

**Table 11A. Income and Cash Operating Summary; Fall Iceberg Lettuce, 2001**

COUNTY: Maricopa                      FARM: Maricopa Veg                      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: 212.0 Ct / Acre                      PREVIOUS CROP: Potatoes, Early                      DATE: 9/11/01

Item	Unit	Quantity	Price/ Unit	Budgeted /Acre	Total /Acre	Your Farm Budget
INCOME -> Lettuce	Ctrn	212.00	\$7.62	\$1,615.44	\$1,615.44	_____
CASH LAND PREPARATION AND GROWING EXPENSES (including sales tax)						
Paid Labor (including benefits)					156.36	_____
Tractor/Self Propelled				45.12		_____
Irrigation				93.69		_____
Other/ Contract				17.55		_____
Chemicals and Custom Applications					344.21	_____
Fertilizer				88.26		_____
Insecticide				196.08		_____
Herbicide				55.53		_____
Other Chemicals				4.33		_____
Farm Machinery and Vehicles					47.50	_____
Diesel Fuel				17.82		_____
Repairs and Maintenance				29.68		_____
Irrigation Water (excluding labor)					10.00	_____
Water Assessment (See Note Below) **						_____
Other Purchased Inputs &					179.47	_____
Seed/Transplants				101.47		_____
Other Services and Rentals				78.00		_____
TOTAL CASH LAND PREPARATION AND GROWING EXPENSES					737.55	_____
CASH HARVEST AND POST HARVEST EXPENSES						
Paid Labor (including benefits)					0.32	_____
Tractor/Self Propelled				0.32		_____
Farm Machinery and Vehicles					0.49	_____
Diesel Fuel				0.19		_____
Repairs and Maintenance				0.30		_____
Custom Harvest/Post Harvest					508.80	_____
Other Materials					197.19	_____
TOTAL HARVEST AND POST HARVEST EXPENSE					706.80	_____
OPERATING OVERHEAD -> PICKUP USE					15.25	_____
OPERATING INTEREST AT 10.0%					9.54	_____
TOTAL CASH OPERATING EXPENSES					\$1,469.14	_____
RETURNS OVER CASH OPERATING EXPENSES					\$146.30	_____

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

\*\* A water assessment charge of \$10.14 per Acre is included as an ownership cost in Table B.

**Table 11B. Allocations of Ownership Costs; Fall Iceberg Lettuce, 2001**

COUNTY: Maricopa FARM: Maricopa Veg 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: 212.0 Ct / Acre PREVIOUS CROP: Potatoes, Early DATE: 9/11/01

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Item	-- CASH COST BASIS (\$/ACRE) --		-- TOTAL COST BASIS (\$/ACRE) --	
	Income and Costs	Net Returns	Income and Costs	Net Returns
TOTAL INCOME at \$7.62 / Ct	\$1,615.44		\$1,615.44	
TOTAL OPERATING EXPENSES	\$1,469.14		\$1,469.14	
RETURN OVER CASH OPERATING EXPENSES		\$146.30		\$146.30
CASH OVERHEAD EXPENSES				
Taxes, Housing and Insurance, Farm Machinery	5.48		5.48	
General and Office Overhead ( 5.0% of Total Operating Exp.)	73.46		73.46	
General Farm Maintenance ( 3.0% of Total Operating Exp.)	44.07		44.07	
Total Cash Overhead Expenses	123.01		123.01	
Total Cash Operating and Overhead Cost	1,592.15		1,592.15	
RETURNS OVER CASH OPER. AND OVER. EXPENSES		\$23.29		\$23.29
CAPITAL ALLOCATIONS (100% Equity)				
Capital Replacement, Machinery and Vehicles			30.53	
Interest on Equity, Machinery and Vehicles			14.21	
Total Capital Allocations			44.74	
RETURNS TO LAND, CAPITAL, MANAGEMENT AND RISK ----->		\$23.29		
RETURNS TO LAND, MANAGEMENT AND RISK ----->				(\$21.45)
Land Cost / Rent or Lease	200.00		200.00	
Water Assessment **	10.14		10.14	
Total Land Costs	210.13		210.13	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		(\$186.85)		
RETURNS TO MANAGEMENT AND RISK ----->				(\$231.59)
Management Services ( 8% of Total Operation Expenses)			117.53	
TOTAL OWNERSHIP COST	333.15		495.42	
TOTAL COST	\$1,802.29		\$1,964.56	
RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->		(\$186.85)		
RETURNS TO RISK (PROFITS) ----->				(\$349.12)
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 )		\$6.93		\$6.93
BREAK-EVEN PRICE TO COVER OWNERSHIP COST		\$1.57		\$2.34
BREAK-EVEN PRICE TO COVER TOTAL COST		\$8.50		\$9.27

**Table 11C. Variable Operating Costs; Fall Iceberg Lettuce, 2001**

COUNTY: Maricopa FARM: Maricopa Veg 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: 212.0 Ct / Acre PREVIOUS CROP: Potatoes, Early DATE: 9/11/01

No.	First Month Operation		---- Hours * ---- Machine Labor		---- Operating Costs (\$/ACRE *) Per Operation ----					Tot. Cash Expenses	Class	
	Fuel/Rps.	Labor	Cust/Serv.	Materials	Total	Times						
1	Jun	Rip	0.225	0.250	2.86	2.44			5.29	0.5	2.65	L
2	Jun	Plow	0.450	0.500	6.50	4.87			11.37	1.0	11.37	L
3	Jun	Disk	0.150	0.167	2.44	1.63			4.07	3.0	12.20	L
4	Aug	Landplane	0.450	0.500	5.54	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		43.34	45.89	1.0	45.89	G
7	Aug	List	0.225	0.250	2.90	2.44			5.33	1.0	5.33	L
8	Sep	Mulch	0.300	0.333	2.62	3.25			5.86	1.0	5.86	L
9	Sep	Plant	0.360	0.800	4.74	7.80		101.47	114.01	1.0	114.01	L
10	Sep	Apply Insect./Ground	0.150	0.167	1.01	1.63		78.00	80.64	1.0	80.64	G
11	Sep	Apply Herbicide/Ground	0.225	0.250	1.39	2.44		55.53	59.37	1.0	59.37	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		0.667		6.50		1.25	7.75	4.0	31.01	G
17	Sep	Disk Ends	0.045	0.050	0.34	0.49			0.83	3.0	2.49	G
18	Sep	Apply Insect./Ground	0.150	0.167	1.01	1.63		30.21	32.85	1.0	32.85	G
19	Sep	Thinning					75.00		75.00	1.0	75.00	G
20	Sep	Cultivate/Side Dress	0.300	0.333	4.33	3.25		14.98	22.55	2.0	45.10	G
21	Sep	Apply Insect./Ground	0.015	0.017	0.09	0.17		17.13	17.38	2.0	34.76	G
22	Oct	Apply Insect./Ground	0.015	0.017	0.09	0.17		19.40	19.65	3.0	58.96	G
23	Oct	Irrigate/Run Fertilizer		0.943		9.19		19.98	29.17	1.0	29.17	G
24	Nov	Prepare Ends	0.030	0.033	0.49	0.32			0.81	1.0	0.81	H
25	Nov	Harvest, Load & Haul 212					508.80	197.19	705.99	1.0	705.99	H
26	Dec	Disk Residue 212 Ct	0.150	0.167	2.44	1.63			4.07	1.0	4.07	L
		Pickup Use 60 Mi/Acre	2.000		15.25						15.25	
		Operating Interest at 10.0						9.54			9.54	
TOTAL CASH OPERATING EXPENSES (includes all times over):											1469.14	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 \$10.14 per Acre is included as an ownership cost in Table B.

OPERATING COST SUMMARY BY CLASS

Land Preparation (L)	160.71
Growing (G)	576.84
Harvest (H)	706.80
Post Harvest (P)	0.00
Marketing (M)	0.00
Operating Overhead (O)	24.79
Total (T)	\$1,469.14

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

Prices ->		- 25%	- 10%	Budgeted	+ 10%	+ 25%	
Yields		\$5.72	\$6.86	\$7.62	\$8.38	\$9.52	Break-even Price
- 25%	159.0	-363.98	-182.24	-61.08	60.07	241.81	8.00
- 10%	190.8	-288.26	-70.18	75.21	220.60	438.69	7.23
Budgeted	212.0	-237.79	4.53	166.07	327.62	569.93	6.84
+ 10%	233.2	-187.31	79.24	256.94	434.64	701.18	6.52
Break-even Yield		311.87	210.71	173.25	147.10	119.94	

**Table 11D. Resource and Cash Flow Requirements; Fall Iceberg Lettuce, 2001**

COUNTY: Maricopa FARM: Maricopa Veg 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: 212.0 Ct / Acre PREVIOUS CROP: Potatoes, Early DATE: 9/11/01

Month *	Number Irrigations	Water Applied (inches)	Total Labor (Hrs)	Operating Costs (\$/ACRE *)						
				Purchased Water	Fuel, Oil and Repairs	Labor	Chemicals	Other Purchases	Services	Total
JUN C			0.96		12.80	9.35				22.15
AUG C			0.83		9.04	8.13	43.34		3.00	63.51
SEP C	7.0	12.0	10.60		17.69	103.33	215.00	101.47	75.00	512.49
OCT C	3.0	18.0	2.76	5.00	5.20	26.92	85.88			123.00
NOV C	1.0	6.0	0.75	5.00	0.83	7.31		197.19	508.80	719.13
DEC C			0.17		2.44	1.63				4.07
Pickup Use 60 Mi/Acre					15.25					15.25
Operating Interest at 10.0									9.54	9.54
Water Assessment				**						
<b>Total</b>	<b>11.0</b>	<b>36.0</b>	<b>16.07</b>	<b>10.00</b>	<b>63.25</b>	<b>156.67</b>	<b>344.22</b>	<b>298.66</b>	<b>596.34</b>	<b>1468.67</b>
<b>%</b>				<b>0.68</b>	<b>4.31</b>	<b>10.66</b>	<b>23.43</b>	<b>20.33</b>	<b>40.59</b>	<b>100.00</b>

**TOTAL RESOURCE REQUIREMENTS (per Acre)**

Total N 192.3  
 Total P 156.0  
 Total Labor 16.1  
 Total Water 36.0

**TOTAL ENERGY REQUIREMENTS (per Acre)**

Diesel Fuel 21.2 Gal  
 Unleaded Gas 6.0 Gal  
 All Direct Energy 3.7 M BTU

**EQUIPMENT REQUIREMENTS (per Acre)**

Bed Shaper, 4 Rw	0.36 Hr	Cultivator, Sweep, 6 Rw	0.60 Hr	Directed Spray Rig, 8	0.30 Hr
Drag Scraper, 14'	0.22 Hr	Fert. Side Dress Unit,	0.60 Hr	Fertilizer Broadcaster,	0.38 Hr
High Clearance Sprayer,	0.07 Hr	Laser, Complete System	0.22 Hr	Lister, 5 Bottom	0.22 Hr
Moldboard Plow, 4-16 2	0.45 Hr	Offset Disk, 10.5'	0.14 Hr	Offset Disk, 18'	0.63 Hr
Pickup Truck, 1/2 Ton	2.00 Hr	Planter, Stanhay, 4 Row	0.36 Hr	Power Mulcher, 4 Rw	0.30 Hr
Rowbuck, 10'	0.09 Hr	Sprinkler Trailer	0.32 Hr	Tractor, 60 PTO HP	1.88 Hr
Tractor, 100 PTO HP,	0.60 Hr	Tractor, 150 PTO HP,	1.64 Hr	V-Ripper, 5 Shnk	0.11 Hr

**MATERIALS REQUIREMENT (per Acre)**

11-52-00, Dry	300.00 Lb	32-00-00, URAN 32, Lqd	45.00 Ga	BT	10.00 Lb
Esfenvalerate	15.00 Oz	Head Lettuce Sd	160.00 Th	Imidacloprid	16.00 Oz
Lettuce Cartons	212.00 Ct	Methomyl	10.00 Pt	Pronamide	2.00 Lb
Spinosad	6.00 Oz	Surfactant (spreader)	2.00 Pt	Water, District	36.00 Al

**LABOR REQUIREMENT (per Acre)**

Irrigators	9.61 Hr	Other	1.80 Hr	Tractor	4.66 Hr
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\*NOTE: P = Previous Year C = Current Year N = Next Year

\*\* A water assessment charge of \$10.14 per Acre is included as an ownership cost in Table B.

**Table 11E. Schedule of Operations; Fall Iceberg Lettuce, 2001**

COUNTY: Maricopa FARM: Maricopa Veg 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: 212.0 Ct / Acre PREVIOUS CROP: Potatoes, Early DATE: 9/11/01

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
Jun 0.5	Rip	150 V-Ripper, 5 Shnk	4.00				Tractor
Jun 1.0	Plow	150 Moldboard Plow, 4-16 2	2.00				Tractor
Jun 3.0	Disk	150 Offset Disk, 18'	6.00				Tractor
Aug 0.5	Landplane	150 Drag Scraper, 14' Laser, Complete System	2.00				Tractor
Aug 1.0	Soil Fertility	CST Soil Analysis (Surface)				3.00 Ac	
Aug 1.0	Apply Fert/Ground	60 Fertilizer Broadcaster,	6.00	11-52-00, Dry	300.00 Lb 273.33 Tn		Tractor
Aug 1.0	List	150 Lister, 5 Bottom	4.00				Tractor
Sep 1.0	Mulch	60 Power Mulcher, 4 Rw	3.00				Tractor
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
Sep 1.0	Apply Insect./Ground	60 Directed Spray Rig, 8 Row	6.00	Imidacloprid	16.00 Oz 588.40 Ga		Tractor
Sep 1.0	Apply Herbicide/Ground	60 Fertilizer Broadcaster,	4.00	Pronamide	2.00 Lb 26.27 Lb		Tractor
Sep 1.0	Set Sprinklers	60 Sprinkler Trailer	5.70				Tractor Other
Sep 6.0	Irrigate/Sprinkler		1.00	Water, District	1.00 Al 0.00 AF		Irrigators
Sep 1.0	Remove Sprinklers	60 Sprinkler Trailer	5.70				Tractor Other
Sep 2.0	Buck Rows	60 Rowbuck, 10'	20.00				Tractor
Sep 4.0	Irrigate		1.50	Water, District	6.00 Al 2.50 AF		Irrigators
Sep 3.0	Disk Ends	60 Offset Disk, 10.5'	20.00				Tractor
Sep 1.0	Apply Insect./Ground	60 Directed Spray Rig, 8 Row	6.00	Spinosad	6.00 Oz 609.67 Ga		Tractor
Sep 1.0	Thinning	CST Thinning				75.00 Ac	
Sep 2.0	Cultivate/Side Dress	100 Fert. Side Dress Unit, Cultivator, Sweep, 6 Rw	3.00	32-00-00, URAN 32,	15.00 Ga 170.80 Tn		Tractor
Sep 2.0	Apply Insect./Ground	High Clearance Sprayer, 18	60.00	Methomyl BT Surfactant (spreader)	2.00 Pt 48.94 Ga 2.00 Lb 0.96 Lb 1.00 Pt 16.40 Ga		Tractor
Oct 3.0	Apply Insect./Ground	High Clearance Sprayer, 18	60.00	Esfenvalerate Methomyl BT	5.00 Oz 107.50 Ga 2.00 Pt 48.94 Ga 2.00 Lb 0.96 Lb		Tractor
Oct 1.0	Irrigate/Run Fertilizer		1.06	Water, District 32-00-00, URAN 32,	6.00 Al 10.00 AF 15.00 Ga 170.80 Tn		Irrigators
Nov 1.0	Prepare Ends	150 Offset Disk, 18'	30.00				Tractor
Nov 1.0	Harvest, Load & Haul	CST Harv/pack/haul Lettuce		Lettuce Cartons	212.00 Ct 0.88 Ct	2.40 Ct	
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.

**Table 11F. Operations Calendar; Fall Iceberg Lettuce, 2001**

COUNTY: Maricopa      FARM: Maricopa Veg      WATER SOURCE: SRP      TILLAGE: Double Crop  
 CROP: Lettuce, Iceberg      ACRES: 1.0      IRRIGATION SYSTEM: Flood Furrow      SOIL: Sandy-Loam  
 AREA: Salt River Project      YIELD: 212 Ct/Acre      PREVIOUS CROP: Potatoes, Early      DATE: 09/17/2001

No.	Operation	Month and Times Operation Performed											
		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
1	Rip						0.5 c						
2	Plow						1.0 C						
3	Disk						2.0 C			1.0 C			
4	Landplane									0.5 C			
5	Soil Fertility									1.0 C			
6	Apply Fert/Ground									1.0 C			
7	List									1.0 C			
8	Mulch										1.0 C		
9	Plant										1.0 C		
10	Apply Insect/Ground										1.0 C		
11	Apply Herbicide/Ground										1.0 C		
12	Set Sprinklers										1.0 C		
13	Irrigate/Sprinkler										6.0 C		
14	Remove Sprinklers										1.0 C		
15	Buck Rows										1.0 C	1.0 C	
16	Irrigate										1.0 C	2.0 C	1.0 C
17	Disk Ends										1.0 C	1.0 C	1.0 C
18	Apply Insect/Ground										1.0 C		
19	Thinning										1.0 C		
20	Cultivate/Side Dress										1.0 C	1.0 C	
21	Apply Insect/Ground										1.0 C	1.0 C	
22	Apply Insect/Ground										1.0 C	2.0 C	
23	Irrigate/Run Fertilizer											1.0 C	
24	Prepare Ends												1.0 C
25	Harvest, Load & Haul												1.0 C
26	Disk Residue												1.0 C

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

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