00	_____	
Water Assessment (See Note Below) **						_____	
Other Purchased Inputs &					469.74	_____	
Seed/Transplants					241.74	_____	
Other Services and Rentals					228.00	_____	
TOTAL CASH LAND PREPARATION AND GROWING EXPENSES					959.58	_____	
CASH HARVEST AND POST HARVEST EXPENSES							
Custom Harvest/Post Harvest					1828.80	_____	
Cotton Ginning					0.00	_____	
Crop Assessment					0.00	_____	
Other Materials					509.34	_____	
TOTAL HARVEST AND POST HARVEST EXPENSE					2338.15	_____	
OPERATING OVERHEAD PICKUP USE					15.29	_____	
OPERATING INTEREST AT 10.0%					23.35	_____	
TOTAL CASH OPERATING EXPENSES					\$3,336.36	=====	
RETURNS OVER CASH OPERATING EXPENSES					(\$1,419.90)	_____	

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

** A water assessment charge of \$10.00 per Acre is included as an ownership cost in Table B.

Table 15B. Allocations of Ownership Costs; Fall Cabbage, 1998

COUNTY: Maricopa FARM: Maricopa Veg 98 WATER SOURCE: Salt River Project TILLAGE: Double Crop
 CROP: Cabbage ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Salt River Project YIELD: 507.0 Ct / Acre PREVIOUS CROP: Watermelons 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 \$3.78 / Ct	\$1,916.46		\$1,916.46	
TOTAL OPERATING EXPENSES	\$3,336.36		\$3,336.36	
RETURN OVER CASH OPERATING EXPENSES		(\$1,419.90)		(\$1,419.90)
CASH OVERHEAD EXPENSES				
Taxes, Housing and Insurance, Farm Machinery	7.50		7.50	
General and Office Overhead (5.0% of Total Operating Exp.)	166.82		166.82	
General Farm Maintenance (3.0% of Total Operating Exp.)	100.09		100.09	
Total Cash Overhead Expenses	274.41		274.41	
Total Cash Operating and Overhead Cost	3,610.76		3,610.76	
RETURNS OVER CASH OPER. AND OVER. EXPENSES		(\$1,694.30)		(\$1,694.30)
CAPITAL ALLOCATIONS (100% Equity)				
Capital Replacement, Machinery and Vehicles			41.38	
Interest on Equity, Machinery and Vehicles			15.37	
Total Capital Allocations			56.75	
RETURNS TO LAND, CAPITAL, MANAGEMENT AND RISK ----->		(\$1,694.30)		
RETURNS TO LAND, MANAGEMENT AND RISK ----->				(\$1,751.05)
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	10.00		10.00	
Total Land Costs	16.99		35.56	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		(\$1,711.29)		
RETURNS TO MANAGEMENT AND RISK ----->				(\$1,786.61)
Management Services (8% of Total Operation Expenses)			266.91	
TOTAL OWNERSHIP COST	291.40		633.62	
TOTAL COST	\$3,627.75		\$3,969.98	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		(\$1,711.29)		
RETURNS TO RISK (PROFITS) ----->				(\$2,053.52)
BREAK-EVEN PRICE TO COVER OPERATING COST (PER Lb)		\$6.58		\$6.58
BREAK-EVEN PRICE TO COVER OWNERSHIP COST		\$0.57		\$1.25
BREAK-EVEN PRICE TO COVER TOTAL COST		\$7.16		\$7.83

Table 15C. Variable Operating Costs; Fall Cabbage, 1998

COUNTY: Maricopa FARM: Maricopa Veg 98 WATER SOURCE: Salt River Project TILLAGE: Double Crop
 CROP: Cabbage ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Salt River Project YIELD: 507.0 Ct / Acre PREVIOUS CROP: Watermelons 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	Aug	Rip	0.225	0.250	2.78	2.44			5.22	0.5	2.61	L
2	Aug	Plow	0.450	0.500	6.35	4.87			11.23	1.0	11.23	L
3	Aug	Disk	0.225	0.250	3.35	2.44			5.79	3.0	17.37	L
4	Aug	Laser Level	0.450	0.500	5.40	4.87			10.27	0.5	5.13	L
5	Sep	Apply Herbicide/Ground	0.225	0.250	1.00	2.44		3.30	6.73	1.0	6.73	G
6	Sep	List	0.225	0.250	1.97	2.44			4.41	1.0	4.41	L
7	Sep	Plant	0.600	1.334	5.73	13.00		241.74	260.48	1.0	260.48	L
8	Sep	Apply Insect./Ground	0.150	0.167	0.89	1.63		78.22	80.73	1.0	80.73	G
9	Sep	Buck Rows	0.045	0.050	0.19	0.49			0.68	5.0	3.38	G
10	Sep	Irrigate		1.000		9.75		2.14	11.89	7.0	83.24	G
11	Sep	Disk Ends	0.045	0.050	0.26	0.49			0.75	5.0	3.76	G
12	Sep	Thinning					75.00		75.00	1.0	75.00	G
13	Sep	Cultivate	0.563	0.625	2.59	6.09			8.68	5.0	43.42	G
14	Sep	Soil Fertility					3.00		3.00	1.0	3.00	G
15	Sep	Apply Fert/Ground	0.450	0.500	3.68	4.87		36.35	44.90	2.0	89.81	G
16	Sep	Apply Insect./Ground	0.225	0.250	1.13	2.44		9.73	13.29	2.0	26.58	G
17	Sep	Hand Weeding					75.00		75.00	2.0	150.00	G
18	Oct	Apply Fert/Ground	0.450	0.500	1.99	4.87		27.92	34.78	2.0	69.57	G
19	Nov	Apply Insect./Ground	0.225	0.250	1.13	2.44		13.79	17.35	1.0	17.35	G
20	Nov	Harvest/Field Pack 508 Ct					1651.00	509.34	2160.34	1.0	2160.34	H
21	Nov	Haul, Custom 508 Ct					177.80		177.80	1.0	177.80	H
22	Dec	Disk Residue 508 Ct	0.225	0.250	3.35	2.44			5.79	1.0	5.79	L
		Pickup Use60 Mi/Acre	2.000		15.29						15.29	
		Operating Interest at 10.0					23.35				23.35	
TOTAL CASH OPERATING EXPENSES (includes all times over):											3336.36	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 \$10.00 per Acre is included as an ownership cost in Table B.

OPERATING COST SUMMARY BY CLASS

Land Preparation (L)	307.01
Growing (G)	652.56
Harvest (H)	2,338.14
Post Harvest (P)	0.00
Marketing (M)	0.00
Operating Overhead (O)	38.64
Total (T)	\$3,336.36

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

Prices	- 25%	- 10%	Budgeted	+ 10%	+ 25%	Break-even Price	
Yields	\$2.84	\$3.40	\$3.78	\$4.16	\$4.72		
- 25%	380.3	-1,671.88	-1,456.28	-1,312.54	-1,168.81	-953.21	7.23
- 10%	456.3	-1,807.00	-1,548.28	-1,375.80	-1,203.32	-944.59	6.80
Budgeted	507.0	-1,897.08	-1,609.61	-1,417.97	-1,226.32	-938.85	6.58
+ 10%	557.7	-1,987.16	-1,670.94	-1,460.13	-1,249.32	-933.11	6.40
Break-even Yield		-560.74	-823.56	-1,197.85	-2,195.78	8,795.28	

Table 15D. Resource and Cash Flow Requirements; Fall Cabbage, 1998

COUNTY: Maricopa FARM: Maricopa Veg 98 WATER SOURCE: Salt River Project TILLAGE: Double Crop
 CROP: Cabbage ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Salt River Project YIELD: 507.0 Ct / Acre PREVIOUS CROP: Watermelons 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 C			0.13		1.39	1.22				2.61
AUG C			1.25		15.75	12.19				27.94
SEP C	3.0	18.0	7.50		24.09	73.12	127.59	241.74	153.00	619.55
OCT C	3.0	18.0	6.88	10.00	17.66	67.02	101.91		150.00	346.59
NOV C	1.0	6.0	1.25	5.00	1.13	12.19	13.79	254.67	876.90	1163.68
DEC C			0.25		3.35	2.44		254.67	876.90	1137.36
Pickup Use60 Mi/Acre					15.29					15.29
Operating Interest at 10.0 Water Assessment				**					23.35	23.35
Total	7.0	42.0	17.25	15.00	78.66	168.17	243.29	751.08	2080.15	3336.36
%				0.45	2.36	5.04	7.29	22.51	62.35	100.00

TOTAL RESOURCE REQUIREMENTS (per Acre)

Total N 198.9
 Total P 230.0
 Total K 0.0
 Total Labor 17.3
 Total Water 42.0

TOTAL ENERGY REQUIREMENTS (per Acre)

Diesel Fuel 30.8 Gal
 Unleaded Gas 6.0 Gal
 All Direct Energy 5.0 M BTU

EQUIPMENT REQUIREMENTS (per Acre)

Bed Shaper, 4 Rw	0.60 Hr	Cultivator, Sweep, 3 Rw	2.82 Hr	Directed Spray Rig, 8	0.67 Hr
Directed Spray Rig, 16	0.15 Hr	Drag Scraper, 14'	0.22 Hr	Fert. Side Dress Unit,	0.90 Hr
Fertilizer Broadcaster,	1.13 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'	0.23 Hr	Offset Disk, 16.5'	0.90 Hr
Pickup Truck, 1/2 Ton	2.00 Hr	Planter, Stanhay, 2 Row	0.60 Hr	Rowbuck, 10'	0.23 Hr
Tractor, 50 PTO HP,	6.11 Hr	Tractor, 70 PTO HP,	0.60 Hr	Tractor, 100 PTO HP,	0.22 Hr
Tractor, 150 PTO HP,	1.69 Hr	V-Ripper, 5 Shnk	0.11 Hr		

MATERIALS REQUIREMENT (per Acre)

18-46-00, Dry	500.00 Lb	33-00-00, Amm. Nitrate,	330.00 Lb	Boxes & Supplies	507.00 Ct
BT	4.00 Lb	Cabbage Seed (Hybrid)	90.00 Th	Imidacloprid	16.00 Oz
Methomyl	4.50 Pt	Trifluralin	1.00 Pt	Water, District	42.00 AI

LABOR REQUIREMENT (per Acre)

Irrigators	7.00 Hr	Other	0.67 Hr	Tractor	9.58 Hr
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*NOTE: P = Previous Year C = Current Year N = Next Year

** A water assessment charge of \$10.00 per Acre is included as an ownership cost in Table B.

Table 15E. Schedule of Operations; Fall Cabbage, 1998

COUNTY: Maricopa FARM: Maricopa Veg 98 WATER SOURCE: Salt River Project TILLAGE: Double Crop
 CROP: Cabbage ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Salt River Project YIELD: 507.0 Ct / Acre PREVIOUS CROP: Watermelons DATE: 7/16/99

No.	Month	First 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	0.5	Rip	150	V-Ripper, 5 Shnk	4.00						Tractor
2	Aug	1.0	Plow	150	Moldboard Plow, 4-16 2	2.00						Tractor
3	Aug	3.0	Disk	150	Offset Disk, 16.5'	4.00						Tractor
4	Aug	0.5	Laser Level	150	Drag Scraper, 14' Laser, Complete System	2.00						Tractor
5	Sep	1.0	Apply Herbicide/Ground	50	Fertilizer Broadcaster,	4.00	Trifluralin	1.00	Pt	24.95	Ga	Tractor
6	Sep	1.0	List	100	Lister, 5 Bottom	4.00						Tractor
7	Sep	1.0	Plant	70	Planter, Stanhay, 2 Row Bed Shaper, 4 Rw	1.50	Cabbage Seed (Hybrid)	90.00	Th	2.54	Th	Tractor Other
8	Sep	1.0	Apply Insect./Ground	50	Directed Spray Rig, 16 Row	6.00	Imidacloprid	16.00	Oz	591.67	Ga	Tractor
9	Sep	5.0	Buck Rows	50	Rowbuck, 10'	20.00						Tractor
10	Sep	7.0	Irrigate			1.00	Water, District	6.00	Al	4.29	AF	Irrigators
11	Sep	5.0	Disk Ends	50	Offset Disk, 10.5'	20.00						Tractor
12	Sep	1.0	Thinning		CST Thinning							75.00 Ac
13	Sep	5.0	Cultivate	50	Cultivator, Sweep, 3 Rw	1.60						Tractor
14	Sep	1.0	Soil Fertility		CST Soil Analysis (Surface)							3.00 Ac
15	Sep	2.0	Apply Fert/Ground	50	Fert. Side Dress Unit, 4Row	2.00	18-46-00, Dry	250.00	Lb	275.00	Tn	Tractor
16	Sep	2.0	Apply Insect./Ground	50	Directed Spray Rig, 8 Row	4.00	Methomyl	1.50	Pt	49.05	Ga	Tractor
17	Sep	2.0	Hand Weeding		CST Hand Weeding							75.00 Ac
18	Oct	2.0	Apply Fert/Ground	50	Fertilizer Broadcaster,	2.00	33-00-00, Amm. Nitrate,	165.00	Lb	320.00	Tn	Tractor
19	Nov	1.0	Apply Insect./Ground	50	Directed Spray Rig, 8 Row	4.00	Methomyl	1.50	Pt	49.05	Ga	Tractor
							BT	4.00	Lb	0.96	Lb	
20	Nov	1.0	Harvest/Field Pack		CST Harvest Cabbage		Boxes & Supplies	507.00	Ct	0.95	Ct	3.25 Ct
21	Nov	1.0	Haul, Custom		CST Haul Cabbage							0.35 Ct
22	Dec	1.0	Disk Residue	150	Offset Disk, 16.5'	4.00						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.

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