

Table 1. Five Year Average Yields and Prices, Maricopa Vegetables

	<u>Fall Head Lettuce</u>		<u>Leaf Lettuce</u>		<u>Sweet Corn</u>		<u>Cauliflower</u>		<u>Broccoli</u>		<u>Dry Onions</u>		<u>Green Onions</u>		<u>Spinach</u>	
	Harvested Acres	Yield/Acre (Cartons)	Harvested Acres	Yield/Acre (Cartons)	Harvested Acres	Yield/Acre (Cartons)	Harvested Acres	Yield/Acre (Cartons)	Harvested Acres	Yield/Acre (Cartons)	Harvested Acres	Yield/Acre (Cartons)	Harvested Acres	Yield/Acre (Cartons)	Harvested Acres	Yield/Acre (Cartons)
Maricopa County Acreage and Yields																
1996	150	333	150	372	1,800	280	200	643	2,900	455	900	860	340	1,162	1,060	688
1997	200	313	150	520	1,640	409	200	643	3,200	450	1,000	712	240	1,142	1,650	547
1998	150	415	300	616	2,000	284	200	857	4,200	450	800	1,156	180	1,045	1,800	567
1999			200	540	2,400	296	300	890	4,400	805	800	1,020	120	1,017	2,900	445
2000					660	418	300	1,048	4,000	827	900	892	170	2,635	3,500	223
Average	100	212	160	410	1,700	337	240	816	3,740	597	880	928	210	1,400	2,182	494
Arizona Prices (Dollars per Carton)																
	<u>Fall Head Lettuce</u>		<u>Leaf Lettuce</u>		<u>Sweet Corn</u>		<u>Cauliflower</u>		<u>Broccoli</u>		<u>Dry Onions</u>		<u>Green Onions</u>		<u>Spinach</u>	
	Price per 40 pound carton		Price per 25 pound carton		Price per 50 pound carton		Price per 21 pound carton		Price per 22 pound carton		Price per 50 pound sack		Price per 18 pound sack		Price per 25 pound carton	
1996	\$5.76		\$9.00		\$4.40		\$6.93		\$5.65		\$4.30		\$7.20		\$7.95	
1997	\$12.99		\$7.93		\$3.70		\$6.97		\$7.85		\$6.30		\$7.49		\$10.11	
1998	\$7.88		\$5.25		\$10.32		\$9.62		\$7.88		\$7.65		\$17.07		\$14.24	
1999	\$5.08		\$6.65		\$4.20		\$7.83		\$5.35		\$2.77		\$7.50		\$7.70	
2000	\$6.40		\$7.68		\$4.30		\$7.33		\$5.87		\$2.32		\$7.00		\$30.90	
Average	\$7.62		\$7.30		\$5.38		\$7.74		\$6.52		\$4.67		\$9.25		\$14.18	
Maricopa County Acreage and Yields																
	<u>Carrots</u>		<u>Spring Honeydews</u>		<u>Fall Honeydews</u>		<u>Watermelons</u>		<u>Spring Cantaloupe (late)</u>		<u>Fall Cantaloupe</u>		<u>Potatoes</u>		<u>Cabbage</u>	
	Harvested Acres	Yield/Acre (Cartons)	Harvested Acres	Yield/Acre (Cartons)	Harvested Acres	Yield/Acre (Cartons)	Harvested Acres	Yield/Acre (cwt)	Harvested Acres	Yield/Acre (Cartons)	Harvested Acres	Yield/Acre (Cartons)	Harvested Acres	Yield/Acre (cwt)	Harvested Acres	Yield/Acre (Cartons)
1996	2,250	1,088	1,000	593	700	567	3,550	254	5,900	389	6,000	204	3,600	295	2,400	599
1997	2,400	1,060	1,100	500	1,200	640	3,650	272	5,000	427	3,400	225	4,900	282	547	763
1998	2,500	1,000	1,100	717	1,000	690	3,600	260	5,800	325	2,000	288	4,800	282	567	1,166
1999	2,500	1,000	1,700	767	1,000	697	3,600	471	8,200	360	2,000	299	7,500	320	445	750
2000	1,800	1,080	1,400	750	1,300	597	3,900	375	6,000	300	3,600	285	6,500	278	223	450
Average	2,290	1,046	1,260	665	1,040	638	3,660	326	6,180	360	3,400	260	5,460	291	836	746
Arizona Prices (Dollars per Carton)																
	<u>Carrots</u>		<u>Spring Honeydews</u>		<u>Fall Honeydews</u>		<u>Watermelons</u>		<u>Spring Cantaloupe (late)</u>		<u>Fall Cantaloupe</u>		<u>Potatoes</u>		<u>Cabbage</u>	
	Price per 25 pound carton		Price per 30 pound carton		Price per 30 pound carton		Price per 100 pound container		Price per 75 pound carton		Price per 75 pound carton		Price per 100 pound sack		Price per 50 pound carton	
1996	\$3.18		\$5.07		\$5.43		\$7.20		\$15.60		\$15.60		\$10.20		\$3.09	
1997	\$3.33		\$5.25		\$6.00		\$7.80		\$14.40		\$14.40		\$8.75		\$3.46	
1998	\$3.13		\$4.80		\$4.11		\$8.00		\$10.43		\$10.43		\$11.30		\$2.28	
1999	\$3.80		\$4.98		\$7.14		\$5.60		\$10.35		\$10.35		\$9.05		\$3.31	
2000	\$2.03		\$4.77		\$6.51		\$6.80		\$14.70		\$14.70		\$10.60		\$6.05	
Average	\$3.09		\$4.97		\$5.84		\$7.08		\$13.10		\$13.10		\$9.98		\$3.64	

Table 2. Representative Farm Description for Budget Estimation

Maricopa Vegetables	
General Characteristics	
Farm Size	1,000 Acres
Land Rent	\$160 / Acre
Property Tax Rate (Average)	\$14.1186 / \$100 Assessment
Assessment Rate	16% of Appraised Value
Appraised Land Value	\$619 / Acre
Land Cash Value	\$2,000 / Acre
Land Equity	100%
Sales Tax	5.75% of Material Purchases
General Overhead	3% of Operating Costs
Office Overhead	2% of Operating Costs
Maintenance Overhead	3% of Operating Costs
Management Overhead	8% of Operating Costs
Energy and Equipment	
Equipment Equity	100%
Machine Hours	90%
Unleaded Gasoline	\$1.135 / Gallon
Diesel Fuel	\$0.788 / Gallon
L P Gas	\$0.810 / Gallon
Natural Gas	\$0.37065 / cu.ft.
Electricity	\$0.07035 / kwh
Lubrication Factor	15% of Fuel Costs
Interest Rates	
Operating Credit	10%
Long Term	6%
Average Investment	10%
Labor Benefits	
FICA	7.65% of Cash Wages
Worker Compensation	8.45% of Cash Wages
FUTA	1.56% of Cash Wages
Fringe Benefits	13% of Cash Wages