

Table 3A. Income and Cash Operating Summary; Cauliflower, 2001

COUNTY: Yuma FARM: Yuma Vegetables WATER SOURCE: Yuma County Water TILLAGE: Double Crop
 CROP: Cauliflower ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Yuma Valley North YIELD: 955.0 Ct / Acre PREVIOUS CROP: Wheat, Winter DATE: 8/13/01

Item	Unit	Quantity	Price/ Unit	Budgeted /Acre	Total /Acre	Your Farm Budget
INCOME -> Cauliflower	Crtm	955.00	\$8.47	\$8,088.85	\$8,088.85	_____
CASH LAND PREPARATION AND GROWING EXPENSES (including sales tax)						
Paid Labor (including benefits)					112.25	_____
Tractor/Self Propelled				47.14		_____
Irrigation				34.81		_____
Other/ Contract				30.31		_____
Chemicals and Custom Applications					584.92	_____
Fertilizer				155.06		_____
Insecticide				414.68		_____
Herbicide				3.89		_____
Other Chemicals				11.29		_____
Farm Machinery and Vehicles					73.05	_____
Diesel Fuel				20.02		_____
Gasoline				13.59		_____
Repairs and Maintenance				39.44		_____
Irrigation Water (excluding labor)					0.00	_____
Water Assessment (See Note Below) **						_____
Other Purchased Inputs &					372.11	_____
Seed/Transplants				196.11		_____
Other Services and Rentals				176.00		_____
TOTAL CASH LAND PREPARATION AND GROWING EXPENSES					1142.33	_____
CASH HARVEST AND POST HARVEST EXPENSES						
Paid Labor (including benefits)					1.46	_____
Tractor/Self Propelled				1.46		_____
Farm Machinery and Vehicles					2.85	_____
Diesel Fuel				1.25		_____
Repairs and Maintenance				1.60		_____
Custom Harvest/Post Harvest					4327.25	_____
TOTAL HARVEST AND POST HARVEST EXPENSE					4331.56	_____
OPERATING OVERHEAD -> PICKUP USE					13.17	_____
OPERATING INTEREST AT 10.0%					22.86	_____
TOTAL CASH OPERATING EXPENSES					\$5,509.92	_____
RETURNS OVER CASH OPERATING EXPENSES					\$2,578.93	_____

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Notes: The above figures do not include ownership costs, see table B for detailed cost allocation.
 ** A water assessment charge of \$31.00 per Acre is included as an ownership cost in Table B.

Table 3B. Allocations of Ownership Costs; Cauliflower, 2001

COUNTY: Yuma FARM: Yuma Vegetables WATER SOURCE: Yuma County Water TILLAGE: Double Crop
 CROP: Cauliflower ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Yuma Valley North YIELD: 955.0 Ct / Acre PREVIOUS CROP: Wheat, Winter DATE: 8/13/01

Item	-- CASH COST BASIS (\$/ACRE) --		-- TOTAL COST BASIS (\$/ACRE) --	
	Income and Costs	Net Returns	Income and Costs	Net Returns
TOTAL INCOME at \$8.47 / Ct	\$8,088.85		\$8,088.85	
TOTAL OPERATING EXPENSES	\$5,509.92		\$5,509.92	
RETURN OVER CASH OPERATING EXPENSES		\$2,578.93		\$2,578.93
CASH OVERHEAD EXPENSES				
Taxes, Housing and Insurance, Farm Machinery	7.74		7.74	
General and Office Overhead (5.0%of Total Operating Exp.)	275.50		275.50	
General Farm Maintenance (3.0% of Total Operating Exp.)	165.30		165.30	
Total Cash Overhead Expenses	448.54		448.54	
Total Cash Operating and Overhead Cost	5,958.45		5,958.45	
RETURNS OVER CASH OPER. AND OVER. EXPENSES		\$2,130.40		\$2,130.40
CAPITAL ALLOCATIONS (100% Equity)				
Capital Replacement, Machinery and Vehicles			36.72	
Interest on Equity, Machinery and Vehicles			10.46	
Total Capital Allocations			47.18	
RETURNS TO LAND, CAPITAL, MANAGEMENT AND RISK ----->		\$2,130.40		
RETURNS TO LAND, MANAGEMENT AND RISK ----->				\$2,083.22
Land Cost / Rent or Lease	550.00		550.00	
Water Assessment **	31.00		31.00	
Total Land Costs	581.00		581.00	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		\$1,549.40		
RETURNS TO MANAGEMENT AND RISK ----->				\$1,502.22
Management Services (8% of Total Operation Expenses)			440.79	
TOTAL OWNERSHIP COST	1,029.54		1,517.51	
TOTAL COST	\$6,539.45		\$7,027.43	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		\$1,549.40		
RETURNS TO RISK (PROFITS) ----->				\$1,061.42
Item	-- CASH COST BASIS (\$/ACRE) --		-- TOTAL COST BASIS (\$/ACRE) --	
	Income and Costs	Net Returns	Income and Costs	Net Returns
BREAK-EVEN PRICE TO COVER OPERATING COST (PER Lb)		\$5.77		\$5.77
BREAK-EVEN PRICE TO COVER OWNERSHIP COST		\$1.08		\$1.59
BREAK-EVEN PRICE TO COVER TOTAL COST		\$6.85		\$7.36

Table 3C. Variable Operating Costs; Cauliflower, 2001

COUNTY: Yuma FARM: Yuma Vegetables WATER SOURCE: Yuma County Water TILLAGE: Double Crop
 CROP: Cauliflower ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Yuma Valley North YIELD: 955.0 Ct / Acre PREVIOUS CROP: Wheat, Winter DATE: 8/13/01

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	Jul	Disk	0.150	0.167	2.48	1.47			3.94	3.0	11.83	L
2	Jul	Rip	0.225	0.250	3.62	2.19			5.81	1.0	5.81	L
3	Jul	Laser Level	0.450	0.500	6.78	4.39			11.17	1.0	11.17	L
4	Jul	Make Borders	0.023	0.025	0.13	0.22			0.35	1.0	0.35	G
5	Jul	Preirrigate		0.909		6.97			6.97	1.0	6.97	G
6	Jul	Knock Borders	0.023	0.025	0.13	0.22			0.35	1.0	0.35	G
7	Jul	Dust Control	0.009	0.010	0.16	0.16			0.32	155.0	49.17	G
8	Jul	Apply Herbicide/Ground	0.015	0.017	0.11	0.15		3.89	4.14	1.0	4.14	G
9	Aug	Soil Fertility					3.00		3.00	2.0	6.00	G
10	Aug	Apply Fert/Ground	0.015	0.017	0.17	0.15		57.95	58.26	1.0	58.26	G
11	Aug	List	0.150	0.167	1.69	1.46			3.15	1.0	3.15	L
12	Aug	Mulch	0.150	0.167	1.91	1.46			3.37	1.0	3.37	L
13	Aug	Shape Beds	0.138	0.154	1.64	1.35		77.97	80.96	1.0	80.96	L
14	Aug	Plant	0.300	0.333	4.90	2.92		196.11	203.94	1.0	203.94	L
15	Aug	Set Sprinklers	0.158	0.351	0.65	2.88			3.53	1.0	3.53	G
16	Aug	Irrigate/Sec Sys		1.205		9.24			9.24	1.0	9.24	G
17	Aug	Field Scouting					10.00		20.00	2.0	20.00	G
18	Sep	Apply Insecticide/Air					4.75	9.38	14.13	1.0	14.13	G
19	Sep	Remove Sprinklers	0.158	0.351	0.65	2.88			3.53	1.0	3.53	G
20	Sep	Make Basins	0.045	0.050	0.26	0.44			0.70	8.0	5.62	G
21	Sep	Irrigate/Run Fertilizer		0.125		0.96		6.20	7.16	5.0	35.80	G
22	Sep	Knock Basins	0.045	0.050	0.26	0.44			0.70	8.0	5.62	G
23	Sep	Cultivate	0.300	0.333	2.11	2.92			5.04	1.0	5.04	G
24	Sep	Spike Furrows	0.225	0.250	1.52	2.19			3.72	3.0	11.15	G
25	Sep	Apply Insecticide/Air					4.75	38.02	42.77	3.0	128.31	G
26	Sep	Cultivate	0.180	0.200	1.26	1.75			3.02	2.0	6.03	G
27	Sep	Apply Insect./Ground	0.015	0.017	0.09	0.15		30.29	30.53	1.0	30.53	G
28	Sep	Apply Fert/Ground	0.225	0.250	2.20	2.19		33.06	37.45	2.0	74.89	G
29	Oct	Hand Weeding					75.00		150.00	2.0	150.00	G
30	Nov	Apply Fungicide/Ground	0.015	0.017	0.09	0.15		11.29	11.52	1.0	11.52	G
31	Nov	Apply Insect./Ground	0.015	0.017	0.09	0.15		54.66	54.89	3.0	164.68	G
32	Nov	Shovel Ends		0.400		3.07			3.07	2.0	6.14	G
33	Nov	Irrigate		0.200		1.53			1.53	2.0	3.07	G
34	Dec	Harvest 911 Ct					4327.25		4327.25	1.0	4327.25	H
35	Jan	Residue Disposal 911 Ct	0.150	0.167	2.85	1.46			4.31	1.0	4.31	P
		Pickup Use 50 Mi/Acre	1.667		13.17						13.17	
		Operating Interest at 10.0						22.86			22.86	
		TOTAL CASH OPERATING EXPENSES (includes all times over):									5509.92	T

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*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 \$31.00 per Acre is included as an ownership cost in Table B.

Table 3C. Variable Operating Costs; Cauliflower, 2001

COUNTY: Yuma FARM: Yuma Vegetables WATER SOURCE: Yuma County Water TILLAGE: Double Crop
 CROP: Cauliflower ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Yuma Valley North YIELD: 955.0 Ct / Acre PREVIOUS CROP: Wheat, Winter DATE: 8/13/01

OPERATING COST SUMMARY BY CLASS

Land Preparation (L)	319.85
Growing (G)	822.48
Harvest (H)	4,327.25
Post Harvest (P)	4.31
Marketing (M)	0.00
Operating Overhead (O)	36.03
Total (T)	\$5,509.92

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

Prices ->		- 25%	- 10%	Budgeted	+ 10%	+ 25%	
Yields		\$6.35	\$7.62	\$8.47	\$9.32	\$10.59	Break-even Price
- 25%	716.3	-50.65	859.35	1,466.01	2,072.68	2,982.67	6.42
- 10%	859.5	209.62	1,301.61	2,029.61	2,757.60	3,849.60	6.11
Budgeted	955.0	383.12	1,596.45	2,405.34	3,214.22	4,427.55	5.95
+ 10%	1,050.5	556.63	1,891.29	2,781.06	3,670.84	5,005.50	5.82
+ 25%	1,193.8	816.89	2,333.55	3,344.66	4,355.77	5,872.42	5.67
Break-even Yield		744.13	437.90	343.63	282.76	223.40	

Table 3D. Resource and Cash Flow Requirements; Cauliflower, 2001

COUNTY: Yuma FARM: Yuma Vegetables WATER SOURCE: Yuma County Water TILLAGE: Double Crop
 CROP: Cauliflower ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Yuma Valley North YIELD: 955.0 Ct / Acre PREVIOUS CROP: Wheat, Winter DATE: 8/13/01

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	1.0	12.0	1.93		13.94	16.24					30.18
AUG C	1.0	6.0	3.57		20.86	31.25	139.80	196.11	13.00		401.02
SEP C	1.0	3.0	2.70		14.71	24.83	154.97		24.25		218.76
OCT C	2.0	6.0	1.45		10.87	14.49	83.47		157.75		266.59
NOV C	3.0	8.0	1.40		6.15	13.39	133.01				152.55
DEC C	1.0	2.0	1.22		6.50	12.06	54.66		4327.25		4400.48
JAN N			0.17		2.85	1.46					4.31
Pickup Use 50 Mi/Acre					13.17						13.17
Operating Interest at 10.0 Water Assessment				**					22.86		22.86
Total	9.0	37.0	12.43		89.06	113.72	565.92	196.11	4545.11		5509.92
%					1.62	2.06	10.27	3.56	82.49		100.00

TOTAL RESOURCE REQUIREMENTS (per Acre)

Total N 245.2
 Total P 208.0
 Total Labor 12.4
 Total Water 37.0

TOTAL ENERGY REQUIREMENTS (per Acre)

Diesel Fuel 24.0 Gal
 Regular Gas 0.3 Gal
 Unleaded Gas 14.8 Gal
 All Direct Energy 5.2 M BTU

EQUIPMENT REQUIREMENTS (per Acre)

Bed Shaper, 4 Rw	0.14 Hr	Blade Scraper, 10'	0.45 Hr	Border Disk, 6' Disk	0.77 Hr
Cultivator, Sweep, 4 Rw	0.30 Hr	Fertilizer Injector, 4 Row	0.45 Hr	Fertilizer Spreader, 28'	0.01 Hr
Furrow Spike, 4 Rw	0.67 Hr	High Clearance Sprayer,	0.07 Hr	Laser, Complete System	0.45 Hr
Lister, 5 Bottom	0.15 Hr	Offset Disk, 18'	0.60 Hr	Pickup Truck, 1/2 Ton	1.67 Hr
Planter, Stanhay, 4 Row	0.30 Hr	Power Mulcher, 4 Rw	0.15 Hr	Rolling Cultivator, 4 Rw	0.36 Hr
Saddle Tk Sprayer, 2 Tk 8	0.15 Hr	Sprinkler Trailer	0.32 Hr	Tractor, 40 PTO HP	0.32 Hr
Tractor, 60 PTO HP	2.58 Hr	Tractor, 100 PTO HP	0.74 Hr	Tractor, 150 PTO HP,	0.45 Hr
Tractor, 175 PTO HP,	0.15 Hr	Tractor, 235 Eng HP, Art.	0.67 Hr	Truck, 5 Ton w/1000 Gal	1.39 Hr
V-Ripper, 7 Shnk	0.22 Hr				

MATERIALS REQUIREMENT (per Acre)

11-52-00, Dry	400.00 Lb	20-0-0-45, Nitro-Sul	25.00 Ga	33-00-00, Amm. Nitrate,	44.00 Ga
Cauliflower Seed	3.00 Lb	Chlorothalonil	2.00 Pt	Chlorpyrifos	0.80 Lb
Cypermethrin	15.00 Oz	Imidacloprid	16.00 Oz	Methomyl	14.01 Pt
Permethrin	10.50 Pt	Permethrin	8.00 Oz	Spinosad	6.00 Oz
Trifluralin	1.00 Pt	Water, District	37.00 Al		

LABOR REQUIREMENT (per Acre)

Irrigators	4.54 Hr	Other	0.80 Hr	Tractor	5.54 Hr
Truck Driver	1.55 Hr				

*NOTE: P = Previous Year C = Current Year N = Next Year

** A water assessment charge of \$31.00 per Acre is included as an ownership cost in Table B.

Table 3E. Schedule of Operations; Cauliflower, 2001

COUNTY: Yuma FARM: Yuma Vegetables WATER SOURCE: Yuma County Water TILLAGE: Double Crop
 CROP: Cauliflower ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Yuma Valley North YIELD: 955.0 Ct / Acre PREVIOUS CROP: Wheat, Winter DATE: 8/13/01

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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			
Jul	3.0	Disk	150	Offset Disk, 18'	6.00						Tractor
Jul	1.0	Rip	175	V-Ripper, 7 Shnk	4.00						Tractor
Jul	1.0	Laser Level	175	Blade Scraper, 10'	2.00						Tractor
Jul	1.0	Make Borders	60	Border Disk, 6' Disk	40.00						Tractor
Jul	1.0	Preirrigate	1.10	Water, District	12.00	Al	0.00	AF			Irrigators
Jul	1.0	Knock Borders	60	Border Disk, 6' Disk	40.00						Tractor
Jul	155.0	Dust Control	Truck, 5 Ton w/1000 Gal Tank		100.00						Tractor
Jul	1.0	Apply Herbicide/Ground	60	Saddle Tk Sprayer, 2 Tk 8	60.00	Trifluralin	1.00	Pt	29.35	Ga	Tractor
Aug	2.0	Soil Fertility	CST	Soil Analysis (Surface)							3.00 Ac
Aug	1.0	Apply Fert/Ground	60	Fertilizer Spreader, 28'	60.00	11-52-00, Dry	400.00	Lb	273.33	Tn	Tractor
Aug	1.0	List	100	Lister, 5 Bottom	6.00						Tractor
Aug	1.0	Mulch	100	Power Mulcher, 4 Rw	6.00						Tractor
Aug	1.0	Shape Beds	100	Saddle Tk Sprayer, 2 Tk 8 Bed Shaper, 4 Rw	6.50	Imidacloprid	16.00	Oz	588.40	Ga	Tractor
Aug	1.0	Plant	100	Planter, Stanhay, 4 Row	3.00	Cauliflower Seed	3.00	Lb	61.67	Lb	Tractor
Aug	1.0	Set Sprinklers	40	Sprinkler Trailer	5.70						Tractor Irrigators
Aug	1.0	Irrigate/Sec Sys	0.83	Water, District	6.00	Al	0.00	AF			Irrigators
Aug	2.0	Field Scouting	CST	Scout For Insects							10.00 Ac
Sep	1.0	Apply Insecticide/Air	CST	Air Spray, 5 Gal Mix		Chlorpyrifos	0.80	Lb	1.65	Lb	4.75 Ac
Sep	1.0	Remove Sprinklers	40	Sprinkler Trailer	5.70	Permethrin	8.00	Oz	120.50	Ga	Tractor Irrigators
Sep	8.0	Make Basins	60	Border Disk, 6' Disk	20.00						Tractor Irrigators
Sep	5.0	Irrigate/Run Fertilizer	8.00	Water, District	3.00	Al	0.00	AF			Irrigators
Sep	8.0	Knock Basins	60	Border Disk, 6' Disk	20.00	20-0-0-45, Nitro-Sul	5.00	Ga	240.00	Tn	Tractor Tractor
Sep	1.0	Cultivate	60	Cultivator, Sweep, 4 Rw	3.00						Tractor
Sep	3.0	Spike Furrows	60	Furrow Spike, 4 Rw	4.00						Tractor
Sep	3.0	Apply Insecticide/Air	CST	Air Spray, 5 Gal Mix		Cypermethrin	5.00	Oz	291.66	Ga	4.75 Ac
Sep	2.0	Cultivate	60	Rolling Cultivator, 4 Rw	5.00	Methomyl	4.00	Pt	48.94	Ga	Tractor
Sep	1.0	Apply Insect./Ground	High	Clearance Sprayer, 18	60.00	Spinosad	6.00	Oz	609.67	Ga	Tractor
Sep	2.0	Apply Fert/Ground	60	Fertilizer Injector, 4 Row	4.00	33-00-00, Amm. Nitrate,	22.00	Ga	270.00	Tn	Tractor
Oct	2.0	Hand Weeding	CST	Hand Weeding							75.00 Ac
Nov	1.0	Apply Fungicide/Ground	High	Clearance Sprayer, 18	60.00	Chlorothalonil	2.00	Pt	42.60	Ga	Tractor
Nov	3.0	Apply Insect./Ground	High	Clearance Sprayer, 18	60.00	Methomyl	0.67	Pt	48.94	Ga	Tractor
Nov	2.0	Shovel Ends	2.50			Permethrin	3.50	Pt	108.50	Ga	Other
Nov	2.0	Irrigate	5.00	Water, District	2.00	Al	0.00	AF			Irrigators
Dec	1.0	Harvest	CST	Harv/pack/haul							4.75 Ct
Jan	1.0	Residue Disposal	175	Offset Disk, 18'	6.00						Tractor
Jan		Pickup use 50 Mi/Ac	Pickup	Truck, 1/2 Ton	0.60						

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

Table 3F Operations Calendar; Cauliflower, 2001

COUNTY: Yuma FARM: Western Arizona Vegetables WATER SOURCE: YCWUA TILLAGE: Double Crop
 CROP: Cauliflower ACRES: 1 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Yuma Valley North YIELD: 911 Ct/Acre PREVIOUS CROP: Wheat, Winter DATE: 03/25/2001

No.	Operation	Month and Times Operation Performed												
		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
1	Disk							1 C	2 C					
2	Rip							1 C						
3	Laser Level							1 C						
4	Make Borders							1 C						
5	Preirrigate							1 C						
6	Knock Borders							1 C						
7	Dust Control							5 C	30 C	30 C	30 C	30 C	30 C	
8	Apply Herbicide/Ground								1 C					
9	Soil Fertility								1 C		1 C			
10	Apply Fert/Ground								1 C					
11	List								1 C					
12	Mulch								1 C					
13	Shape Beds								1 C					
14	Plant								1 C					
15	Set Sprinklers								1 C					
16	Irrigate/Sec Sys								1 C					
17	Field Scouting								1 C	1 C				
18	Apply Insecticide/Air										1 C			
19	Remove Sprinklers									1 C				
20	Make Basins									1 C	2 C	2 C	3 C	
21	Irrigate/Run Fertilizer									1 C	2 C	2 C		
22	Knock Basins									1 C	2 C	2 C	3 C	
23	Cultivate									1 C				
24	Spike Furrows									2 C	1 C			
25	Apply Insecticide/Air										2 C	1 C		
26	Cultivate									1 C	1 C			
27	Apply Insect/Ground										1 C			
28	Apply Insect/Ground										1 C	1 C		
29	Hand Weeding										2 C			
30	Apply Fungicide/Ground											1 C		
31	Apply Insect./Ground												2 C	
32	Shovel Ends											1 C	1 C	
33	Irrigate											1 C	1 C	
34	Harvest												1 C	
35	Residue Disposal													1 N

* NOTE: P = Previous Year C = Current Year N = Next Year