

Table 9A. Income and Cash Operating Summary; Green Onions, 1998

COUNTY: Maricopa FARM: Maricopa Veg 98 WATER SOURCE: Salt River Project TILLAGE: Double Crop
 CROP: Onions, Green ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Salt River Project YIELD: 992.0 Ct / Acre PREVIOUS CROP: Honeydew Melons DATE: 12/10/98

Item	Unit	Quantity	Price/ Unit	Budgeted /Acre	Total /Acre	Your Farm Budget
INCOME Onions	Crtn	992.00	\$6.81	\$6,755.52	\$6,755.52	_____
CASH LAND PREPARATION AND GROWING EXPENSES (including sales tax)						
Paid Labor (including benefits)					164.33	_____
Tractor/Self Propelled				87.59		_____
Irrigation				70.24		_____
Other/ Contract				6.50		_____
Chemicals and Custom Applications					161.57	_____
Fertilizer				94.97		_____
Insecticide				27.38		_____
Herbicide				39.21		_____
Farm Machinery and Vehicles					57.34	_____
Diesel Fuel				21.97		_____
Repairs and Maintenance				35.37		_____
Irrigation Water (excluding labor)					17.50	_____
Water Assessment (See Note Below) **						_____
Other Purchased Inputs & Seed/Transplants				492.75	570.75	_____
Other Services and Rentals				78.00		_____
TOTAL CASH LAND PREPARATION AND GROWING EXPENSES					971.49	_____
CASH HARVEST AND POST HARVEST EXPENSES						
Paid Labor (including benefits)					0.49	_____
Tractor/Self Propelled				0.49		_____
Farm Machinery and Vehicles					0.23	_____
Diesel Fuel				0.09		_____
Repairs and Maintenance				0.14		_____
Custom Harvest/Post Harvest					4960.00	_____
Other Materials					1416.20	_____
TOTAL HARVEST AND POST HARVEST EXPENSE					6376.93	_____
OPERATING OVERHEAD PICKUP USE					7.64	_____
OPERATING INTEREST AT 10.0%					23.84	_____
TOTAL CASH OPERATING EXPENSES					\$7,379.90	=====
RETURNS OVER CASH OPERATING EXPENSES					(\$624.38)	_____

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 9B. Allocations of Ownership Costs; Green Onions, 1998

COUNTY: Maricopa FARM: Maricopa Veg 98 WATER SOURCE: Salt River Project
 CROP: Onions, Green ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow
 AREA: Salt River Project YIELD: 992.0 Ct / Acre PREVIOUS CROP: Honeydew Melons

TILLAGE: Double Crop
 SOIL: Sandy-Loam
 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 \$6.81 / Ct	\$6,755.52		\$6,755.52	
TOTAL OPERATING EXPENSES	\$7,379.90		\$7,379.90	
RETURN OVER CASH OPERATING EXPENSES		(\$624.38)		(\$624.38)
CASH OVERHEAD EXPENSES				
Taxes, Housing and Insurance, Farm Machinery	6.47		6.47	
General and Office Overhead (5.0% of Total Operating Exp.)	369.00		369.00	
General Farm Maintenance (3.0% of Total Operating Exp.)	221.40		221.40	
Total Cash Overhead Expenses	596.86		596.86	
Total Cash Operating and Overhead Cost	7,976.77		7,976.77	
RETURNS OVER CASH OPER. AND OVER. EXPENSES		(\$1,221.25)		(\$1,221.25)
CAPITAL ALLOCATIONS (100% Equity)				
Capital Replacement, Machinery and Vehicles			36.28	
Interest on Equity, Machinery and Vehicles			14.44	
Total Capital Allocations			50.73	
RETURNS TO LAND, CAPITAL, MANAGEMENT AND RISK ----->		(\$1,221.25)		
RETURNS TO LAND, MANAGEMENT AND RISK ----->				(\$1,271.97)
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 ----->		(\$1,238.24)		
RETURNS TO MANAGEMENT AND RISK ----->				(\$1,307.53)
Management Services (8% of Total Operation Expenses)			590.39	
TOTAL OWNERSHIP COST	613.85		1,273.54	
TOTAL COST	\$7,993.76		\$8,653.45	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		(\$1,238.24)		
RETURNS TO RISK (PROFITS) ----->				(\$1,897.93)
BREAK-EVEN PRICE TO COVER OPERATING COST (PER Lb)		\$7.44		\$7.44
BREAK-EVEN PRICE TO COVER OWNERSHIP COST		\$0.62		\$1.28
BREAK-EVEN PRICE TO COVER TOTAL COST		\$8.06		\$8.72

Table 9C. Variable Operating Costs; Green Onions, 1998

COUNTY: Maricopa FARM: Maricopa Veg 98 WATER SOURCE: Salt River Project TILLAGE: Double Crop
 CROP: Onions, Green ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Salt River Project YIELD: 992.0 Ct / Acre PREVIOUS CROP: Honeydew Melons 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	May	Plow	0.900	1.000	11.26	9.75			21.01	1.0	21.01	L
2	May	Disk	0.600	0.667	4.01	6.50			10.52	4.0	42.06	L
3	Jun	Laser Level	0.450	0.500	4.73	4.87			9.60	0.5	4.80	L
4	Jul	Soil Fertility					3.00		3.00	1.0	3.00	G
5	Aug	Apply Fert/Ground	0.450	0.500	3.73	4.87		25.45	34.05	1.0	34.05	G
6	Aug	List	0.300	0.333	2.08	3.25			5.33	1.0	5.33	L
7	Aug	Mulch	0.300	0.333	2.53	3.25			5.78	1.0	5.78	L
8	Sep	Plant	0.600	1.334	4.04	13.00		492.75	509.80	1.0	509.80	L
9	Sep	Apply Herbicide/Ground	0.225	0.250	1.15	2.44		39.21	42.80	1.0	42.80	G
10	Sep	Buck Rows	0.045	0.050	0.19	0.49			0.68	1.0	0.68	G
11	Sep	Irrigate		1.000		9.75		2.50	12.25	6.0	73.49	G
12	Sep	Disk Ends	0.045	0.050	0.24	0.49			0.73	4.0	2.91	G
13	Sep	Apply Insect./Ground	0.180	0.200	0.92	1.95		13.69	16.56	2.0	33.12	G
14	Oct	Cultivate	0.600	0.667	2.83	6.50			9.33	2.0	18.66	G
15	Oct	Hand Weeding					75.00		75.00	1.0	75.00	G
16	Oct	Apply Fert/Ground	0.450	0.500	3.73	4.87		63.45	72.05	1.0	72.05	G
17	Nov	Irrigate/Run Fertilizer		1.205		11.75		8.57	20.32	1.0	20.32	G
18	Dec	Prepare Ends	0.045	0.050	0.24	0.49			0.73	1.0	0.73	H
19	Dec	Harvest, Load & Haul 992					4960.00	1416.20	6376.20	1.0	6376.20	H
20	Jan	Disk Residue 992 Ct	0.450	0.500	3.01	4.87			7.88	1.0	7.88	L
		Pickup Use30 Mi/Acre	1.000		7.64						7.64	
		Operating Interest at 10.0					23.84				23.84	
TOTAL CASH OPERATING EXPENSES (includes all times over):					65.83	164.21	5061.84	2088.02			7379.90	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)	595.40
Growing (G)	376.09
Harvest (H)	6,376.93
Post Harvest (P)	0.00
Marketing (M)	0.00
Operating Overhead (O)	31.48
Total (T)	<u>\$7,379.90</u>

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

Prices	- 25%	- 10%	Budgeted	+ 10%	+ 25%	Break-even Price
Yields	\$5.11	\$6.13	\$6.81	\$7.49	\$8.51	
- 25%	744.0	-1,987.00	-1,227.01	-720.34	-213.68	546.32
- 10%	892.8	-2,183.55	-1,271.55	-663.56	-55.56	856.44
Budgeted	992.0	-2,314.58	-1,301.25	-625.70	49.85	1,063.18
+ 10%	1,091.2	-2,445.61	-1,330.95	-587.84	155.27	1,269.93
+ 25%	1,240.0	-2,642.15	-1,375.49	-531.05	313.39	1,580.05
Break-even Yield		-760.33	-3,354.80	2,631.49	945.08	481.87

Table 9D. Resource and Cash Flow Requirements; Green Onions, 1998

COUNTY: Maricopa FARM: Maricopa Veg 98 WATER SOURCE: Salt River Project TILLAGE: Double Crop
 CROP: Onions, Green ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Salt River Project YIELD: 992.0 Ct / Acre PREVIOUS CROP: Honeydew Melons 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
MAY C			1.67		13.74	16.25				29.99
JUN C			0.92		8.53	11.38				19.91
JUL C			0.67		3.92	6.50			3.00	13.42
AUG C			1.83		12.11	26.93	25.45			64.49
SEP C	3.0	21.0	4.93		6.39	37.17	52.90	492.75		589.21
OCT C	2.0	14.0	3.47	9.17	7.57	32.62	77.14		75.00	201.50
NOV C	2.0	10.0	2.87	8.33	2.76	28.00	6.07			45.16
DEC C			0.05		0.23	0.49		1416.20	4960.00	6376.92
JAN N			0.50		2.94	4.87				7.81
Pickup Use30 Mi/Acre					7.64					7.64
Operating Interest at 10.0									23.84	23.84
Water Assessment				**						
Total	7.0	45.0	16.91	17.50	65.83	164.21	161.56	1908.95	5061.84	7379.90
%				0.24	0.89	2.23	2.19	25.87	68.59	100.00

TOTAL RESOURCE REQUIREMENTS (per Acre)

Total N 177.0
 Total P 40.0
 Total K 0.0
 Total Labor 16.9
 Total Water 45.0

TOTAL ENERGY REQUIREMENTS (per Acre)

Diesel Fuel 27.3 Gal
 Unleaded Gas 3.0 Gal
 All Direct Energy 4.2 M BTU

EQUIPMENT REQUIREMENTS (per Acre)

Bed Shaper, 4 Rw	0.60 Hr	Cultivator, Sweep, 3 Rw	1.20 Hr	Directed Spray Rig, 8	0.59 Hr
Drag Scraper, 14'	0.22 Hr	Fert. Side Dress Unit,	0.90 Hr	Laser, Complete System	0.22 Hr
Lister, 5 Bottom	0.30 Hr	Moldboard Plow, 3-16 2	0.90 Hr	Offset Disk, 8'	3.08 Hr
Pickup Truck, 1/2 Ton	1.00 Hr	Planter, Planet Jr, 4	0.60 Hr	Power Mulcher, 4 Rw	0.30 Hr
Rowbuck, 10'	0.05 Hr	Tractor, 50 PTO HP,	2.96 Hr	Tractor, 70 PTO HP,	4.05 Hr
Tractor, 100 PTO HP	1.13 Hr				

MATERIALS REQUIREMENT (per Acre)

16-20-00, Dry	200.00 Lb	32-00-00, URAN 32, Lqd	6.00 Ga	33-00-00, Amm. Nitrate,	375.00 Lb
DCPA	6.00 Lb	Green Onion Seed	22.00 Lb	Methomyl	3.00 Pt
PARATHION/METHYL,4E,5	2.00 Pt	Water, District	45.00 Al	Waxed Cartons	992.00 Ct

LABOR REQUIREMENT (per Acre)

Irrigators	7.20 Hr	Other	0.67 Hr	Tractor	9.03 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 9E. Schedule of Operations; Green Onions, 1998

COUNTY: Maricopa FARM: Maricopa Veg 98 WATER SOURCE: Salt River Project TILLAGE: Double Crop
 CROP: Onions, Green ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Salt River Project YIELD: 992.0 Ct / Acre PREVIOUS CROP: Honeydew Melons DATE: 12/10/98

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	May	1.0	Plow	100	Moldboard Plow, 3-16 2	1.00						Tractor
2	May	4.0	Disk	70	Offset Disk, 8'	1.50						Tractor
3	Jun	0.5	Laser Level	100	Drag Scraper, 14' Laser, Complete System	2.00						Tractor
4	Jul	1.0	Soil Fertility		CST Soil Analysis (Surface)						3.00 Ac	
5	Aug	1.0	Apply Fert/Ground	50	Fert. Side Dress Unit, 4Row	2.00	16-20-00, Dry	200.00 Lb	240.67 Tn			Tractor
6	Aug	1.0	List	70	Lister, 5 Bottom	3.00						Tractor
7	Aug	1.0	Mulch	70	Power Mulcher, 4 Rw	3.00						Tractor
8	Sep	1.0	Plant	70	Planter, Planet Jr, 4 Unit/2R Bed Shaper, 4 Rw	1.50	Green Onion Seed	22.00 Lb	21.18 Lb			Tractor Other
9	Sep	1.0	Apply Herbicide/Ground	50	Directed Spray Rig, 8 Row	4.00	DCPA	6.00 Lb	6.18 Lb			Tractor
10	Sep	1.0	Buck Rows	50	Rowbuck, 10'	20.00						Tractor
11	Sep	6.0	Irrigate			1.00	Water, District	7.00 Al	4.29 AF			Irrigators
12	Sep	4.0	Disk Ends	50	Offset Disk, 8'	20.00						Tractor
13	Sep	2.0	Apply Insect./Ground	50	Directed Spray Rig, 8 Row	5.00	Methomyl	1.50 Pt	49.05 Ga			Tractor
								1.00 Pt	30.00 Ga			
14	Oct	2.0	Cultivate	50	Cultivator, Sweep, 3 Rw	1.50						Tractor
15	Oct	1.0	Hand Weeding		CST Hand Weeding						75.00 Ac	
16	Oct	1.0	Apply Fert/Ground	50	Fert. Side Dress Unit, 4Row	2.00	33-00-00, Amm. Nitrate,	375.00 Lb	320.00 Tn			Tractor
17	Nov	1.0	Irrigate/Run Fertilizer			0.83	Water, District	3.00 Al	10.00 AF			Irrigators
							32-00-00, URAN 32,	6.00 Ga	173.00 Tn			
18	Dec	1.0	Prepare Ends	50	Offset Disk, 8'	20.00						Tractor
19	Dec	1.0	Harvest, Load & Haul		CST Harvest Green Onions		Waxed Cartons	992.00 Ct	1.35 Ct		5.00 Ct	Tractor
20	Jan	1.0	Disk Residue	70	Offset Disk, 8'	2.00						Tractor
			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.