

Table 18A. Income and Cash Operating Summary; Fall Lettuce, 2001

COUNTY: La Paz FARM: Salome Area (La Paz) WATER SOURCE: McMullen Valley, Elect TILLAGE: Conventional
 CROP: Lettuce, Iceberg ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Salome/Wenden YIELD: 823.0 Ct / Acre PREVIOUS CROP: Honeydew Melons DATE: 8/22/01

Item	Unit	Quantity	Price/ Unit	Budgeted /Acre	Total /Acre	Your Farm Budget
INCOME -> Lettuce	Crtm	823.00	\$5.26	\$4,328.98	\$4,328.98	_____
CASH LAND PREPARATION AND GROWING EXPENSES (including sales tax)						
Paid Labor (including benefits)					62.18	_____
Tractor/Self Propelled				32.08		_____
Irrigation				30.10		_____
Chemicals and Custom Applications					290.71	_____
Fertilizer				165.06		_____
Insecticide				106.86		_____
Herbicide				18.42		_____
Other Chemicals				0.36		_____
Farm Machinery and Vehicles					39.20	_____
Diesel Fuel				17.80		_____
Repairs and Maintenance				21.40		_____
Irrigation Water (excluding labor)					277.08	_____
Pump Energy - Electric				258.17		_____
Repairs and Maintenance				18.92		_____
Other Purchased Inputs &					335.86	_____
Seed/Transplants				101.76		_____
Other Services and Rentals				234.10		_____
TOTAL CASH LAND PREPARATION AND GROWING EXPENSES					1005.02	_____
CASH HARVEST AND POST HARVEST EXPENSES						
Paid Labor (including benefits)					2.19	_____
Tractor/Self Propelled				2.19		_____
Farm Machinery and Vehicles					4.35	_____
Diesel Fuel				1.94		_____
Repairs and Maintenance				2.40		_____
Custom Harvest/Post Harvest					2047.20	_____
TOTAL HARVEST AND POST HARVEST EXPENSE					2053.74	_____
OPERATING OVERHEAD -> PICKUP USE					13.69	_____
OPERATING INTEREST AT 10.0%					185.03	_____
TOTAL CASH OPERATING EXPENSES					\$3,257.49	_____
RETURNS OVER CASH OPERATING EXPENSES					\$1,071.49	_____

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

Table 18B. Allocations of Ownership Costs; Fall Lettuce, 2001

COUNTY: La Paz FARM: Salome Area (La Paz) WATER SOURCE: McMullen Valley, Elect TILLAGE: Conventional
 CROP: Lettuce, Iceberg ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Salome/Wenden YIELD: 823.0 Ct / Acre PREVIOUS CROP: Honeydew Melons DATE: 8/22/01

Item	-- CASH COST BASIS (\$/ACRE) --		-- TOTAL COST BASIS (\$/ACRE) --	
	Income and Costs	Net Returns	Income and Costs	Net Returns
TOTAL INCOME at \$5.26 / Ct	\$4,328.98		\$4,328.98	
TOTAL OPERATING EXPENSES	\$3,257.49		\$3,257.49	
RETURN OVER CASH OPERATING EXPENSES		\$1,071.49		\$1,071.49
CASH OVERHEAD EXPENSES				
Taxes, Housing and Insurance, Farm Machinery	4.65		4.65	
Wells and Irrigation System	6.82		6.82	
General and Office Overhead (5.0% of Total Operating Exp.)	162.87		162.87	
General Farm Maintenance (3.0% of Total Operating Exp.)	97.72		97.72	
Total Cash Overhead Expenses	272.06		272.06	
Total Cash Operating and Overhead Cost	3,529.55		3,529.55	
RETURNS OVER CASH OPER. AND OVER. EXPENSES		\$799.43		\$799.43
CAPITAL ALLOCATIONS (100% Equity)				
Capital Replacement, Machinery and Vehicles			25.88	
Wells and Irrigation System			25.29	
Interest on Equity, Machinery and Vehicles			11.70	
Wells and Irrigation System			13.52	
Total Capital Allocations			76.39	
RETURNS TO LAND, CAPITAL, MANAGEMENT AND RISK ----->		\$799.43		
RETURNS TO LAND, MANAGEMENT AND RISK ----->				\$723.04
Land Cost / Rent or Lease	150.00		150.00	
Total Land Costs	150.00		150.00	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		\$649.43		
RETURNS TO MANAGEMENT AND RISK ----->				\$573.04
Management Services (8% of Total Operation Expenses)			260.60	
TOTAL OWNERSHIP COST	422.06		759.06	
TOTAL COST	\$3,679.55		\$4,016.54	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		\$649.43		
RETURNS TO RISK (PROFITS) ----->				\$312.44
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)		\$3.96		\$3.96
BREAK-EVEN PRICE TO COVER OWNERSHIP COST		\$0.51		\$0.92
BREAK-EVEN PRICE TO COVER TOTAL COST		\$4.47		\$4.88

Table 18C. Variable Operating Costs; Fall Lettuce, 2001

COUNTY: La Paz FARM: Salome Area (La Paz) WATER SOURCE: McMullen Valley, Elect TILLAGE: Conventional
 CROP: Lettuce, Iceberg ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Salome/Wenden YIELD: 823.0 Ct / Acre PREVIOUS CROP: Honeydew Melons DATE: 8/22/01

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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	Disk	0.225	0.250	4.72	2.19			6.91	2.0	13.83	L
2	Aug	Rip	0.378	0.420	6.59	3.68			10.27	1.0	10.27	L
3	Aug	Laser Level	0.257	0.286	4.22	2.51			6.73	1.0	6.73	L
4	Sep	List	0.225	0.250	3.10	2.19			5.29	1.0	5.29	L
5	Sep	Buck Rows	0.023	0.025	0.10	0.22			0.32	5.0	1.61	G
6	Sep	Preirrigate		0.725	79.17	5.56			84.73	1.0	84.73	G
7	Sep	Soil Fertility					3.00		3.00	1.0	3.00	G
8	Sep	Disk Ends	0.023	0.025	0.14	0.22			0.36	5.0	1.81	G
9	Sep	Apply Fert/Ground	0.180	0.200	0.85	1.75		68.90	71.50	1.0	71.50	G
10	Oct	Plant	0.450	0.500	6.87	4.39		101.76	113.02	1.0	113.02	L
11	Oct	Apply Herbicide/Ground	0.180	0.200	1.37	1.75		18.42	21.55	1.0	21.55	G
12	Oct	Set Sprinklers	0.158	0.350	0.56	2.88			3.44	1.0	3.44	G
13	Oct	Irrigate/Sec Sys		1.000	39.58	7.67		6.39	53.64	1.0	53.64	G
14	Oct	Bird Control					6.10		6.10	1.0	6.10	G
15	Nov	Remove Sprinklers	0.158	0.350	0.56	2.88			3.44	1.0	3.44	G
16	Nov	Apply Insect./Ground	0.090	0.100	0.51	0.88		45.55	46.94	1.0	46.94	G
17	Nov	Irrigate/Run Fertilizer		0.200	39.58	1.53		24.04	65.16	4.0	260.63	G
18	Nov	Apply Insect./Ground	0.090	0.100	0.51	0.88		12.97	14.36	1.0	14.36	G
19	Nov	Thinning					75.00		75.00	1.0	75.00	G
20	Nov	Cultivate	0.225	0.250	1.70	2.19			3.89	2.0	7.78	G
21	Nov	Apply Insecticide/Air					4.24	14.69	18.93	1.0	18.93	G
22	Dec	Hand Weeding					75.00		75.00	2.0	150.00	G
23	Dec	Apply Insecticide/Air					4.75	18.64	23.39	1.0	23.39	G
24	Jan	Harvest/Field Pack 853 Ct					2047.20		2047.20	1.0	2047.20	H
25	Jan	Residue Disposal 853 Ct	0.225	0.250	4.35	2.19			6.54	1.0	6.54	P
		Pickup Use 50 Mi/Acre	1.667		13.69						13.69	
		Operating Interest at 10.0					185.03				185.03	
TOTAL CASH OPERATING EXPENSES (includes all times over):											3257.49	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.

OPERATING COST SUMMARY BY CLASS

Land Preparation (L)	149.14
Growing (G)	855.89
Harvest (H)	2,047.20
Post Harvest (P)	6.54
Marketing (M)	0.00
Operating Overhead (O)	198.72
Total (T)	\$3,257.49

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

Prices ->	Yields	Budgeted					Break-even Price
		- 25%	- 10%	Budgeted	+ 10%	+ 25%	
- 25%	617.3	-265.91	221.10	545.77	870.44	1,357.45	4.38
- 10%	740.7	-86.96	497.45	887.06	1,276.67	1,861.08	4.06
Budgeted	823.0	32.34	681.68	1,114.58	1,547.48	2,196.83	3.91
+ 10%	905.3	151.64	865.92	1,342.10	1,818.29	2,532.57	3.78
Break-even Yield		800.69	518.48	419.83	352.72	284.51	

Table 18D. Resource and Cash Flow Requirements; Fall Lettuce, 2001

COUNTY: La Paz FARM: Salome Area (La Paz) WATER SOURCE: McMullen Valley, Elect TILLAGE: Conventional
 CROP: Lettuce, Iceberg ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Salome/Wenden YIELD: 823.0 Ct / Acre PREVIOUS CROP: Honeydew Melons DATE: 8/22/01

Month *	Number Irrigations	Water Applied (inches)	Total Labor (Hrs)	Operating Costs (\$/ACRE *)						
				Purchased Water	Fuel, Oil and Repairs	Labor	Chemicals	Other Purchases	Services	Total
AUG C			1.21		20.25	10.58				30.83
SEP C	1.0	12.0	1.27		83.56	10.39	68.90		3.00	165.85
OCT C	1.0	6.0	2.67		48.87	21.59	24.81	101.76		197.03
NOV C	2.0	12.0	1.77		82.73	14.36	121.29		85.34	303.72
DEC C	2.0	12.0	0.65		80.86	5.26	66.72		154.75	307.59
JAN N			0.25		4.35	2.19			2047.20	2053.74
Pickup Use 50 Mi/Acre					13.69					13.69
Operating Interest at 10.0									185.03	185.03
Total	6.0	42.0	7.83		334.31	64.37	281.72	101.76	2475.32	3257.49
%					10.26	1.98	8.65	3.12	75.99	100.00

TOTAL RESOURCE REQUIREMENTS (per Acre)

Total N 221.8
 Total P 225.0
 Total Labor 7.8
 Total Water 42.0

TOTAL ENERGY REQUIREMENTS (per Acre)

Diesel Fuel 21.5 Gal
 Unleaded Gas 5.0 Gal
 Electric / Pumping 2986.7 KWH
 All Direct Energy 13.9 M BTU

EQUIPMENT REQUIREMENTS (per Acre)

Bed Shaper, 4 Rw	0.45 Hr	Directed Spray Rig, 16	0.18 Hr	Drag Scraper, 10'	0.26 Hr
Fertilizer Broadcaster,	0.18 Hr	High Clearance Sprayer,	0.18 Hr	Laser, Complete System	0.26 Hr
Lister, 7 Bottom	0.22 Hr	Offset Disk, 10.5'	0.11 Hr	Offset Disk, 18'	0.67 Hr
Pickup Truck, 1/2 Ton	1.67 Hr	Planter, Stanhay, 4 Row	0.45 Hr	Rowbuck, 10'	0.11 Hr
Sled Cultivator, 4Rw	0.45 Hr	Sprinkler Trailer	0.32 Hr	Tractor, 40 PTO HP,	0.32 Hr
Tractor, 50 PTO HP,	0.41 Hr	Tractor, 70 PTO HP,	0.63 Hr	Tractor, 100 PTO HP,	0.45 Hr
Tractor, 150 PTO HP,	0.22 Hr	Tractor, 175 PTO HP,	0.22 Hr	Tractor, 200 PTO HP, 4WD	1.09 Hr
V-Ripper, 5 Shnk	0.38 Hr				

MATERIALS REQUIREMENT (per Acre)

00-45-00, Treble Super.	500.00 Lb	33-00-00, Amm. Nitrate,	64.00 Ga	Abamectin	10.00 Oz
Benefin	2.00 Pt	BT	2.00 Lb	Head Lettuce Sd	160.00 Th
Methomyl	4.00 Pt	Permethrin	24.40 Oz	Spreader-activator	3.20 Oz
Water, Pump	42.00 Al				

LABOR REQUIREMENT (per Acre)

Irrigators 3.93 Hr Tractor 3.91 Hr

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

Table 18E. Schedule of Operations; Fall Lettuce, 2001

COUNTY: La Paz FARM: Salome Area (La Paz) WATER SOURCE: McMullen Valley, Elect TILLAGE: Conventional
 CROP: Lettuce, Iceberg ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Salome/Wenden YIELD: 823.0 Ct / Acre PREVIOUS CROP: Honeydew Melons DATE: 8/22/01

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First No. Month Times	Operation	Equipment/ Custom Oper HP Self-Prop./ Implement	Job Rate Acre/Hr	Material Use and Cost Name	Appl. Rate \$ / Unit	Service Cost \$ / Unit	Labor Type
Aug 2.0	Disk	200 Offset Disk, 18'	4.00				Tractor
Aug 1.0	Rip	200 V-Ripper, 5 Shnk	2.38				Tractor
Aug 1.0	Laser Level	200 Drag Scraper, 10' Laser, Complete System	3.50				Tractor
Sep 1.0	List	150 Lister, 7 Bottom	4.00				Tractor
Sep 5.0	Buck Rows	50 Rowbuck, 10'	40.00				Tractor
Sep 1.0	Preirrigate		1.38	Water, Pump	12.00 Al 79.17 AF		Irrigators
Sep 1.0	Soil Fertility	CST Soil Analysis (Surface)				3.00 Ac	
Sep 5.0	Disk Ends	50 Offset Disk, 10.5'	40.00				Tractor
Sep 1.0	Apply Fert/Ground	50 Fertilizer Broadcaster,	5.00	00-45-00, Treble	500.00 Lb 260.00 Tn		Tractor
Oct 1.0	Plant	100 Bed Shaper, 4 Rw Planter, Stanhay, 4 Row	2.00	Head Lettuce Sd	160.00 Th 0.60 Th		Tractor
Oct 1.0	Apply Herbicide/Ground	70 Directed Spray Rig, 16 Row	5.00	Benefin	2.00 Pt 8.69 Ga		Tractor
Oct 1.0	Set Sprinklers	40 Sprinkler Trailer	5.71				Tractor
Oct 1.0	Irrigate/Sec Sys		1.00	Water, Pump Permethrin	6.00 Al 79.17 AF 6.40 Oz 120.50 Ga		Irrigators
Oct 1.0	Bird Control	CST Bird Control				6.10 Hr	
Nov 1.0	Remove Sprinklers	40 Sprinkler Trailer	5.71				Tractor
Nov 1.0	Apply Insect./Ground	High Clearance Sprayer, 18	10.00	Abamectin	10.00 Oz 550.00 Ga		Irrigators
Nov 4.0	Irrigate/Run Fertilizer		5.00	Water, Pump 33-00-00, Amm. Nitrate,	6.00 Al 79.17 AF 16.00 Ga 270.00 Tn		Tractor
Nov 1.0	Apply Insect./Ground	High Clearance Sprayer, 18	10.00	Methomyl	2.00 Pt 48.94 Ga		Tractor
Nov 1.0	Thinning	CST Thinning				75.00 Ac	
Nov 2.0	Cultivate	70 Sled Cultivator, 4Rw	4.00				Tractor
Nov 1.0	Apply Insecticide/Air	CST Air Spray, 3 Gal Mix		Methomyl Permethrin BT Spreader-activator	1.00 Pt 48.94 Ga 6.00 Oz 120.50 Ga 2.00 Lb 0.96 Lb 1.60 Oz 13.50 Ga	4.24 Ac	
Dec 2.0	Hand Weeding	CST Hand Weeding				75.00 Ac	
Dec 1.0	Apply Insecticide/Air	CST Air Spray, 5 Gal Mix		Methomyl Permethrin Spreader-activator	1.00 Pt 48.94 Ga 12.00 Oz 120.50 Ga 1.60 Oz 13.50 Ga	4.75 Ac	
Jan 1.0	Harvest/Field Pack	CST Harv/pack/haul Lettuce				2.40 Ct	
Jan 1.0	Residue Disposal	175 Offset Disk, 18'	4.00				Tractor
	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 18F Operations Calendar; Fall Lettuce, 2001

COUNTY: La Paz FARM: Western Arizona Vegetables WATER SOURCE: McMullen/Valley Elec TILLAGE: Double Crop
 CROP: Lettuce, Iceberg ACRES: 1 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Salome/Wenden YIELD: 853 Ct/Acre PREVIOUS CROP: Honeydew Melons 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								2 C				
2	Rip								1 C				
3	Laser Level								1 C				
4	List									1 C			
5	Buck Rows									3 C	2 C		
6	Preirrigate									1 C			
7	Soil Fertility									1 C			
8	Disk Ends										1 C	2 C	2 C
9	Apply Fert/Ground									1 C			
10	Plant										1 C		
11	Apply Herbicide/Ground										1 C		
12	Set Sprinklers										1 C		
13	Irrigate/Sec Sys										1 C		
14	Bird Control										1 C		
15	Remove Sprinklers										1 C		
16	Apply Insect/Ground												1 C
17	Irrigate/Run Fertilizer											2 C	2 C
18	Apply Insect/Ground											1 C	
19	Thinning											1 C	
20	Cultivate											1 C	1 C
21	Apply Insecticide/Air												1 C
22	Hand Weeding												2 C
23	Apply Insecticide/Air												
	1 C												
24	Harvest/Field Pack												1 N
25	Disk Residue												1 N

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