

**Table 12A. Income and Cash Operating Summary; Fall Leaf Lettuce, 2001**

COUNTY: Maricopa                      FARM: Maricopa Veg                      WATER SOURCE: Salt River Project                      TILLAGE: Double Crop  
 CROP: Lettuce, Leaf                      ACRES: 1.0                      IRRIGATION SYSTEM: Flood Furrow                      SOIL: Sandy-Loam  
 AREA: Salt River Project                      YIELD: 410.0 Ct / Acre                      PREVIOUS CROP: Mixed Greens                      DATE: 9/7/01

| Item   | Unit | Quantity | Price/<br>Unit | Budgeted<br>/Acre | Total<br>/Acre | Your Farm<br>Budget |
|--|------|----------|----------------|-------------------|----------------|---------------------|
| INCOME -> Lettuce  | Ctrn | 410.00   | \$7.30         | \$2,993.00        | \$2,993.00     | _____               |
| 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 &   |      |          |                |                   | 382.42         | _____               |
| Seed/Transplants   |      |          |                | 304.42            |                | _____               |
| Other Services and Rentals                                       |      |          |                | 78.00             |                | _____               |
| TOTAL CASH LAND PREPARATION AND GROWING EXPENSES                 |      |          |                |                   | 940.49         | _____               |
| 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                                      |      |          |                |                   | 984.00         | _____               |
| Other Materials  |      |          |                |                   | 381.37         | _____               |
| TOTAL HARVEST AND POST HARVEST EXPENSE                           |      |          |                |                   | 1366.18        | _____               |
| OPERATING OVERHEAD -> PICKUP USE                                 |      |          |                |                   | 10.17          | _____               |
| OPERATING INTEREST AT 10.0%                                      |      |          |                |                   | 11.97          | _____               |
| TOTAL CASH OPERATING EXPENSES                                    |      |          |                |                   | \$2,328.81     | _____               |
| RETURNS OVER CASH OPERATING EXPENSES                             |      |          |                |                   | \$664.19       | _____               |

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 12B. Allocations of Ownership Costs; Fall Leaf Lettuce, 2001**

COUNTY: Maricopa      FARM: Maricopa Veg      WATER SOURCE: Salt River Project      TILLAGE: Double Crop  
 CROP: Lettuce, Leaf      ACRES: 1.0      IRRIGATION SYSTEM: Flood Furrow      SOIL: Sandy-Loam  
 AREA: Salt River Project      YIELD: 410.0 Ct / Acre      PREVIOUS CROP: Mixed Greens      DATE: 9/7/01

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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 \$7.30 / Ct                                 | \$2,993.00                      |             | \$2,993.00                       |             |
| TOTAL OPERATING EXPENSES                                    | \$2,328.81                      |             | \$2,328.81                       |             |
| RETURN OVER CASH OPERATING EXPENSES                         |                                 | \$664.19    |                                  | \$664.19    |
| CASH OVERHEAD EXPENSES                                      |                                 |             |                                  |             |
| Taxes, Housing and Insurance, Farm Machinery                | 5.48                            |             | 5.48                             |             |
| General and Office Overhead ( 5.0% of Total Operating Exp.) | 116.44                          |             | 116.44                           |             |
| General Farm Maintenance ( 3.0% of Total Operating Exp.)    | 69.86                           |             | 69.86                            |             |
| Total Cash Overhead Expenses                                | 191.78                          |             | 191.78                           |             |
| Total Cash Operating and Overhead Cost                      | 2,520.59                        |             | 2,520.59                         |             |
| RETURNS OVER CASH OPER. AND OVER. EXPENSES                  |                                 | \$472.41    |                                  | \$472.41    |
| 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 ----->        |                                 | \$472.41    |                                  |             |
| RETURNS TO LAND, MANAGEMENT AND RISK ----->                 |                                 |             |                                  | \$427.67    |
| 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 ----->              |                                 | \$262.28    |                                  |             |
| RETURNS TO MANAGEMENT AND RISK ----->                       |                                 |             |                                  | \$217.53    |
| Management Services ( 8% of Total Operation Expenses)       |                                 |             | 186.30                           |             |
| TOTAL OWNERSHIP COST  | 401.92                          |             | 632.96                           |             |
| TOTAL COST  | \$2,730.72                      |             | \$2,961.77                       |             |
| RETURNS TO CAPITAL, MANAGEMENT AND RISK ----->              |                                 | \$262.28    |                                  |             |
| RETURNS TO RISK (PROFITS) ----->                            |                                 |             |                                  | \$31.23     |
| 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 )         |                                 | \$5.68      |                                  | \$5.68      |
| BREAK-EVEN PRICE TO COVER OWNERSHIP COST                    |                                 | \$0.98      |                                  | \$1.54      |
| BREAK-EVEN PRICE TO COVER TOTAL COST                        |                                 | \$6.66      |                                  | \$7.22      |

**Table 12C. Variable Operating Costs; Fall Leaf Lettuce, 2001**

COUNTY: Maricopa FARM: Maricopa Veg WATER SOURCE: Salt River Project TILLAGE: Double Crop  
 CROP: Lettuce, Leaf ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam  
 AREA: Salt River Project YIELD: 410.0 Ct / Acre PREVIOUS CROP: Mixed Greens DATE: 9/7/01

| No.  | First Month Operation |                            | ---- Hours * ----<br>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  |        | 304.42 | 316.96  | 1.0                | 316.96  | L |
| 10   | Sep                   | Apply Insect./Ground       | 0.150                              | 0.167     | 1.01  | 1.63  |        | 77.75  | 80.39   | 1.0                | 80.39   | 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 410   |                                    |           |   |       | 984.00 | 381.37 | 1365.37 | 1.0                | 1365.37 | H |
| 26   | Dec                   | Disk Residue 410 Ct        | 0.150                              | 0.167     | 2.44  | 1.63  |        |        | 4.07    | 1.0                | 4.07    | L |
|  |                       | Pickup Use 40 Mi/Acre      | 1.333                              |           | 10.17   |       |        |        |         |                    | 10.17   |   |
|  |                       | Operating Interest at 10.0 |                                    |           |   |       |        | 11.97  |         |                    | 11.97   |   |
| TOTAL CASH OPERATING EXPENSES (includes all times over): |                       |                            |                                    |           |   |       |        |        |         |                    | 2328.81 | 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)   | 363.65     |
| Growing (G)            | 576.84     |
| Harvest (H)            | 1,366.18   |
| Post Harvest (P)       | 0.00       |
| Marketing (M)          | 0.00       |
| Operating Overhead (O) | 22.14      |
| Total (T)              | \$2,328.81 |

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

| Prices ->        | Yields | Budgeted |        |          |          |          | Break-even Price |
|------------------|--------|----------|--------|----------|----------|----------|------------------|
|                  |        | - 25%    | - 10%  | Budgeted | + 10%    | + 25%    |                  |
| - 25%            | 307.5  | -281.49  | 55.22  | 279.70   | 504.17   | 840.88   | 6.39             |
| - 10%            | 369.0  | -149.70  | 254.35 | 523.72   | 793.09   | 1,197.15 | 5.88             |
| Budgeted         | 410.0  | -61.85   | 387.10 | 686.40   | 985.70   | 1,434.65 | 5.63             |
| + 10%            | 451.0  | 26.01    | 519.86 | 849.09   | 1,178.32 | 1,672.16 | 5.42             |
| Break-even Yield |        | 438.86   | 290.44 | 237.01   | 200.18   | 162.34   |                  |

**Table 12D. Resource and Cash Flow Requirements; Fall Leaf Lettuce, 2001**

COUNTY: Maricopa FARM: Maricopa Veg WATER SOURCE: Salt River Project TILLAGE: Double Crop  
 CROP: Lettuce, Leaf ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam  
 AREA: Salt River Project YIELD: 410.0 Ct / Acre PREVIOUS CROP: Mixed Greens DATE: 9/7/01

| 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        | 304.42          | 75.00          | 715.44         |
| OCT C                      | 3.0                | 18.0                   | 2.76              | 5.00                        | 5.20                  | 26.91         | 85.88         |                 |                | 122.99         |
| NOV C                      | 1.0                | 6.0                    | 0.75              | 5.00                        | 0.83                  | 7.31          |               | 381.37          | 984.00         | 1378.51        |
| DEC C                      |                    |                        | 0.17              |                             | 2.44                  | 1.63          |               |                 |                | 4.07           |
| Pickup Use 40 Mi/Acre      |                    |                        |                   |                             | 10.17                 |               |               |                 |                | 10.17          |
| Operating Interest at 10.0 |                    |                        |                   |                             |                       |               |               |                 | 11.97          | 11.97          |
| Water Assessment           |                    |                        |                   | **                          |                       |               |               |                 |                |                |
| <b>Total</b>               | <b>11.0</b>        | <b>36.0</b>            | <b>16.07</b>      | <b>10.00</b>                | <b>58.17</b>          | <b>156.66</b> | <b>344.22</b> | <b>685.79</b>   | <b>1073.97</b> | <b>2328.81</b> |
| <b>%</b>                   |                    |                        |                   | <b>0.43</b>                 | <b>2.50</b>           | <b>6.73</b>   | <b>14.78</b>  | <b>29.45</b>    | <b>46.12</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 4.0 Gal  
 All Direct Energy 3.5 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   | 1.33 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  | Imidacloprid           | 16.00 Oz | Leaf Lettuce Sd (coated) | 800.00 Th |
| Lettuce Cartons | 410.00 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 |
|------------|---------|-------|---------|---------|---------|

\*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 12E. Schedule of Operations; Fall Leaf Lettuce, 2001**

COUNTY: Maricopa FARM: Maricopa Veg WATER SOURCE: Salt River Project TILLAGE: Double Crop  
 CROP: Lettuce, Leaf ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam  
 AREA: Salt River Project YIELD: 410.0 Ct / Acre PREVIOUS CROP: Mixed Greens DATE: 9/7/01

| 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             | Leaf Lettuce Sd                  | 800.00 Th 0.36 Th          |                              | Tractor<br>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<br>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<br>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                         | 2.00 Pt 48.94 Ga           |                              | Tractor          |
|                       |                         |  |                  | BT                               | 2.00 Lb 0.96 Lb            |                              |                  |
|                       |                         |  |                  | Surfactant (spreader)            | 1.00 Pt 16.40 Ga           |                              |                  |
| Oct 3.0               | Apply Insect./Ground    | High Clearance Sprayer, 18                         | 60.00            | Esfenvalerate                    | 5.00 Oz 107.50 Ga          |                              | Tractor          |
|                       |                         |  |                  | Methomyl                         | 2.00 Pt 48.94 Ga           |                              |                  |
|                       |                         |  |                  | BT                               | 2.00 Lb 0.96 Lb            |                              |                  |
| Oct 1.0               | Irrigate/Run Fertilizer |  | 1.06             | Water, District                  | 6.00 Al 10.00 AF           |                              | Irrigators       |
|                       |                         |  |                  | 32-00-00, URAN 32,               | 15.00 Ga 170.80 Tn         |                              |                  |
| 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                  | 410.00 Ct 0.88 Ct          | 2.40 Ct                      |                  |
| Dec 1.0               | Disk Residue            | 150 Offset Disk, 18'                               | 6.00             |                                  |                            |                              | Tractor          |
|                       | Pickup use 40 Mi/Ac     | Pickup Truck, 1/2 Ton                              | 0.75             |                                  |                            |                              |                  |

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

**Table 12F Operations Calendar; Fall Leaf Lettuce, 2001**

COUNTY: Maricopa      FARM: Maricopa Veg      WATER SOURCE: SRP      TILLAGE: Double Crop  
 CROP: Lettuce, Leaf      ACRES: 1.0      IRRIGATION SYSTEM: Flood Furrow      SOIL: Sandy-Loam  
 AREA: Salt River Project      YIELD: 410 Ct/Acre      PREVIOUS CROP: Mixed Greens      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