

Table 3A. Income and Cash Operating Summary; Fall Iceberg Lettuce, 1998

COUNTY: Maricopa FARM: Maricopa Veg 98 WATER SOURCE: Salt River Project TILLAGE: Double Crop
 CROP: Lettuce, Iceberg ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Salt River Project YIELD: 297.0 Ct / Acre PREVIOUS CROP: Potatoes, Early DATE: 12/10/98

Item	Unit	Quantity	Price/ Unit	Budgeted /Acre	Total /Acre	Your Farm Budget	
INCOME	Lettuce	Crtn	297.00	\$8.63	\$2,563.11	\$2,563.11	_____
CASH LAND PREPARATION AND GROWING EXPENSES (including sales tax)							
Paid Labor (including benefits)					174.25	_____	
Tractor/Self Propelled					44.63	_____	
Irrigation					112.08	_____	
Other/ Contract					17.55	_____	
Chemicals and Custom Applications					310.06	_____	
Fertilizer					108.58	_____	
Insecticide					178.01	_____	
Herbicide					19.20	_____	
Other Chemicals					4.26	_____	
Farm Machinery and Vehicles					41.80	_____	
Diesel Fuel					15.96	_____	
Repairs and Maintenance					25.84	_____	
Irrigation Water (excluding labor)					20.00	_____	
Water Assessment (See Note Below) **						_____	
Other Purchased Inputs & Seed/Transplants					179.52	_____	
Other Services and Rentals					101.52	_____	
					78.00	_____	
TOTAL CASH LAND PREPARATION AND GROWING EXPENSES					725.64	_____	
CASH HARVEST AND POST HARVEST EXPENSES							
Paid Labor (including benefits)					0.32	_____	
Tractor/Self Propelled					0.32	_____	
Farm Machinery and Vehicles					0.48	_____	
Diesel Fuel					0.18	_____	
Repairs and Maintenance					0.30	_____	
Custom Harvest/Post Harvest					712.80	_____	
Other Materials					276.39	_____	
TOTAL HARVEST AND POST HARVEST EXPENSE					989.99	_____	
OPERATING OVERHEAD PICKUP USE					15.29	_____	
OPERATING INTEREST AT 10.0%					11.74	_____	
TOTAL CASH OPERATING EXPENSES					\$1,742.66	=====	
RETURNS OVER CASH OPERATING EXPENSES					\$820.45	_____	

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 3B. Allocations of Ownership Costs; Fall Iceberg Lettuce, 1998

COUNTY: Maricopa FARM: Maricopa Veg 98 WATER SOURCE: Salt River Project TILLAGE: Double Crop
 CROP: Lettuce, Iceberg ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Salt River Project YIELD: 297.0 Ct / Acre PREVIOUS CROP: Potatoes, Early 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 \$8.63 / Ct	\$2,563.11		\$2,563.11	
TOTAL OPERATING EXPENSES	\$1,742.66		\$1,742.66	
RETURN OVER CASH OPERATING EXPENSES		\$820.45		\$820.45
CASH OVERHEAD EXPENSES				
Taxes, Housing and Insurance, Farm Machinery	4.82		4.82	
General and Office Overhead (5.0% of Total Operating Exp.)	87.13		87.13	
General Farm Maintenance (3.0% of Total Operating Exp.)	52.28		52.28	
Total Cash Overhead Expenses	144.23		144.23	
Total Cash Operating and Overhead Cost	1,886.89		1,886.89	
RETURNS OVER CASH OPER. AND OVER. EXPENSES		\$676.22		\$676.22
CAPITAL ALLOCATIONS (100% Equity)				
Capital Replacement, Machinery and Vehicles			26.32	
Interest on Equity, Machinery and Vehicles			13.28	
Total Capital Allocations			39.60	
RETURNS TO LAND, CAPITAL, MANAGEMENT AND RISK ----->		\$676.22		
RETURNS TO LAND, MANAGEMENT AND RISK ----->				\$636.62
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 ----->		\$659.23		
RETURNS TO MANAGEMENT AND RISK ----->				\$601.06
Management Services (8% of Total Operation Expenses)			139.41	
TOTAL OWNERSHIP COST	161.22		358.81	
TOTAL COST	\$1,903.88		\$2,101.47	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		\$659.23		
RETURNS TO RISK (PROFITS) ----->				\$461.64
BREAK-EVEN PRICE TO COVER OPERATING COST (PER Lb)		\$5.87		\$5.87
BREAK-EVEN PRICE TO COVER OWNERSHIP COST		\$0.54		\$1.21
BREAK-EVEN PRICE TO COVER TOTAL COST		\$6.41		\$7.08

Table 3C. Variable Operating Costs; Fall Iceberg Lettuce, 1998

COUNTY: Maricopa FARM: Maricopa Veg 98 WATER SOURCE: Salt River Project TILLAGE: Double Crop
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 AREA: Salt River Project YIELD: 297.0 Ct / Acre PREVIOUS CROP: Potatoes, Early 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	Jun	Rip	0.225	0.250	2.86	2.44			5.30	0.5	2.65	L
2	Jun	Plow	0.450	0.500	6.51	4.87			11.38	1.0	11.38	L
3	Jun	Disk	0.150	0.167	2.44	1.63			4.07	3.0	12.21	L
4	Aug	Laser Level	0.450	0.500	5.55	4.87			10.42	0.5	5.21	L
5	Aug	Soil Fertility					3.00		3.00	1.0	3.00	G
6	Aug	Apply Fert/Ground	0.150	0.167	0.93	1.63		63.05	65.61	1.0	65.61	G
7	Aug	List	0.225	0.250	2.90	2.44			5.34	1.0	5.34	L
8	Sep	Mulch	0.300	0.333	2.62	3.25			5.87	1.0	5.87	L
9	Sep	Plant	0.360	0.800	4.75	7.80		101.52	114.07	1.0	114.07	L
10	Sep	Apply Insect./Ground	0.150	0.167	1.02	1.63		78.22	80.86	1.0	80.86	G
11	Sep	Apply Herbicide/Ground	0.225	0.250	1.40	2.44		19.20	23.04	1.0	23.04	G
12	Sep	Set Sprinklers	0.158	0.350	0.90	3.41			4.31	1.0	4.31	G
13	Sep	Irrigate/Sprinkler		1.000		9.75			9.75	6.0	58.49	G
14	Sep	Remove Sprinklers	0.158	0.350	0.90	3.41			4.31	1.0	4.31	G
15	Sep	Buck Rows	0.045	0.050	0.27	0.49			0.76	2.0	1.51	G
16	Sep	Irrigate/Run Fertilizer		0.943		9.19		15.18	24.37	3.0	73.10	G
17	Sep	Irrigate		0.667		6.50		5.00	11.50	4.0	46.01	G
18	Sep	Disk Ends	0.045	0.050	0.34	0.49			0.83	2.0	1.66	G
19	Sep	Apply Insect./Ground	0.150	0.167	1.02	1.63		11.48	14.13	1.0	14.13	G
20	Sep	Thinning					75.00		75.00	1.0	75.00	G
21	Sep	Cultivate	0.300	0.333	2.08	3.25			5.33	2.0	10.66	G
22	Sep	Apply Insect./Ground	0.015	0.017	0.09	0.17		17.13	17.38	2.0	34.76	G
23	Oct	Apply Insect./Ground	0.015	0.017	0.09	0.17		19.44	19.69	3.0	59.07	G
24	Nov	Prepare Ends	0.030	0.033	0.49	0.31			0.80	1.0	0.80	H
25	Nov	Harvest, Load & Haul 297					712.80	276.39	989.19	1.0	989.19	H
26	Dec	Disk Residue 297 Ct	0.150	0.167	2.44	1.63			4.07	1.0	4.07	L
		Pickup Use60 Mi/Acre	2.000		15.29						15.29	
		Operating Interest at 10.0					11.74				11.74	
TOTAL CASH OPERATING EXPENSES (includes all times over):					63.16	168.99	802.54	707.97			1742.66	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		SENSITIVITY OF THE NET REVENUES OVER TOTAL CASH EXPENSES (\$/ACRE)					
		Prices	- 25%	- 10%	Budgeted	+ 10%	+ 25%
Land Preparation (L)	160.79	Yields	\$6.47	\$7.77	\$8.63	\$9.49	\$10.79
Growing (G)	564.85						Break-even Price
Harvest (H)	989.99						
Post Harvest (P)	0.00	- 25%	222.8	-43.95	244.40	436.63	628.86
Marketing (M)	0.00	- 10%	267.3	95.90	441.92	672.60	903.28
Operating Overhead (O)	27.03	Budgeted	297.0	189.13	573.60	829.91	1,086.22
		+ 10%	326.7	282.36	705.28	987.22	1,269.16
Total (T)	\$1,742.66						1,692.08
		Break-even Yield	236.75	167.63	140.32	120.66	99.70

Table 3D. Resource and Cash Flow Requirements; Fall Iceberg Lettuce, 1998

COUNTY: Maricopa FARM: Maricopa Veg 98 WATER SOURCE: Salt River Project TILLAGE: Double Crop
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 AREA: Salt River Project YIELD: 297.0 Ct / Acre PREVIOUS CROP: Potatoes, Early 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	
JUN C			0.96		11.53	8.94					20.47
AUG C			0.83		11.52	20.50	63.05		3.00		98.07
SEP C	8.0	18.0	11.54	5.00	15.17	82.72	160.65	101.52	75.00		440.06
OCT C	3.0	18.0	2.76	10.00	6.78	39.18	71.18				127.14
NOV C	2.0	12.0	1.64	5.00	0.48	16.02	15.18	276.39	712.80		1025.87
DEC C			0.17		2.39	1.63					4.02
Pickup Use60 Mi/Acre					15.29						15.29
Operating Interest at 10.0									11.74		11.74
Water Assessment				**							
Total	13.0	48.0	17.91	20.00	63.16	168.99	310.06	377.91	802.54		1742.66
%				1.15	9.70	17.79	17.79	21.69	46.05		100.00

TOTAL RESOURCE REQUIREMENTS (per Acre)		TOTAL ENERGY REQUIREMENTS (per Acre)	
Total N	204.3	Diesel Fuel	20.0 Gal
Total P	157.5	Unleaded Gas	6.0 Gal
Total K	22.5	All Direct Energy	3.6 M BTU
Total Labor	17.9		
Total Water	48.0		

EQUIPMENT REQUIREMENTS (per Acre)			
Bed Shaper, 4 Rw	0.36 Hr	Cultivator, Sweep, 4 Rw	0.60 Hr
Drag Scraper, 14'	0.22 Hr	Fertilizer Broadcaster,	0.38 Hr
Laser, Complete System	0.22 Hr	Lister, 5 Bottom	0.22 Hr
Offset Disk, 10.5'	0.09 Hr	Offset Disk, 18'	0.63 Hr
Planter, Stanhay, 4 Row	0.36 Hr	Power Mulcher, 4 Rw	0.30 Hr
Sprinkler Trailer	0.32 Hr	Tractor, 60 PTO HP	2.43 Hr
V-Ripper, 5 Shnk	0.11 Hr	Directed Spray Rig, 8	0.30 Hr
		High Clearance Sprayer,	0.07 Hr
		Moldboard Plow, 4-16 2	0.45 Hr
		Pickup Truck, 1/2 Ton	2.00 Hr
		Rowbuck, 10'	0.09 Hr
		Tractor, 150 PTO HP,	1.64 Hr

MATERIALS REQUIREMENT (per Acre)			
10-35-05, Dry	450.00 Lb	32-00-00, URAN 32, Lqd	45.00 Ga
BT	10.00 Lb	Fenvalerate	15.00 Oz
Imidacloprid	16.00 Oz	Lettuce Cartons	297.00 Ct
Permethrin	12.00 Oz	Surfactant (spreader)	2.00 Pt
		Benefin	2.00 Pt
		Head Lettuce Sd	160.00 Th
		Methomyl	10.00 Pt
		Water, District	48.00 Al

LABOR REQUIREMENT (per Acre)			
Irrigators	11.50 Hr	Other	1.80 Hr
		Tractor	4.61 Hr

*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 3E. Schedule of Operations; Fall Iceberg Lettuce, 1998

COUNTY: Maricopa FARM: Maricopa Veg 98 WATER SOURCE: Salt River Project TILLAGE: Double Crop
 CROP: Lettuce, Iceberg ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Salt River Project YIELD: 297.0 Ct / Acre PREVIOUS CROP: Potatoes, Early 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	Jun	0.5	Rip	150 V-Ripper, 5 Shnk	4.00				Tractor
2	Jun	1.0	Plow	150 Moldboard Plow, 4-16 2	2.00				Tractor
3	Jun	3.0	Disk	150 Offset Disk, 18'	6.00				Tractor
4	Aug	0.5	Laser Level	150 Drag Scraper, 14' Laser, Complete System	2.00				Tractor
5	Aug	1.0	Soil Fertility	CST Soil Analysis (Surface)				3.00 Ac	
6	Aug	1.0	Apply Fert/Ground	60 Fertilizer Broadcaster,	6.00	10-35-05, Dry	450.00 Lb	265.00 Tn	Tractor
7	Aug	1.0	List	150 Lister, 5 Bottom	4.00				Tractor
8	Sep	1.0	Mulch	60 Power Mulcher, 4 Rw	3.00				Tractor
9	Sep	1.0	Plant	60 Planter, Stanhay, 4 Row Bed Shaper, 4 Rw	2.50	Head Lettuce Sd	160.00 Th	0.60 Th	Tractor Other
10	Sep	1.0	Apply Insect./Ground	60 Directed Spray Rig, 8 Row	6.00	Imidacloprid	16.00 Oz	591.67 Ga	Tractor
11	Sep	1.0	Apply Herbicide/Ground	60 Fertilizer Broadcaster,	4.00	Benefin	2.00 Pt	9.08 Ga	Tractor
12	Sep	1.0	Set Sprinklers	60 Sprinkler Trailer	5.70				Tractor Other
13	Sep	6.0	Irrigate/Sprinkler		1.00	Water, District	1.00 Al	0.00 AF	Irrigators
14	Sep	1.0	Remove Sprinklers	60 Sprinkler Trailer	5.70				Tractor Other
15	Sep	2.0	Buck Rows	60 Rowbuck, 10'	20.00				Tractor
16	Sep	3.0	Irrigate/Run Fertilizer		1.06	Water, District 32-00-00, URAN 32,	6.00 Al 15.00 Ga	0.00 AF 173.00 Tn	Irrigators
17	Sep	4.0	Irrigate		1.50	Water, District	6.00 Al	10.00 AF	Irrigators
18	Sep	2.0	Disk Ends	60 Offset Disk, 10.5'	20.00				Tractor
19	Sep	1.0	Apply Insect./Ground	60 Directed Spray Rig, 8 Row	6.00	Permethrin	12.00 Oz	115.83 Ga	Tractor
20	Sep	1.0	Thinning	CST Thinning					75.00 Ac
21	Sep	2.0	Cultivate	60 Cultivator, Sweep, 4 Rw	3.00				Tractor
22	Sep	2.0	Apply Insect./Ground	High Clearance Sprayer, 18	60.00	Methomyl BT Surfactant (spreader)	2.00 Pt 2.00 Lb 1.00 Pt	49.05 Ga 0.96 Lb 16.13 Ga	Tractor
23	Oct	3.0	Apply Insect./Ground	High Clearance Sprayer, 18	60.00	Fenvalerate Methomyl BT	5.00 Oz 2.00 Pt 2.00 Lb	107.50 Ga 49.05 Ga 0.96 Lb	Tractor
24	Nov	1.0	Prepare Ends	150 Offset Disk, 18'	30.00				Tractor
25	Nov	1.0	Harvest, Load & Haul	CST Harvest-Load-Haul		Lettuce Cartons	297.00 Ct	0.88 Ct	2.40 Ct
26	Dec	1.0	Disk Residue Pickup use 60 Mi/Ac	150 Offset Disk, 18' Pickup Truck, 1/2 Ton	6.00 0.50				Tractor

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